

RFQ:- second doc

1. View Negotiations
2. Create responses
3. Create surrogate responses
4. Close the RFQ Process
5. Creating awarding
6. Create PO with new supplier
7. Two stage Negotiation.

We can disable the negotiation approval rules.

Navigation: Setup and Maintenance> Procurement>

The screenshot shows the Oracle Procurement Business Function setup interface. It includes sections for General, Purchasing, Sourcing, and Consignment Terms. The General section contains fields for Payment Terms (2/10 Net 30), Shipping Method (DHL-Air-Next day air), Freight Terms (Vendor Pays Freight), FOB (Destination), Buyer managed transportation (checkbox), Price Break Type (Cumulative), and Buyer (student, scm10). The Purchasing section includes fields for Maximum File Size Megabytes (10), Receipt Close Tolerance Percent, Receipt Close Point (Received), Invoice Close Tolerance Percent, and Match Approval Level (3 Way). It also lists several checkboxes for purchase agreements and requisition lines. The Sourcing section shows Negotiation Type (RFQ), Negotiation Style (Standard Negotiation with AI Assist), Negotiation template required (checkbox), Rank Indicator (1,2,3...), Maximum Requirement Score (5), Purchasing Documents (Create in Oracle Fusion Purchasing), Initiate approval (checkbox), Automatically add new supplier items to item relationships (checkbox), and Agreement Lines (Update matching lines). The Terms section contains checkboxes for various procurement settings like automatic sourcing, punchout requests, and group requisition lines. A 'Configure Abstract Listing' button is visible in the Sourcing section.

Here I am creating another RFQ, Quickly using the template.

[fa-euth-dev94-saasfademo1.ds.fa.oraclepdemos.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=r4snm4grj_817&fnd=%3B%3B%3B%3Bfalse%3B256%3B%3B%3B&_afrLoop=11469922184019...](#)

My Negotiations

Closing Next
RFQ 31803 RFQ_TEST_GG

Recent Activity

Messages

Negotiations

- Create Negotiation
- Manage Negotiations
- Manage Seller Negotiations
- Manage Programs
- Manage Surrogate Responses
- Delete Negotiations
- Research Suppliers

Deliverables

- Manage Negotiation Templates
- Manage Attribute Lists
- Manage Cost Factor Lists

Setup

- Manage Negotiation Templates
- Manage Attribute Lists
- Manage Cost Factor Lists

[fa-euth-dev94-saasfademo1.ds.fa.oraclepdemos.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=r4snm4grj_817&fnd=%3B%3B%3B%3Bfalse%3B256%3B%3B%3B&_afrLoop=11469922184019...](#)

Overview Edit Negotiation: RFQ 31804 x

1 Overview 2 Requirements 3 Lines 4 Contract Terms 5 Suppliers 6 Cover Page 7 Review

Messages Actions Back Next Save Publish Cancel

Edit Negotiation (RFQ 31804): Overview ⚡

Currency = US Dollar

* Title: RFQ_test_new

Buyer: scsm10 student

Procurement BU: US1 Business Unit

Outcome: Blanket Purchase Agreement

Attachments: None

General Terms Collaboration Team Project Tasks

Introduction ⚡

Insert Variables Preview

Schedule ⚡

Preview immediately

Open immediately

Preview Date: m/d/y h:mm a

* Open Date: 12/21/24 4:25 PM

* Close Date: 12/22/24 4:25 PM

* Award Date: 12/23/24 4:25 PM

Negotiation Controls ⚡

Response Visibility: Blind

* Negotiation Layout: Negotiation Layout

* Response Layout: Response Layout

Requirements

Lines

Enable team scoring

Enable weights

Display scoring criteria to suppliers

Default Maximum Score: 5

Price Tiers: None

Rank Indicator: 1,2,3...

Ranking Method: Price only

Allow Alternate Lines: Yes

Currency = US Dollar

Instructions

Laptop X800 Specifications: 1.5 TB Hard Drive, 4GB Memory, Intel Processor 4th Gen Core i7, 3 Year Service Agreement, Windows 8 Operating System with Office 2020
Laptop X400 Specifications: 1 TB Hard Drive, 8GB Memory, Intel Processor 4th Gen Core i5, 3 Year Services Agreement, Windows 8 Operating System with Office 2020

Line	* Line Type	Item	* Description	* Category Name	Estimated Quantity	* UOM	Estimated Total Amount	Current Price	Start Price	Allow Alternate Lines
1	Goods	<input type="text"/>	Laptop X800	Laptop	50	Ea		1,200.00		No
2	Goods	<input type="text"/>	Laptop X400	Laptops	50	Ea		1,000.00		No

Suppliers

* Supplier	Supplier Site	Supplier Contact	Notify All Contacts	Additional Email
Supplier_Test	<input type="text"/>	Chekuri, Sri	<input checked="" type="checkbox"/>	
Supplier_new	<input type="text"/>	Chekuri, Ravi	<input checked="" type="checkbox"/>	

Added our supplier having supplier portal access

Click on publish

Confirmation

Negotiation 31804 was published.

OK

RFQ: 31804

I have already disable the approval rules, so it is approved.

The screenshot shows the Oracle Manage Negotiations application. At the top, there are several tabs: 'Manage Negotiations - Negotiations' (active), 'Manage Negotiations - Negotiations', 'Inbox - cscreenivasulu919@gmail.com', and 'Inbox (144) - meetscreen.oracle.com'. The main title is 'Manage Negotiations'. Below it is a search bar with fields for 'Business Unit' (set to 'US1 Business Unit'), 'Negotiation' (set to '31804'), and 'Negotiation Title'. There are also filters for 'Status' (set to 'Active') and 'Owner' (set to 'student, scm10'). A 'Search' button is present. To the right, there are buttons for 'Advanced', 'Manage Watchlist', 'Saved Search', and 'My Negotiations'. A note says '** All least one is required'. On the left, there's a sidebar with icons for Overview, Manage Negotiations, and other navigation options. The main area shows a table titled 'Search Results' with columns: Negotiation, Negotiation Title, Negotiation Type, Status, Monitor, Time Remaining, Close Date, Responses, Unread Messages, and Owner. One row is visible: '31804 RFQ_test_new RFQ Active 23 Hours 55 Min... 12/22/24 4:25 PM 0 0 student, scm10'. A note at the bottom says 'Columns Hidden 7'.

Go to > Suppliers and check about manage RFQ's

Supplier_test	Srinu.a.Chekuri	welcome123
Supplier_New	Ravi.Chekuri	welcome123

These are the two suppliers we have created

Login with supplier user id's

The screenshot shows the Oracle Supplier Portal login screen. The header says 'Good evening, Srinu Chekuri'. Below it are links for 'My Client Groups', 'Supplier Portal', 'Tools', and 'Others'. The main area is titled 'Notifications' and lists three items:

- ACTION REQUIRED**: You Are Invited to Negotiation 31804 (RFQ_test_new) by scm10 student. (2 minutes ago)
- FYI**: Document (Purchase Order) US165081 Requires Acknowledgment by scm10 student. (3 days ago)
- FYI**: Oracle Fusion Applications-Automatically Generated Password.

The screenshot shows the Oracle Supplier Portal login screen. The header says 'Good evening, Srinu Chekuri'. Below it are links for 'My Client Groups', 'Supplier Portal', 'Tools', and 'Others'. The main area is titled 'Notifications' and lists three items:

- ACTION REQUIRED**: You Are Invited to Negotiation 31804 (RFQ_test_new) by scm10 student. (2 minutes ago)
- FYI**: Document (Purchase Order) US165081 Requires Acknowledgment by scm10 student. (3 days ago)
- FYI**: Oracle Fusion Applications-Automatically Generated Password.

An 'Actions' dropdown menu is open over the first notification, showing options: 'Accept Invitation' (highlighted in yellow), 'Decline Invitation', and 'Dismiss'.

Accept the invitation from the buyer to participate in the RFQ process.

The screenshot shows the Oracle Supplier Portal interface. On the left, there is a navigation sidebar with various links such as 'Upload ASN or ASN', 'View Receipts', 'View Returns', 'Contracts and Deliverables', 'Manage Contracts', 'Manage Deliverables', 'Consigned Inventory', 'Review Consumption Advices', 'Invoices and Payments', 'Create Invoice', 'Create Invoice Without PO', 'View Invoices', 'View Payments', 'Negotiations' (with 'View Negotiations' and 'Manage Responses' highlighted in yellow), 'Auctions from Seller', 'View Active Seller Auctions', 'Manage Seller Auction Bids', 'Qualifications', 'Manage Questionnaires', 'View Qualifications', 'Products', 'Manage Products', and 'Company Profile'. The main content area displays a 'Code of Conduct Agreement' with a message about supplier profile updates and Business Classification certificates, followed by a 'Thanks' button.

Here we have options view Negotiations and Manage responses.

