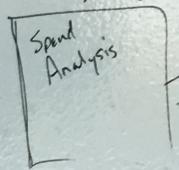


VI
by
SOM

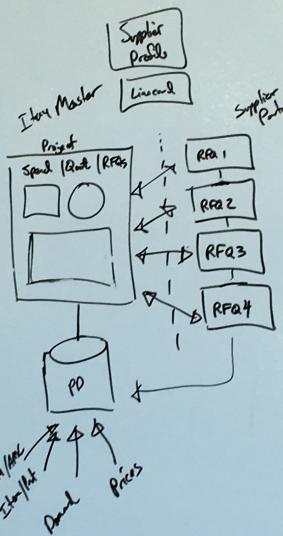


Cost Compliance Risk Leadtime Where?
Rows - Y/N/
2 Rows -
= ComRows
Matrix

Search Filter

MQ Analysis
Rules
Splits
Awards
State
Flags
Stars

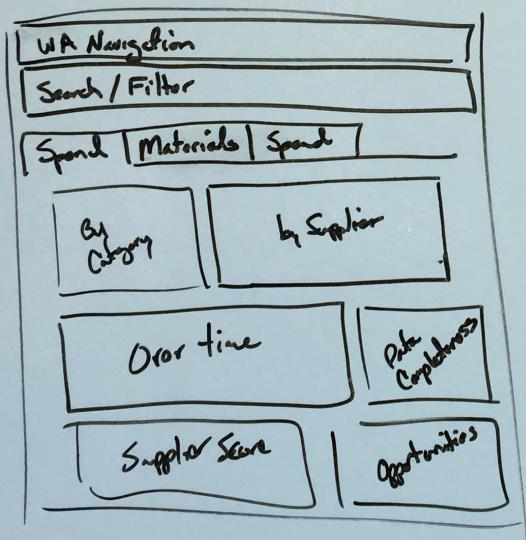
Admin or Item Master Configuration
Which fields to filter/search by
Metadata Category Code ✓ S
Project LC ✓
Business Unit
Part commodity code ✓ ✓
SBM Owner ✓ ✓ - PL
Pd Item Type ✓ ~PL



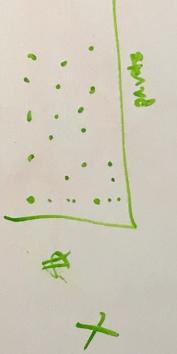
Auto Create based on need
Smart templates
Can Supplier see their awards at all times?
Can they update things like budget changes

Search / Filter
Analysis
Comparisons
Filters
Auto Split

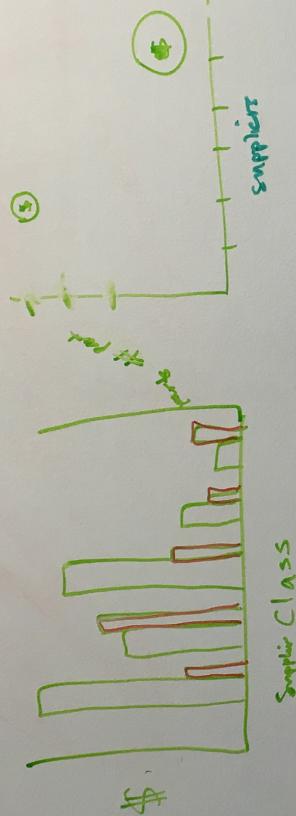
Roles + Privileges
Mask Prices
Sourcing Project or Not



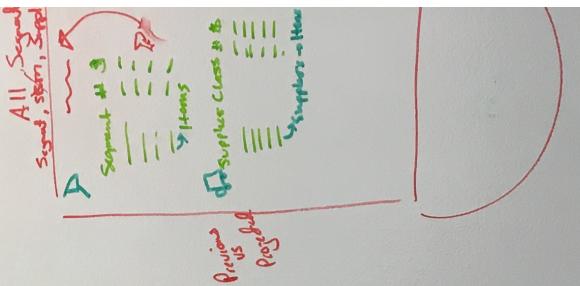
- Analysis
- Spend by Supplier, SGM, Commodity
 - Opportunities
 - Completeness