Click on View negotiations

The screenshot shows the 'Negotiations' list page. It displays two negotiation items: 'RFQ 31804: RFQ_test_new' and 'RFQ 31802: RFQ_Test'. For the first item, a context menu is open with options: 'Accept Terms', 'Acknowledge Participation' (which is highlighted in yellow), and 'Download PDF'. The menu also includes a 'Sort By' dropdown and a download icon. The main interface shows the number of items (55), search bar, and filter buttons for 'Need Attention', 'Open 2', 'Closed', 'Unread Messages', and 'Clear (2)'. Each negotiation row includes columns for 'Time Remaining', 'Latest Response', and 'Unread Messages'.

It will list out all the negotiations.

Select our negotiation, RFQ 31804, click on acknowledge participation.

Acknowledge Participation
RFQ 31804: RFQ_test_new

Supplier
Supplier_Test

Supplier Site
Supplier_Test_Address

Do you intend to participate?

Yes, we will participate.

No, we won't participate

Note to Buyer
Hi,
I will accept the RFQ, I will participate in the RFQ process, i will provide details shortly.

Cancel Update

Once acknowledge done we will go to buyer login check the acknowledge reached or not

Manage Negotiations - Negotiations

Overview Manage Negotiations

Manage Negotiations

Done

Time Zone Coordinated Universal Time

Advanced Manage Watchlist Saved Search My Negotiations

** At least one is required

Procurement BU: US1 Business Unit

** Negotiation: 31804

** Negotiation Title: RFQ_test_new

Line Description

Search Reset Save...

Search Results

Action	Negotiation	Negotiation Title	Negotiation Type	Status	Monitor	Time Remaining	Close Date	Responses	Unread Messages	Owner
Actions	31804	RFQ_test_new	RFQ	Active	Monitor	23 Hours 55 Min...	12/22/24 4:25 PM	0	0	student, scm10

Columns Hidden 7

Click on Monitor Symbol

Monitor Negotiation: RFQ 31804

Currency = US Dollar | Refresh Interval = 1 Minute

Title: RFQ_test_new
Status: Active
Close Date: 12/22/24 4:25 PM

Time Remaining: 23:41:31

Overview Lines

Analytics

Report	Negotiation Summary	Report	Responses by Supplier
Current Value	110,000.00	No Response Amount	110,000.00
Lines with No Responses	2	Potential Savings	0.00
Potential Savings Percent	0.00%	Invited Suppliers	2
Active Responses	0	No active responses for the negotiation.	

Suppliers

Supplier	Response	Response Type	Response Amount	Transformed Amount	Overall Rank	Variance from Prior Response	Savings (%)	Time of Response	Last Activity	Last Activity Date	Online Status
Supplier_Test	No Response								Accepted negot.	12/21/24 4:40 PM	
Supplier_new	No Response										

Manage Responses

Search Results

Revising a draft response automatically locks it.

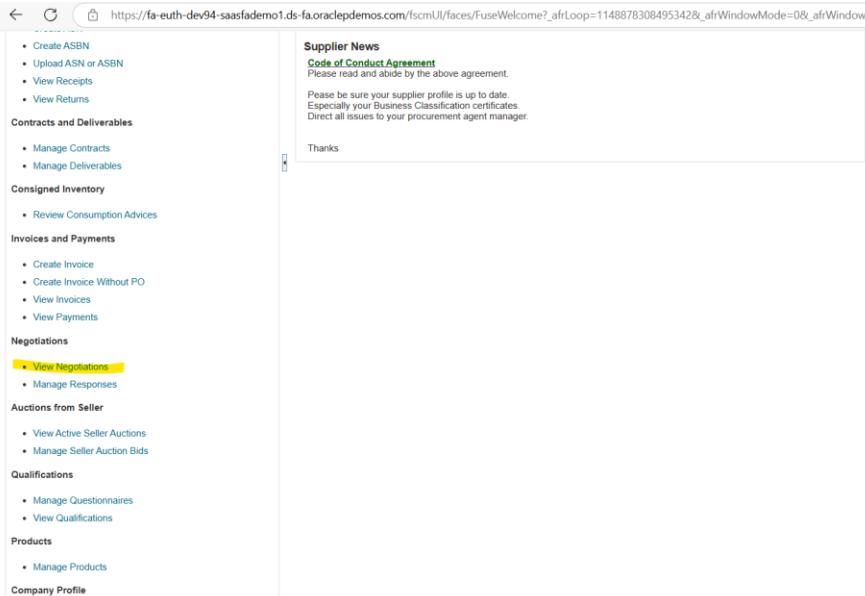
Actions ▾ View ▾ Format ▾ Freeze Detach Wrap Accept Terms Revise

Response	Response Status	Supplier	Negotiation	Negotiation Title	Negotiation Type	Time Remaining	Unread Messages	Monitor
No results found								
Columns Hidden 8								

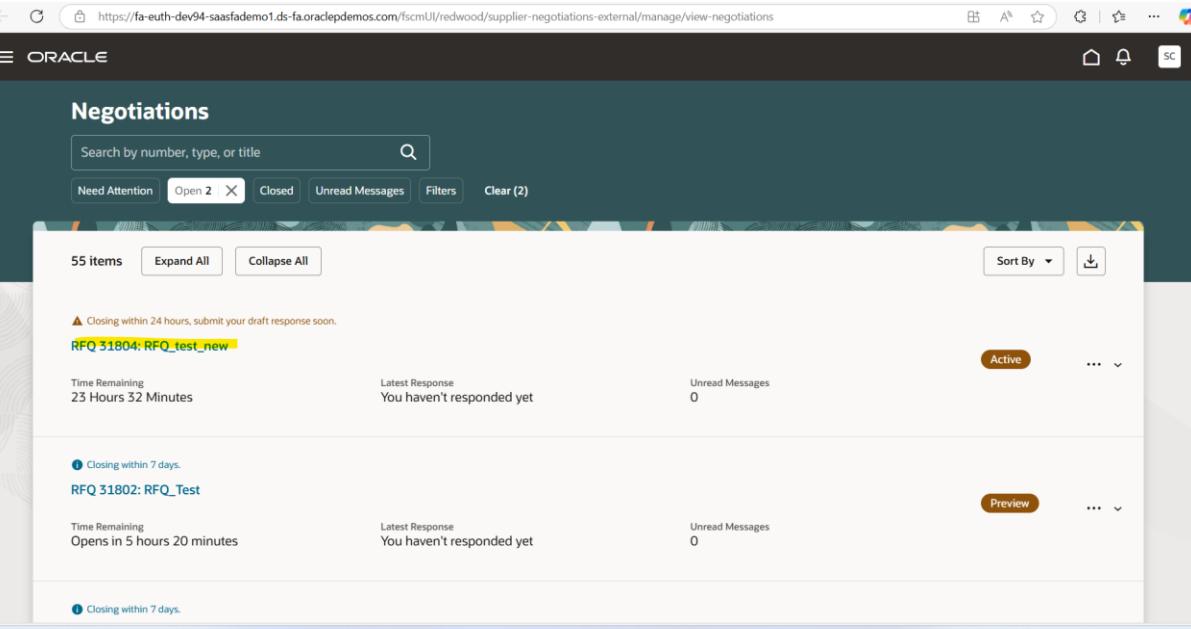
The screenshot shows a web-based application interface for managing negotiations. At the top, there are two report sections: 'Analytics' on the left and 'Responses by Supplier' on the right. The 'Analytics' section displays various metrics: Current Value (110,000.00), No Response Amount (110,000.00), Lines with No Responses (2), Potential Savings (0.00), Potential Savings Percent (0.00%), Invited Suppliers (2), and Active Responses (0). A note states 'No active responses for the negotiation.' Below this is a table titled 'Suppliers' with columns: Supplier, Response, Response Type, Response Amount, Transformed Amount, Overall Rank, Variance from Prior Response, Savings (%), Time of Response, Last Activity, Last Activity Date, and Order Status. Two rows are present: 'Supplier_Test' and 'Supplier_new', both showing 'No Response'. The 'Time of Response' column for 'Supplier_new' contains the tooltip 'Accepted negotiation invitation' with the timestamp '12/21/24...'. A message at the bottom left says 'Goto Suppllier login provide response. Click on view negotiations.'

Goto Suppllier login provide response. Click on view negotiations.

https://fa-euth-dev94-saasfadem01.ds.fa.oracledemos.com/fscmUI/faces/FuseWelcome?_afrLoop=1148878308495342&_afrWindowMode=0&_afrWindowId=null&_adf.ctrl.stat...



<https://fa-euth-dev94-saasfadem01.ds.fa.oracledemos.com/fscmUI/redwood/supplier-negotiations-external/manage/view-negotiations>



Click on the RFQ

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Cover Page

Vision

Request For Quote: Laptop Replacement

Purpose: Find the supplier that offers the highest quality and best value laptops.

Vision on behalf of itself has issued this RFQ to solicit bids from potential Suppliers. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer Vision.

Vision generally uses the following criteria in evaluating and comparing Supplier responses (the criteria are not necessarily listed in order of importance):

- Experience and number of years the Supplier has been in the business of providing the required types of products/services
- Financial stability of the Supplier's organization
- Responsiveness to the requirements of the project as set forth in the RFQ
- Demonstrated understanding of the goals and objectives of the project and a logical plan for providing product/services within the required time frames
- Agreement to Vision standard contract terms
- Competitive Pricing

Create Response:

Table of Contents

Cover Page

Create Response

Existing Response

Create Cancel

Purpose: Find the supplier that offers the highest quality and best value laptops.

Vision on behalf of itself has issued this RFQ to solicit bids from potential Suppliers. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer Vision.

Overview Requirements Lines Review

Messages Respond by Spreadsheet Actions Back Next Save Submit Cancel

Last Saved 12/21/24 4:54 PM
Time Zone Coordinated Universal Time
Supplier_Test - Supplier_Test_Address

Title RFQ_test_new
Close Date 12/22/24 4:25 PM
Time Remaining 23:30:13

General

Supplier Supplier_Test
Supplier Site Supplier_Test_Address
Negotiation Currency USD
Response Currency USD
Price Precision 2 Decimals Maximum
Response Valid Until 12/21/24 4:26 PM

Response Type Primary
 Alternate

Reference Number

Note to Buyer How are you doing?

Attachments None

Create Response (Quote 73134): Requirements

Section 1. Business

- * 1. Certifications
 - a. ISO 9001
 - b. ISO 14001
 - c. Other
 - d. In process
 - e. None
- * 2. Company Ownership
 - a. Public
 - b. Private
 - c. Minority Owned
- * 3. Years Selling Item
 - a. 0-2
 - b. 3-5
 - c. 6-10
 - d. 11 or more

Response Attachments: None

Last Saved 12/21/24 4:58 PM
Time Zone Coordinated Universal Time
Supplier_Test - Supplier_Test_Address

select the requirements

Create Response (Quote 73134): Lines

Currency = US Dollar

Category Name	Supplier Item	New Supplier Item	Manufacturer	Manufacturer Part Number	Start Price	Best Response Price	Response Price	Estimated Quantity	UOM	Line Amount	Estimated Total Amount	Response Minimum Release Amount
Laptops					No response	<input type="text" value="1,100.00"/>	<input type="text" value="1,100.00"/>	50	Ea	55,000.00		
Laptops					No response	<input type="text" value="1,100.00"/>	<input type="text" value="1,100.00"/>	50	Ea	55,000.00		

Rows Selected 1 Columns Hidden 5

Grand Totals

All response lines are included

Response Amount 110,000.00

Last Saved 12/21/24 4:59 PM
Time Zone Coordinated Universal Time
Supplier_Test - Supplier_Test_Address

Review, Save and submit

RFQ: 31804

Current Currency = US Dollar

Title: RFQ_test_new	Status: Active
Time Remaining: 23:25:14	

Confirmation

Response 73134 to negotiation 31804 was submitted. We'll notify you by email.

OK

Open Date: 12/21/24 4:28 PM
Close Date: 12/22/24 4:25 PM

Table of Contents Cover Page

Cover Page
Overview
Requirements
Lines
Contract Terms

Vision

Request For Quote: Laptop Replacement

Purpose: Find the supplier that offers the highest quality and best value laptops.

Vision on behalf of itself has issued this RFQ to solicit bids from potential Suppliers. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer Vision.

Vision generally uses the following criteria in evaluating and comparing Supplier responses (the criteria are not necessarily listed in order of importance):

Again go back to buyer screen check the monitor status

The screenshot shows the Oracle Manage Negotiations application. At the top, there are search filters for Procurement BU (US1 Business Unit), Negotiation (31804), and Negotiation Title. The results table displays one row for negotiation 31804, titled 'RFQ_test_new'. The columns include Negotiation Type (RFQ), Status (Active), Monitor (yellow status bar), Time Remaining (23 Hours 55 Min.), Close Date (12/22/24 4:25 PM), Responses (0), Unread Messages (0), and Owner (student, scm10). A sidebar on the right contains navigation icons.

The screenshot shows the Oracle Monitor Negotiation interface for RFQ 31804. It displays the negotiation title 'RFQ_test_new' and a status bar indicating 'Status: Active' and 'Close Date: 12/22/24 4:25 PM'. Below this, there are tabs for 'Overview' and 'Lines'. The 'Analytics' section shows a summary report with current value (\$110,000.00), no response amount, lines with no responses, potential savings, invited suppliers (2), and active responses (1). To the right, a chart titled 'Report: Responses by Supplier' shows a single bar for 'Supplier_Test' with a value of \$110,000.00. The 'Suppliers' section lists two entries: 'Supplier_Test' (Primary response, \$110,000.00) and 'Supplier_Test' (Draft response). Both entries show 'Viewed negotiation' under 'Last Activity'.

You can able to see the response from one supplier it's updated successfully.

If it sealed → buyer cannot view the response.

Monitor Negotiation: RFQ 31804

Currency = US Dollar | Refresh Interval = 1 Minute

Overview Lines

Analytics

Report Negotiation Summary

Current Value 110,000.00

No Response Amount 0.00

Lines with No Responses 0

Potential Savings 0.00

Potential Savings Percent 0.00%

Invited Suppliers 2

Active Responses 1

Report Responses by Supplier

Response Amount

73134 Supplier_Test Response

Full Response

Suppliers

Supplier	Response	Response Type	Response Amount	Transformed Amount	Overall Rank	Variance from Prior Response	Savings (%)	Time of Response	Last Activity	Last Activity Date	Online Status
Supplier_Test	73134	Primary	110,000.00	110,000.00	1		0.00	12/21/24...	Viewed negotiation	12/21/24...	
Supplier_Test		Draft	Primary						Viewed negotiation	12/21/24...	
Supplier_new		No Response								12/21/24...	

Columns Hidden 2

Click on the response number, we can able to see all the details about the response.

Overview Manage Negotiations x Monitor Negotiation: RFQ 31804 x Quote: 73134 x

Quote: 73134 (RFQ 31804)

Currency = US Dollar

Title RFQ_test_new

Response Status Active

Time Remaining 22:17:14

Overview Requirements Lines

Section 1. Business

1. Certifications

- a. ISO 9001
- b. ISO 14001
- c. Other
- d. In process
- e. None

2. Company Ownership

- a. Public
- b. Private
- c. Minority Owned

3. Years Selling Item

- a. 0-2
- b. 3-5
- c. 6-10
- d. 11 or more

Scoring Details

Requirement	Maximum Score	Score	Weight	Weighted Score
1. Business	100.00	85.00	50.00	85.00
1. Certifications	5	5.00	50.00	50.00
2. Company Ownership	5	2.00	25.00	10.00
3. Years Selling Item	5	5.00	25.00	25.00
Total		85.00		85.00

View Scoring Details

Overview Manage Negotiations x Monitor Negotiation: RFQ 31804 x Quote: 73134 x

Quote: 73134 (RFQ 31804)

Currency = US Dollar

Title RFQ_test_new

Response Status Active

Time Remaining 22:16:45

Overview Requirements Lines

Response Amount 110,000.00

Transformed Amount 110,000.00

Overall Rank 1

View Format Freeze Detach Wrap

Line	Description	Supplier Item	New Supplier Item	Manufacturer	Manufacturer Part Number	Rank	Response Price	Transformed Rank	Transformed Price	UOM Name	Estimated Quantity	Response Minimum Release Amount	Response Amount	Transformed Amount	Active Responses
1	Laptop X800					1	1,100.00	1	1,100.00	Ea	50	55,000.00	55,000.00	1	
2	Laptop X400					1	1,100.00	1	1,100.00	Ea	50	55,000.00	55,000.00	1	

Columns Hidden 10

Creating Surrogate Response: -

Actually suppose supplier 2 may not have supplier portal/ don't want to use the supplier portal, this supplier will provide the response details through e-mail, on behalf of supplier, buyer will update the response details in the RFQ .

Monitor Negotiation: RFQ 31804

Currency = US Dollar | Refresh Interval = 1 Minute

Analytics

Report: Negotiation Summary

Current Value: 110,000.00

No Response Amount: 0.00

Lines with No Responses: 0

Potential Savings: 0.00

Potential Savings Percent: 0.00%

Invited Suppliers: 2

Active Responses: 1

Report: Responses by Supplier

Responses by Supplier

Supplier Response Amount

73134 Supplier_Test Response

Full Response

Suppliers

Supplier	Response	Response Type	Response Amount	Transformed Amount	Overall Rank	Variance from Prior Response	Savings (%)	Time of Response	Last Activity	Last Activity Date	Online Status
Supplier_Test	73134	Primary	110,000.00	110,000.00	1	0.00	12/21/24...	Viewed negotiation	12/21/24...		
Supplier_Test		Draft	Primary					Viewed negotiation	12/21/24...		
Supplier_new			No Response								

Columns Hidden 2

Here Supplier_new has not provided any response through supplier portal. So, we are creating surrogate response.