Spent by Supplier Classification



Supplier Classification Distribution

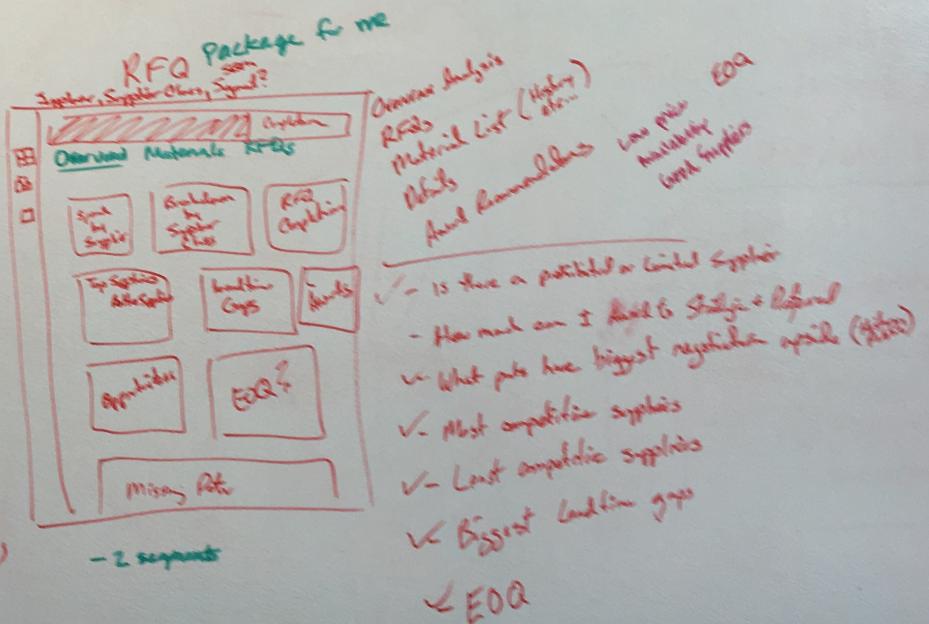


| Item | MFR 1 | MFR 2 | MFR 3 | MFR 4 | MFR 5 |
|--------|----------------|------------------|-----------------|---------------|-----------------|
| Item 1 | Approved MFR 1 | Prohibited MFR 2 | | | |
| Item 2 | | | Strategic MFR 3 | Limited MFR 4 | Preferred MFR 5 |

I3

Close Item by Item
as you get purchase
or until til quote deadline
do all





- ✓ Is there a potential local supplier
 - How much can I expect to ship + export
 - ✓ What parts have biggest regional split (A/B/C)
 - ✓ Most competitive suppliers
 - ✓ Least competitive suppliers
 - ✓ Biggest leading group
- ✓ EOQ

From RFQ Analysis

Item
Desc
MPN
MFR
Demand (Q3, Q4)

MOQ

MPQ

Price (enter)

Order or Ship based
Channel (Direct/3rd)

Leadtime (days)

NCNR

Supplier Comments

?

Step Pricing

Rebate

Item
Desc
MPN
MFR
Family Product/kit
Demand by (Q3, Q4, Q1)
Cost by (Q3, Q4)

Update?

Service Adder Estimate
Comments ("consume 75 more
to get to this price")

Lead time

MOQ

Comments

Terminology

MOQ - Minimum Order Quantity

MPQ - Multiple Package Quantity

Price Breaks -

EOQ

Price for 1000

MOQ

MPQ

Next Price Break (Qty + Price)

EOQ - Economic Order Qty

Radius RFQ

| Item | Demand (Q2, Q3, Q4) |
|---------------------------|---------------------|
| Desc | NCNR |
| MPN | Comments |
| MFR | |
| Ship Based/Order Based | |
| Lead Time 1H 2016 (35) | |
| Lead Time 2H 2016 (enter) | |
| MOQ 1H FY | MPQ 1H FY |
| Proposed MOQ 2H FY | Proposed MPQ 2H |

Don't Erase
S/2

Agenda

- Re-iterate Requirements
- Data (integration)
- Flow Diagram of Solution
- Analysis (Spnd, MOQ, Splits, Award)

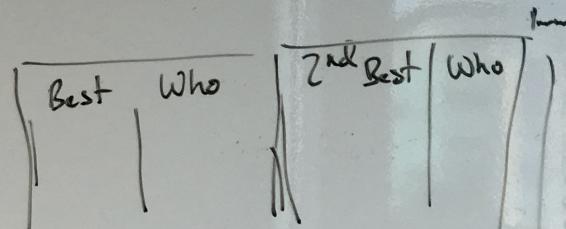
RFQ Creation

Supplier Response

Supplier Profile

Next Steps

Don't
Erase
5/2



Potential Spend Analysis

By Supplier
Commodity segment

SBM

Supplier classification
(product family)

Historical Cost Review by Item

Historical Spend/Savings by - Supplier

- commodity segment
- SBM
- Supplier classification
- Product family

RFQ (BID)

- volume pricing
- rebate offers
- collateral docs
- LT
- NCNR
- eff date
- order based or ship based
- time period (months, 1yr, 2yr?)
- mult price breaks