Monitor Negotiation: RFQ 31804

Currency = US Dollar | Refresh Interval = 1 Minute

Analytics

Report: Negotiation Summary

Current Value: 110,000.00

No Response Amount: 0.00

Lines with No Responses: 0

Potential Savings: 0.00

Potential Savings Percent: 0.00%

Invited Suppliers: 2

Active Responses: 1

Report: Responses by Supplier

Responses by Supplier

Supplier Response Amount

73134 Supplier_Test Response

Full Response

Suppliers

Supplier	Response	Response Type	Response Amount	Transformed Amount	Overall Rank	Variance from Prior Response	Savings (%)	Time of Response	Last Activity	Last Activity Date	Online Status
Supplier_Test	73134	Primary	110,000.00	110,000.00	1	0.00	12/21/24...	Viewed negotiation	12/21/24...		
Supplier_Test		Draft	Primary					Viewed negotiation	12/21/24...		
Supplier_new			No Response								

Columns Hidden 2

Click on Create

Overview Requirements Lines Review

Messages | Respond by Spreadsheet | Actions | Back | Next | Save | Submit | Cancel

Last Saved 12/21/24 5:17 PM
Time Zone Coordinated Universal Time
Supplier_new - Supplier_new address

Title: RFQ_test_new
Close Date: 12/22/24 4:25 PM
Time Remaining: 23:06:50

General

Supplier: Supplier_new
Supplier Site: Supplier_new_address
Negotiation Currency: USD
Response Currency: USD
Price Precision: 2 Decimals Maximum
Response Valid Until: mm/dd/yyyy hh:mm aa

Response Type: Primary
Alternate

Reference Number:
Note to Buyer:
Attachments: None

Response Entered By: fscm10 student
Supplier Contact: Ravi Chekuri
* Response Received On: 12/21/24 5:17 PM

Method of Response:

Enter response from e-mail, response received on today

Mode of response: e-mail/fax/print/ Other

Click on next

Overview Requirements Lines Review

Messages | Respond by Spreadsheet | Actions | Back | Next | Save | Submit | Cancel

Last Saved 12/21/24 5:19 PM
Time Zone Coordinated Universal Time
Supplier_new - Supplier_new address

Time Remaining: 23:04:46
Close Date: 12/22/24 4:25 PM

Section 1. Business

- * 1. Certifications
 - a. ISO 9001
 - b. ISO 14001
 - c. Other
 - d. In process
 - e. None
- * 2. Company Ownership
 - a. Public
 - b. Private
 - c. Minority Owned
- * 3. Years Selling Item
 - a. 0-2
 - b. 3-5
 - c. 6-10
 - d. 11 or more

Response Attachments: None

Method of Response:

Click on next

Time Remaining: 22:03:01

Close Date: 12/22/24 4:25 PM

Line	Description	Required Details	Category Name	Supplier Item	New Supplier Item	Manufacturer	Manufacturer Part Number	Start Price	Best Response Price	Response Price	Estimated Quantity	UOM	Line Amount	Estimated Am
1	Laptop X800	Laptops						1,100.00	1,120.00	1,120.00	50	Ea	56,000.00	
2	Laptop X400	Laptops						1,100.00	1,120.00	1,120.00	50	Ea	56,000.00	

Rows Selected: 1 Columns Hidden: 5

Grand Totals

All response lines are included.

Response Amount: 112,000.00

enter the response price.

Title: RFQ_test_new

Close Date: 12/22/24 4:25 PM

Time Remaining: 22:02:27

Overview Requirements Lines

General

Supplier	Supplier_new	Response Type	Primary
Supplier Site	Supplier_new_address	Reference Number	Note to Buyer
Negotiation Currency	USD	Attachments	None
Response Currency	USD		
Price Precision	2 Decimals Maximum		
Response Valid Until			

Response Entered By: Pscm10 student
Supplier Contact: Ravi Chekuri
Response Received On: 12/21/24 5:17 PM
Method of Response: E-Mail

Click on Review and submit it

Go and verify the responses from the monitor symbol

The screenshot shows the Oracle Negotiations interface for Monitor Negotiation RFQ 31804. It includes a navigation bar with tabs like Overview, Lines, and Analytics. The Analytics section displays a summary report with current values (110,000.00), response counts (0), and potential savings (0.00). A bar chart titled 'Responses by Supplier' compares two suppliers: 'Supplier_Test' (rank 1) and 'Supplier_new' (rank 2). Below this, a table lists suppliers with their response details, including response type (Primary or Draft), transformed amount, overall rank, variance from prior response, time of response, last activity, last activity date, and online status.

Supplier	Response	Response Type	Response Amount	Transformed Amount	Overall Rank	Variance from Prior Response	Time of Response	Last Activity	Last Activity Date	Online Status
Supplier_Test	73134	Primary	110,000.00	110,000.00	1	0.00	12/21/24 10:00 AM	Viewed negotiation	12/21/24 10:00 AM	Online
Supplier_new	73135	Primary	112,000.00	112,000.00	2	-1.82	12/21/24 10:00 AM	Surrogate response submitted	12/21/24 10:00 AM	Online
Supplier_Test		Draft						Viewed negotiation	12/21/24 10:00 AM	Online

We can able to see both responses like previous supplier and surrogate response from the supplier_new.

You can see the ranking also based on the price and requirements

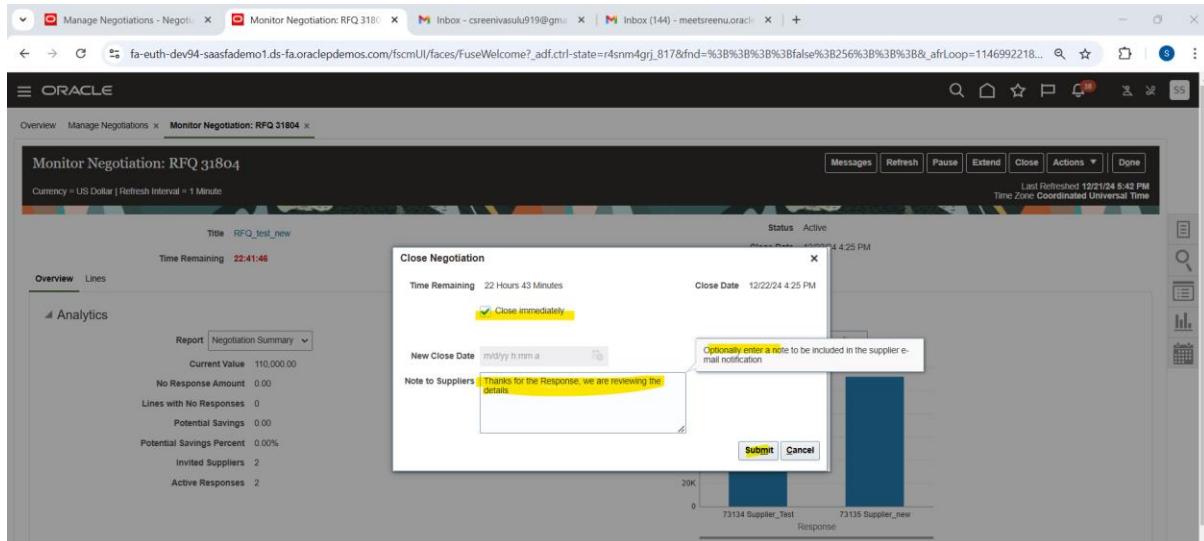
System **recommended buyer to go with Supplier_Test**(which is normal color and rank 1) where as Supplier_new is in red colour ranked 2.

The screenshot shows the Oracle Negotiations interface for Monitor Negotiation RFQ 31804. It includes a navigation bar with tabs like Overview, Lines, and Analytics. The Overview tab is selected, displaying the title 'RFQ_Test_new' and time remaining '22:48:19'. The interface features a central workspace with sections for Analytics (with a 'Negotiation Summary' report) and Responses by Supplier (with a 'Responses by Supplier' report). Control buttons at the top right include 'Messages', 'Refresh', 'Pause', 'Extend', 'Close', 'Actions', and 'Done'.

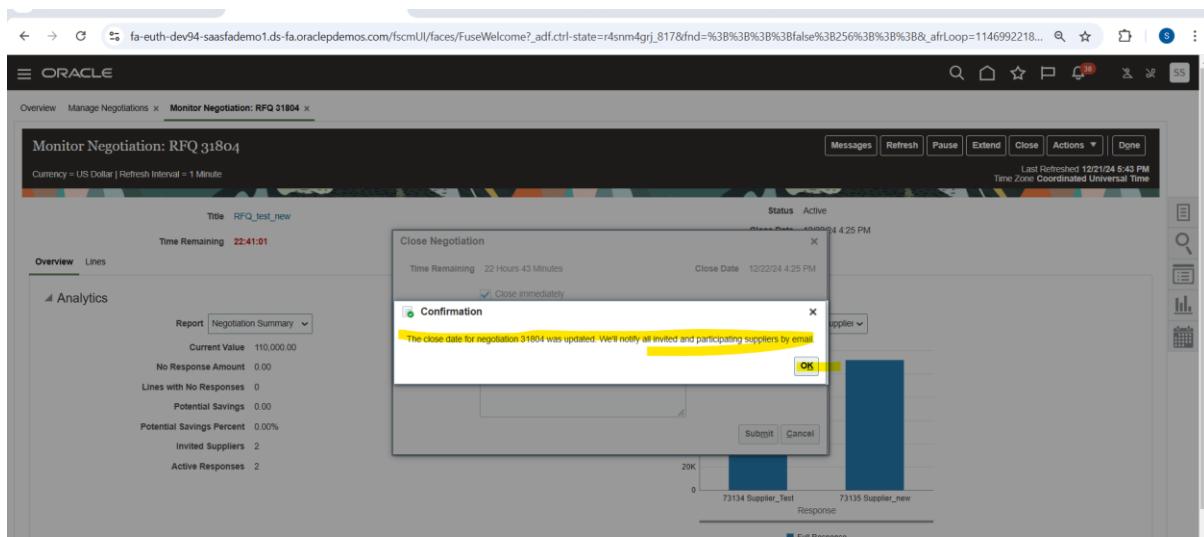
Pause: we can pause the RFQ process for some time

Extend: we can extend the RFQ for some more days

Close: if we got responses from all the suppliers we can close the RFQ process.

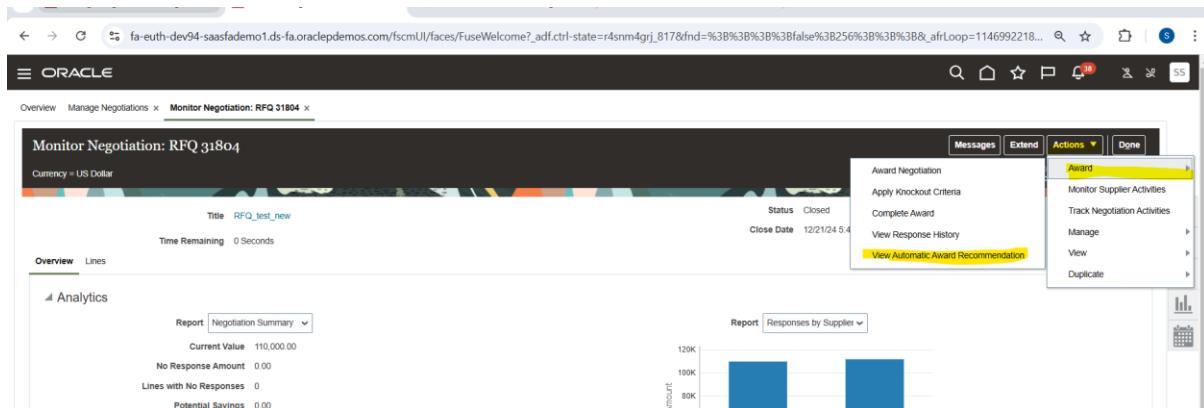


Select close, we are closing the negotiation process.



The Close date was updated for the RFQ. It will notify to all the participated suppliers by e-mail
RFQ status is closed.

Award Process:-



Automatic Award Recommendation (RFQ 31804)

Currency = US Dollar

Title: RFQ_test_new

Status: Closed

Time Remaining: 0 Seconds

Potential Savings:

- Current Value: 110,000.00
- Recommended Award Amount: 110,000.00
- Potential Savings: 0.00
- Potential Savings Percent: 0.00%

Supplier	Supplier Site	Supplier Contact	Response	Recommended Award	Score	Recommended Award Amount	Potential Savings	Potential Savings (%)
Supplier_Test	Supplier_Test	Chekuri, Sree 73134	Green	✓	85.00	110,000.00	0.00	0.00
Supplier_new	Supplier_new	Chekuri, Ravi 73135	Yellow		90.00		0.00	0.00

Award by Supplier

Award Amount: 110,000.00

Award by Response

Responses Amount (USD): 110,000.00

Scores: 85.00

Accept Recommendation | Done

System recommended Supplier test, so we accept the recommendation.

Award Negotiation (RFQ): 31804

Currency = US Dollar

Title: RFQ_test_new

Time Remaining: 0 Seconds

Total Agreement Amount: 110,000.00

Savings: 0.00

Savings: 0.00%

Award Summary

Award by Supplier

Award Amount: 110,000.00

Award by Response

Responses Amount (USD): 110,000.00

Scores: 85.00

OK

Confirmation

The award for negotiation 31804 was saved as a draft

Status: Award in progress

Date: 12/21/24 5:43 PM

Award Progress Percent: 100%

Award Attachments: None

OK

Messages | Award by Spreadsheet | Actions | Complete Award | Done

Time Zone Coordinated Universal Time

Click on complete award

The screenshot shows the Oracle Award Negotiation interface. At the top, there are tabs for 'Overview', 'Manage Negotiations', 'Monitor Negotiation: RFQ 31804', 'Automatic Award Recommendation: RFQ 31804', and 'Award Negotiation: RFQ 31804'. The main area displays the 'Award Negotiation (RFQ): 31804' page. Key information includes:

- Title:** RFQ_Test_new
- Currency:** US Dollar
- Time Remaining:** 0 Seconds
- Total Agreement Amount:** 110,000.00
- Savings:** 0.00
- Savings %:** 0.00%
- Status:** Award in progress
- Close Date:** 12/21/24 5:43 PM
- Award Progress Percent:** 100%
- Award Attachments:** None

The interface includes several charts and graphs:

- Award by Supplier:** A large blue circle representing the total award amount.
- Award by Response:** A scatter plot showing Response Amount (USD) vs Scores. It includes points for '73134 Supplier_Test' (blue dot at ~85, ~100K) and '73135 Supplier_new' (green dot at ~90, ~110K).
- Savings by Line:** A chart showing savings for line Best 2.

Click on award complete

The screenshot shows the Oracle Award Negotiation interface. A confirmation dialog box titled 'Complete Award' is displayed in the center. The message says: 'You can't make changes to award decisions after completing the negotiation.' It contains three options:

- Outcome:**
 - Create purchasing documents now
 - Create purchasing documents later
 - Complete without creating purchasing documents
- Notify suppliers about award decisions

At the bottom of the dialog are 'OK' and 'Cancel' buttons. The background of the main interface shows the award summary section with the same data as the previous screenshot.

Award process completed, now we are caretaking Po with this Supplier

Creating Po:-

The screenshot shows the Oracle Purchasing Documents interface for RFQ 31804. The top navigation bar includes links for Overview, Manage Negotiations, Monitor Negotiation: RFQ 31804, Automatic Award Recommendation: RFQ 31804, Award Negotiation: RFQ 31804, and Create Purchasing Documents: RFQ 31804. The main title is "Create Purchasing Documents (RFQ 31804)". The status is "Award completed" and the outcome is "Blanket Purchase Agreement". The total agreement amount is \$110,000.00. A table lists the supplier (Supplier_Test), supplier site (Supplier_Test_), supplier contact (Chekuri, Srinu), response (73134), buyer (student, sc), agreement amount (\$110,000.00), update agreement, agreement lines, required acknowledgment (None), acknowledge within days, note to supplier, and initiate approval. Below this is a table titled "Supplier_Test: Awarded Lines" showing two items: Laptop X800 and Laptop X400, both categorized as Laptops with a quantity of 50 and a line price of \$1,100.00, totaling \$55,000.00.

Click on submit

The screenshot shows the Oracle Purchasing Documents interface for RFQ 31804. A confirmation dialog box is displayed with the message "1 purchasing document was created." The status is now "Completed, purchasing document created" and the outcome is "Blanket Purchase Agreement". The total agreement amount is \$110,000.00. The table below shows the purchasing document (US100047AGR) and supplier (Supplier_Test) information.

Po has been created. (BPA)

The screenshot shows the Oracle Analyze Negotiation (RFQ) 31804 page. The title is "Analyze Negotiation (RFQ): 31804". The status is "Completed, purchasing document created". The close date is 12/21/24 5:43 PM. The award attachments are listed as "None". The award complete date is 12/21/24 6:01 PM, the total agreement amount is \$110,000.00, and the savings are \$0.00. The award by supplier chart shows a single entry for 73134 Supplier_Test with an award amount of \$110,000.00. The award by response chart shows a single entry for 73134 Supplier_Test with a response amount of approximately \$100K and a score of about 85. The savings by line chart shows "Best 2" with a value of \$110,000.00.

Purchasing document also created.

Two stage Negotiation: -

if we know supplier details: Requisition ---> Purchase order --> Receipts --> invoice --> payments

if we don't know the supplier: Requisition --> RFQ --> Responses(quotations) --> Quote analysis - --> purchase order --> Receipts --> invoice --> payments

Navigation: Procurement> negotiations> create negotiation

Create a requisition: -

Review and submit it

Requisition: PR20240349US

The screenshot shows the Oracle SCM UI homepage. At the top, there's a navigation bar with links for 'More Tasks', 'Manage Requisitions', 'Shopping Lists', and a shopping cart icon. Below the navigation is a search bar and a 'Requisitioner' dropdown set to 'Requester scm10 student'. The main content area is divided into two sections: 'Recent Requisitions' on the left and 'Recent Purchases' on the right. The 'Recent Requisitions' section lists five entries, all marked as 'Approved'. The 'Recent Purchases' section shows five items with their respective prices: Alliance 7 Pro (\$33.00), Linux (\$0.00), Vision Wireless Utility (\$0.00), Computation Notebook 75 Numbered Sets, 4 inch (\$5.00), and Classic 0.5 mm Pencil Black (\$19.00). A 'View More' link is visible at the bottom of each section.

Process Requisition:-

The screenshot shows the 'Process Requisitions' page. The top navigation bar includes 'Overview', 'Process Requisitions', 'Search', 'Advanced', 'Manage Watchlist', 'Saved Search', and 'All My Requisition Lines Requiring Action'. On the right, there are 'Procurement BU' and 'Document Builder' panels. The main content area displays a table of 'Requisition Lines'. One line, 'PR20240329US_1 Supplier_portal testing', is selected and highlighted in blue. The table columns include Requisition, Line, Line Description, Requester, Quantity, UOM, Price, Amount, Currency, and Additional Details. A message at the bottom left says 'Rows Selected 1 Columns Hidden 58'.

I took one of the requisition to process

The screenshot shows the 'Add to Document Builder' dialog box over the 'Process Requisitions' page. The dialog title is 'Selected Requisition Lines'. It contains a table with columns: Requisition, Line, Line Description, Requester, and Amount. A note says 'At least one is required'. Below the table are 'Search', 'Reset', and 'Save...' buttons. The background shows the 'Process Requisitions' page with a list of requisition lines and a detailed view of one line on the right. The detailed view includes fields for Type (New Negotiation), Negotiation Type (RFQ), Negotiation Style (Two Stage Negotiation with AI Assist), Two stage evaluation checked, Negotiation Template (USINV02300), Outcome (Purchase Order), and Negotiation Currency (USD). Buttons for 'OK' and 'Cancel' are at the bottom right of the dialog.

Type: normally we take new order/ here we are atking New negotiation

Negotiation Type: RFQ

Negotiation Style: Two stage negotiation(two stage evaluation)

Negotiation template: I am taking negotiation template

Outcome is: purchase order

The screenshot shows the Oracle Process Requisitions interface. At the top, there are search filters for Requisitioning BU (US1 Business Unit), Requisition, Buyer (student, scm10), Deliver-to Location, Category Name, and Item. Below the filters is a search bar with buttons for Search, Reset, and Save. The main area displays a table of search results titled 'Search Results: Requisition Lines'. The columns include Requisition, Line, Line Description, Requester, Quantity, UOM, Price, Amount, Currency, and Additional Details. There are four entries listed:

Requisition	Line	Line Description	Requester	Quantity	UOM	Price	Amount	Currency	Additional Details
PR20240324US 1	1	Alliance 7 Pro	scm10 student	2	Ea	33.00	66.00	USD	
PR20240322US 1	1	Supplier Portal testing	scm10 student	10	Ea	120.00	1,200.00	USD	
PR20240243US 1	1	Blue Hat Enterprise Linux 6 Server Premium	scm10 student	20	Ea	413.00	8,260.00	USD	
PR20240216US 1	1	RC GOODS ITEM	scm10 student	1	Ea	100.00	100.00	USD	

On the right side, there is a sidebar titled 'Procurement BU' which includes sections for US1 Business Unit, Document Builder, Type (New Negotiation, RFQ), Negotiation Style (Two Stage Negotiation with AI Assist, Two stage evaluation), Negotiation Template (USTWO0300), Outcome (Purchase Order), Negotiation Currency (USD), and a summary of the document builder.

The screenshot shows the Oracle Edit Negotiation (RFQ) interface. The title bar says 'Edit RFQ: 31806'. The navigation bar shows steps 1 through 7: Cover Page, Overview, Requirements, Information, Suppliers, Review, and Publish. Step 3 (Information) is currently active, displaying a message: 'The document (RFQ) 31806 was created.' A modal dialog box is open with an 'OK' button. The main content area shows a 'Vision' section with the heading 'Request For Quote 2-Stage: Server'. It contains a purpose statement: 'Purpose: Find the supplier that offers the highest quality and best value servers.' and a note: 'Vision on behalf of itself has issued this RFQ to solicit bids from potential Suppliers. It is in the Supplier's best interest to make sure that the initial response to this RFQ contains the most favorable terms that your company will be able to offer Vision.' Below this, there is a list of evaluation criteria: 'Vision generally uses the following criteria in evaluating and comparing Supplier responses(the criteria are not necessarily listed in order of importance):' followed by a bulleted list of items.

Edit Negotiation (RFQ 31806): Overview

Currency : US Dollar

Negotiation Style: Two Stage Negotiation with AI Assist
✓ Two stage evaluation

Outcome: Purchase Order
Attachments: None

Last Saved: 12/21/24 6:58 PM Time Zone: Coordinated Universal Time

General Terms Collaboration Team Project Tasks Abstract

Introduction

H Suppliers,
provide your responses
Thanks
Procurement team

Schedule

✓ Preview immediately
Preview Date: mm/dd/yy h:mm a
* Close Date: 12/22/24 7:02 PM

□ Open immediately
* Open Date: 12/21/24 7:02 PM
Award Date: 12/22/24 7:02 PM

Negotiation Controls

Edit Negotiation (RFQ 31806): Requirements

Currency : US Dollar

Requirements

Actions View Format ▾ Freeze Detach Wrap Add Section ▾ Add Requirement Add Predefined Questions

Requirement	Requirement Text	Evaluation Stage	Target	Weight	Maximum Score	Branching
1. Server Speed in GHz	Server Speed in GHz	Commercial		20.00	5	
2. Max Memory in GB	Max Memory in GB	Technical		20.00	5	
I-1. Other specifications/Supplier Attachments/Misc Score	Other specifications/Supplier Attachments/Misc Score	Commercial		20.00	5	
2. Business		Commercial		20.00	5	
1. What is your total number of employees?	What is your total number of employees?			20.00	5	
2. What is your website URL?	What is your website URL?			20.00	5	
3. What is the date of your fiscal year end?	What is the date of your fiscal year end?			20.00	5	
4. Describe your company philosophy?	Describe your company philosophy?			20.00	5	
I-1. Financial		Commercial		20.00	5	
I-1. Vendor financial strength	Vendor financial strength			20.00	5	
Total				100.00		

Rows Selected: 1 Columns Hidden: 12

Edit Negotiation (RFQ 31806): Lines

Cover Page Overview Requirements Lines Contract Terms Suppliers Review

Currency : US Dollar

Instructions

Lines

Actions View Format ▾ Freeze Detach Wrap

Line	Requisitioning BU	* Line Type	Item	Revision	* Description	* Category Name	* Quantity	* UOM	* Location	Requested Delivery Date	Current Price	Start Price	Target Price	Display Target Price	Scores Entered	Note to Supplier
1	US1 Business Unit: Goods	Testing	Desktops	10	Ea	Seattle	12/23/24	100.00	\$100.00						No	
2	US1 Business	Goods	Server V3349	Server Q	100	Ea	Seattle Q	mm/dd/yy	2,500.00	\$200.00				No		

Rows Selected: 4

Enter the Start Price after the Current price as shown above.

I added one supplier , having supplier portal access

Save and publish.

This is how to create negotiation form the requisition- two stage negotiation.

All Two stage negotiations are sealed negotiation.

Table of Contents

Overview

Overview	Title	TL 2SRFQ	Buyer	MOCHARLA MADHU
Lines	Synopsis		Procurement BU	KMC IND BU
Contract Terms			Outcome	Blanket Purchase Agreement
Suppliers	Negotiation Style	Two Stage Negotiation	Attachments	None
		✓ Two stage evaluation		

[Expand All](#)

General

Schedule

Preview Date	Open Date	3/12/22 2:09 AM
Close Date	Award Date	3/19/22 2:06 AM

Negotiation Controls

Response Visibility	Sealed	Negotiation Layout	Negotiation Layout
Ranking Method	Price only	Response Layout	Response Layout

Lines

Price Tiers	Price breaks
Rank Indicator	Best or trailing

<https://oracle.fabric.oraclecloud.com/tenant/11/fabric/FabricManagement?affrctid=32000000000000000000000000000000>

Sealed: Buyers are not able to see the Supplier response until RFQ closed period.

Blind: Buyers can able to see the Supplier response immediately.

Check the 2-stage negotiation provide response.

Goto supplier login

Select the RFQ, provide response

Create Response (Quote 63133): Overview

General

Supplier	MADHU IT TECHNOLOGIES	Reference Number	<input type="text"/>
Negotiation Currency	INR	Note to Buyer	<input type="text"/>
Response Currency	INR	Attachments	None
Price Precision	2 Decimals Maximum		
Response Valid Until	4/1/22 2:07 AM		

Time Remaining 4 Days 23 Hours

Close Date 3/17/22 2:06 AM

Last Saved 3/12/22 2:11 AM
Time Zone Coordinated Universal Time

Line	Description	Required Details	Category Name	Start Price	Response Price	Estimated Quantity	UOM	Line Amount	Estimated Total Amount	Response Minimum Release Amount
1	KMC SAMPLE ITEM		204.54 Laptops	99.00	90.00	1.000	EACH1			

Rows Selected 1 Columns Hidden 6

Grand Totals

All response lines are included.

Response Amount 0.00

Enter the response price and submit it.

RFQ: 2

Currency = Indian Rupee

Title TL 2SRFQ

Status Active (Locked)

Time Remaining 4 Days 23 Hours

Open Date 3/12/22 2:09 AM

Close Date 3/17/22 2:06 AM

Table of Contents Overview

Overview Title TL 2SRFQ Buyer MOCHARLA MADHU

Lines Synopsis Outcome Blanket Purchase Agreement

Contract Terms ✓ Two stage evaluation Attachments None

Expand All

Go back to buyer login

Advanced Search

Basic Manage Watchlist Saved Search

Procurement BU Equals

Open Date Equals m/d/y

** Negotiation Starts with

Project Equals

** Negotiation Title Starts with

** Program Equals

** Status Equals Active;Paused

Line Description Starts with

** Owner Equals

My Role Equals Owner

Negotiation Type Equals

My Role Equals Member

Search Reset Save... Add Fields Reorder

** At least one is required

Search Results

Actions View Format + Freeze Detach Wrap

Negotiation	Negotiation Title	Negotiation Type	Status	Monitor	Time Remaining	Close Date	Responses	Unread Messages	Owner
2	TL 2SRFQ	RFQ	Active (Locked)		4 Days 23 Hours	3/17/22 2:06 AM	0	0	MADHU, MOCH...

Columns Hidden 7

It is two-stage RFQ → there is no monitor screen

Status → it is locked because it is sealed.

Manage Negotiations

Time Zone Coordinated Universal Time

Advanced Search

Search Results

Negotiation	Negotiation Title	Negotiation Type	Status	Monitor	Time Remaining	Close Date	Responses	Unread Messages	Owner
2	TL 2SRFQ	RFQ	Active (Locked)		4 Days 23 Hours	3/17/22 2:06 AM	1	0	MADHU, MOCH...

Columns Hidden 7

Re query we can see 1 response

Click on 1 (response)

Response History (RFQ 2)

Currency = Indian Rupee

Title: TL 2SRFQ

Status: Active (Locked)

Close Date: 3/17/22 2:06 AM

Time Remaining: 4 Days 23 Hours

Supplier	Supplier Site	Supplier Contact	Response	Status	Response Amount	Transformed Amount	Overall Rank	Time of Response	Response Valid Until
MADHU IT TECHNC		Yadav, Rinku	Sealed	Active	Sealed	Sealed	Sealed	3/17/22 2:12 AM	Sealed

Columns Hidden 2

Everything is sealed not visible.

RFQ: 2 ★

Currency = Indian Rupee

Title: TL 2SRFQ

Status: Active (Locked)

Time Remaining: 4 Days 23 Hours

Table of Contents

- Overview
- Lines
- Contract Terms
- Suppliers

Overview

Title: TL 2SRFQ

Synopsis

Negotiation Style: Two Stage Negotiation

✓ Two stage evaluation

Expand All

- General
- Terms
- Collaboration Team

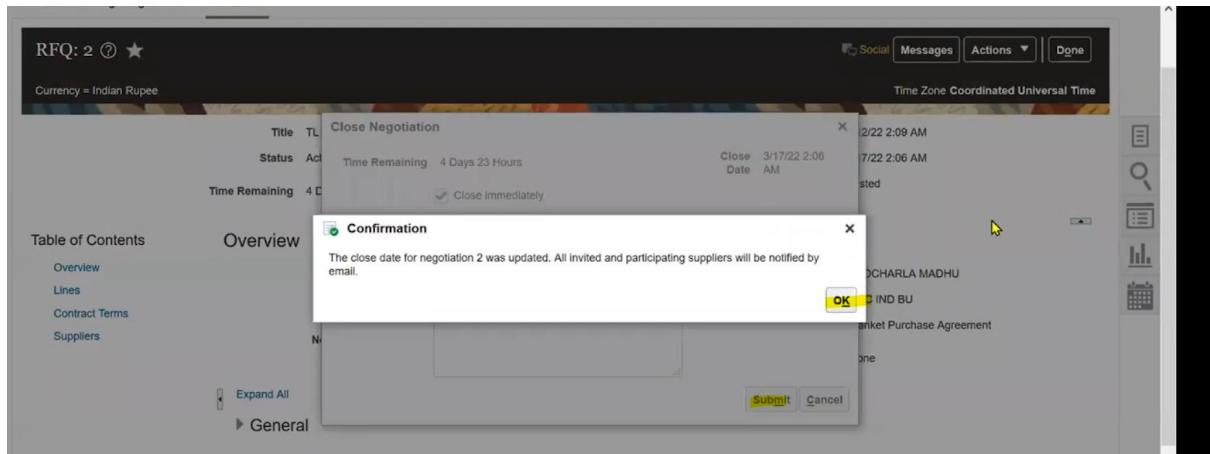
Actions

- Analyze
- Monitor
- Manage**
- View
- Duplicate

Done

We need to close the supplier.

Actions>mange >close the supplier.



the RFQ status will be closed.

Overview		Title: TL 2SRFQ		Buyer: MOCHARLA MADHU	
Status: Closed (Locked)	Synopsis	Open Date: 3/12/22 2:09 AM	Procurement BU: KMC IND BU	Outcome: Blanket Purchase Agreement	Attachments: None
Time Remaining: 0 Seconds	Negotiation Style: Two Stage Negotiation	Close Date: 3/12/22 2:14 AM	Abstract Status: Posted		
Overview Lines Contract Terms Suppliers		Title: TL 2SRFQ Synopsis Negotiation Style: Two Stage Negotiation ✓ Two stage evaluation		Buyer: MOCHARLA MADHU Procurement BU: KMC IND BU Outcome: Blanket Purchase Agreement Attachments: None	
Expand All ▶ General ▶ Terms ▶ Collaboration Team					

Closed but locked

Two stages: technical and finance(amount)

You need to unlock the technical

RFQ: 2 ★

Currency = Indian Rupee

Title: TL 2SRFQ
Status: Closed (Locked)
Time Remaining: 0 Seconds

Overview

Table of Contents

- Overview
- Lines
- Contract Terms
- Suppliers

Synopsis

Negotiation Style: Two Stage Negotiation

- ✓ Two stage evaluation

Actions

- Analyze
- Monitor
- Manage**
- View
- Duplicate

Time Zone Coordinated Universal Time

Open Date: 3/12/22 2:09 AM **Close Date:** 3/12/22 2:14 AM **Abstract Status:** Posted

Warning: If you unlock Technical stage for this negotiation, buyers will be able to view Technical stage responses. Do you want to continue? (PON-2085516)

Outcome: Blanket Purchase Agreement **Attachments:** None

Buyer: MOCHARLA MADHU **Procurement BU:** KMC IND BU **Outcome:** Blanket Purchase Agreement

RFQ: 2

Currency = Indian Rupee

Overview

Table of Contents

- Overview
- Lines
- Contract Terms
- Suppliers

Synopsis

Negotiation Style: Two Stage Negotiation

- ✓ Two stage evaluation

Actions

Time Zone Coordinated Universal Time

Open Date: 3/12/22 2:09 AM **Close Date:** 3/12/22 2:14 AM **Abstract Status:** Posted

Evaluation History:

So it is unlocked for the technical stage

The screenshot shows the Oracle Negotiations interface for RFQ: 2. The main content area displays the following details:

- Title:** TL 2SRFQ
- Status:** Evaluation In Progress: Technical (Unlocked)
- Currency:** Indian Rupee
- Time Remaining:** 0 Seconds
- Buyer:** MOCHARLA MADHU
- Procurement BU:** KMC IND BU
- Outcome:** Blanket Purchase Agreement
- Attachments:** None

The **Actions** menu is open, with **Analyze** highlighted. Other options include **Monitor**, **Manage**, **View**, and **Duplicate**.

Now he can able to see the technical information other than amount like quantity etc

The screenshot shows the Oracle Negotiations interface for Quote: 63133 (RFQ: 2). The **Lines** tab is selected, displaying a table of items:

Line	Item	Description	Category Name	UOM Name	Estimated Quantity	Agreement Quantity	Award Status	Award Reason	Notes	Attachments	Details
1	KMC S...	KMC SAMPLE ITEM	204.54 Lapt...	EACH1	1,000						

as shown above.

The screenshot shows the Oracle Negotiations interface for RFQ: 2. The **Actions** menu is open, with **Manage** highlighted. Other options include **Analyze**, **Monitor**, **View**, and **Duplicate**.

Unlock the complete stage: Technical

The screenshot shows the Oracle Negotiations interface for RFQ: 2. A confirmation dialog box is open, stating "Technical stage for negotiation 2 was completed." The main screen displays the negotiation details: Title TL 2SRFQ, Status Evaluation Completed: Technical (Unlocked), Time Remaining 0 Seconds, Buyer MOCHARLA MADHU, Procurement BU KMC IND BU, Outcome Blanket Purchase Agreement, and Attachments None. The navigation bar at the top includes Manage Negotiations, RFQ: 2, Social, Messages, Actions, and Done.

We are unlock the commercial stage also

The screenshot shows the Oracle Negotiations interface for RFQ: 2. A context menu is open under the Actions dropdown, with the "Unlock Stage: Commercial" option highlighted. The main screen displays the negotiation details: Title TL 2SRFQ, Status Evaluation Completed: Technical (Unlocked), Time Remaining 0 Seconds, Buyer MOCHARLA MADHU, Procurement BU KMC IND BU, Outcome Blanket Purchase Agreement, and Attachments None. The navigation bar at the top includes Overview, Manage Negotiations, RFQ: 2, Social, Messages, Actions, and Done.

The screenshot shows the Oracle Negotiations interface for RFQ: 2. A confirmation dialog box is open, stating "Commercial stage for negotiation 2 was unlocked." The main screen displays the negotiation details: Title TL 2SRFQ, Status Evaluation in Progress: Commercial (Unlocked), Time Remaining 0 Seconds, Buyer MOCHARLA MADHU, Procurement BU KMC IND BU, Outcome Blanket Purchase Agreement, and Abstract Status Posted. The navigation bar at the top includes Overview, Manage Negotiations, RFQ: 2, Social, Messages, Actions, and Done.

The screenshot shows the Oracle Procurement interface for an RFQ titled 'TL 2SRFQ'. The 'Actions' dropdown menu is open, highlighting the 'Monitor Supplier Activities' option. The main panel displays the RFQ overview, including the title, status ('Evaluation In Progress: Commercial (Unlocked)'), and time remaining (0 seconds). It also shows the buyer ('MOCHARLA MADHU'), procurement BU ('KMC IND BU'), outcome ('Blanket Purchase Agreement'), and attachments ('None'). A sidebar on the right contains various navigation icons.

We can able to see all the information now

The screenshot shows the supplier activity log for 'MADHU IT TECHNOLOGIES'. The table lists supplier contact information, activity date, activity type, response status, and response ID. One row for 'Yadav, Rinku' has a yellow arrow pointing to the response ID '63133'.

Supplier Contact	Supplier Site	Activity Date	Activity	Response	Response Status
Yadav, Rinku		3/12/22 2:12 AM	Accepted negotiation invitation		
Yadav, Rinku		3/12/22 2:12 AM	Viewed negotiation		
Yadav, Rinku		3/12/22 2:12 AM	Submitted response	63133	Active
Yadav, Rinku		3/12/22 2:11 AM	Created response		Draft
Yadav, Rinku		3/12/22 2:10 AM	Viewed negotiation		

Click on the response and line

The screenshot shows the quote details for quote '63133 (RFQ 2)'. The 'Lines' tab is selected. A yellow arrow points to the 'Transformed Price' column for the first line item, which is currently set to '90.00'. The quote summary shows a response amount of 90,000.00 and a transformed amount of 90,000.00.

Line	Item	Revision	Description	Category Name	Rank	Response Price	Transformed Rank	Transformed Price	Start Price	Target Price	UOM Name	Estimate Quantity
1	KMC S...		KMC SAMPLE I...	204.54 Lapt...	Best	90.00	Best	90.00	99.00		EACH1	1,00

We can able to see all the details

Award 2-stage negotiation:-

Overview Manage Negotiations × RFQ: 2 ×

RFQ: 2 ★

Currency =

Title TL 2SRFQ
Status Evaluation in Progress: Commercial (Unlocked)
Time Remaining 0 Seconds

Table of Contents

- Overview
- Lines
- Contract Terms
- Suppliers
- Evaluation History**
- General**

Overview

Title TL 2SRFQ
Synopsis
Negotiation Style Two Stage Negotiation
✓ Two stage evaluation

Buyer MOCHARLA MADHU
Procurement BU KMC IND BU
Outcome Blanket Purchase Agreement
Attachments None

Actions ▾ Done

Award Negotiation

View Automatic Award Recommendation

Complete Award

View Response History

Abstract Status Posted

Accept Recommendation Done

Automatic Award Recommendation (RFQ 2) ★

Currency = Indian Rupee

Title TL 2SRFQ
Time Remaining 0 Seconds
Status Evaluation in Progress: Commercial (Unlocked)
Close Date 3/12/22 2:14

Recommended Award Summary

Award by Supplier

Potential Savings

Current Value	99,000.00
Recommended Award Amount	90,000.00
Potential Savings	9,000.00
Potential Savings Percent	9.09%

63133 MADHU IT TECHN...

Accept the recommendation

Complete the award process.

Click on ok

Most Visited My Oracle Support

≡ ORACLE

Overview Manage Negotiations RFQ: 2 Automatic Award Recommendation: RFQ 2 Award Negotiation: RFQ 2

Award Negotiation (RFQ): 2

Currency = Indian Rupee

Title: TL 2SRFQ
Time Remaining: 0 Seconds
Total Agreement Amount: 90,000.00
Savings: 9,000.00
Savings: 9.09%

Award Summary

Award by Supplier

Complete Award

You cannot make changes to award decisions after completing the negotiation.

* Outcome: Create purchasing documents now (selected)

Source requisitions from purchasing documents

Notify suppliers about award decisions (selected)

Status: Award completed (Unlocked)
Time Zone: Coordinated Universal Time
Progress: 100%

Create Purchasing Documents (RFQ 2)

Currency = Indian Rupee

Title: TL 2SRFQ
Procurement BU: KMC IND BU
Total Agreement Amount: 90,000.00

Actions: View, Format, Freeze, Detach, Wrap

Supplier	* Supplier Site	Supplier Contact	Response	* Buyer	Agreement Amount	Required Acknowledgment	Acknowledge Within Days	Note to Supplier	Initiate Approval
MADHU IT TECHNOLOGIES		Yadav, Rinku	63133	MADHU, MC	90,000.00	None			

Confirmation

The award for negotiation 2 is now complete.

Status: Award completed (Unlocked)
Outcome: Blanket Purchase Agreement
Awarded Responses: 1

OK

MADHU IT TECHNOLOGIES: Awarded Lines

View, Format, Freeze, Detach, Wrap

Create Purchasing Documents (RFQ 2)

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Title: TL 2SRFQ
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Total Agreement Amount: 90,000.00

Actions: View, Format, Freeze, Detach, Wrap

Supplier	* Supplier Site	Supplier Contact	Response	* Buyer	Agreement Amount	Required Acknowledgment	Acknowledge Within Days	Note to Supplier	Initiate Approval
MADHU IT TECHNOLOGIES	CORPORAT	Yadav, Rinku	63133	MADHU, MC	90,000.00	None			

MADHU IT TECHNOLOGIES: Awarded Lines

View, Format, Freeze, Detach, Wrap

Item	Description	Category Name	Agreement Quantity	UOM Name	Line Price	Line Amount	Requisition

Click on submit the purchase order.

Purchasing Documents (RFQ 2) ②

Currency = Indian Rupee

Title: TL 2SRFQ
Procurement BU: KMC IND BU
Total Agreement Amount: 90,000.00

Status: Completed, purchasing document created (Unlocked)
Outcome: Blanket Purchase Agreement
Awarded Responses: 1

View ▾ Format ▾ Freeze Detach Wrap

Purchasing Document	Supplier	Supplier Site	Supplier Contact	Response	Agreement Amount	Status
AGR9	MADHU IT TECHNOLOGIES	CORPORATE ...	63133	90,000.00	Incomplete	

two Stage RFQ process done.

Sreenivasulu Chekuri