

Oracle Fusion Cloud Sourcing

Leverage negotiation best practices drive strategic savings initiatives and achieve bottom-line results with Oracle Sourcing. An integral part of Oracle Fusion Cloud Procurement, Oracle Sourcing provides the next generation application for smarter negotiation.

MAKE SOURCING EASIER FOR EVERYONE

As you look to increase the amount of negotiated spend it is important to have easy-to-use tools for everyone involved in the sourcing process. Many sourcing organizations are challenged to inspire adoption and reduce training requirements for sourcing professionals, line of business users, and suppliers. Oracle Sourcing greatly simplifies the process by guiding you step-by-step through a negotiation. As a result, you can reduce the negotiation cycle time and realize savings more quickly. You can tailor the negotiation to your organization's needs, leverage information from past events, and use social collaboration tools with individuals from across your organization.

Sourcing excellence requires combining the specialized skills of procurement professionals and subject matter experts by leveraging their expertise and gathering feedback. Online collaboration makes it easy for experts in specific areas to lend their expertise to the sourcing process. Oracle Sourcing automates combining different scores from team members and brings additional transparency to the team scoring process for better results.

Suppliers also benefit from an intuitive user interface so they can quickly engage and respond to negotiations. Suppliers are provided with a comprehensive overview of sourcing activity that makes it easy for them to take action. By reducing the effort to train suppliers you can focus on what's important: getting the most value for your organization.

Key Business Benefits

- Lower costs
- Collaborate for better results
- Enhance negotiation strategies
- Streamline supplier negotiation process
- Drive competitive behavior from suppliers
- Minimize training and ongoing support
- Determine best award decisions

Key Features

- Guided negotiation creation
- Online supplier negotiations
- Re-usable negotiation styles and templates
- Question library for requirements
- Multiple question types
- Alternate lines and proposals
- Two-stage RFQ
- Team scoring
- Sourcing programs
- Abstracts to publish to external website

KEEP ON TOP OF SOURCING ACTIVITY

Having visibility to sourcing activity is paramount to ensuring that your organization is exploiting the largest opportunities with the best available talent. Oracle Sourcing gives you visibility into sourcing activities and key metrics to help drive sourcing effectiveness. You can drill down into recent sourcing activities and keep informed of the latest actions. The negotiation monitor can be used to accurately assess the competitive landscape and potential savings. At a glance, you can quickly see how a negotiation is progressing and take actions such as extending or pausing an auction. With Oracle Sourcing, everyone has the visibility they need and the collaborative tools to get things done.

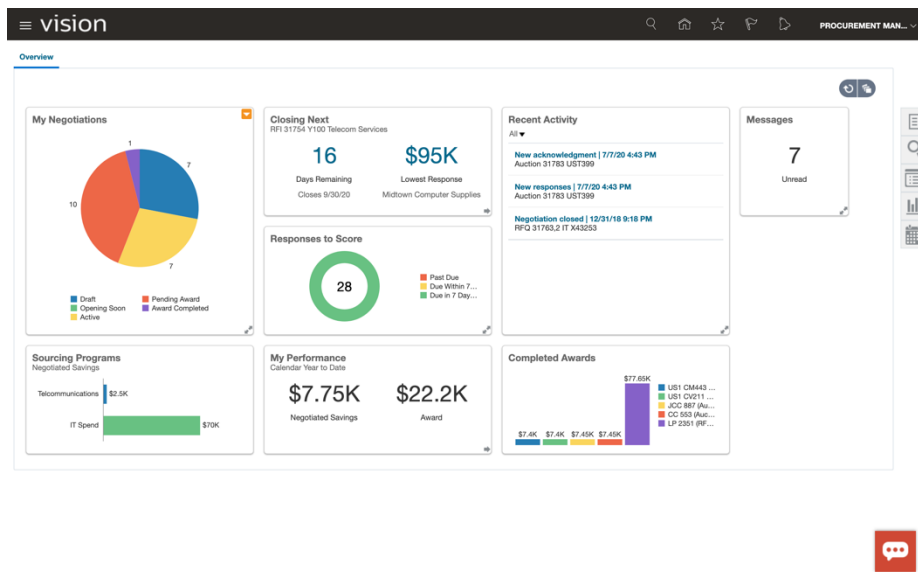


Figure 1. Oracle Sourcing Landing Page

CREATE REAL, LONG TERM SAVINGS

Leaving savings on the table is not an option. Manually compiling and comparing supplier proposals can be time consuming and ineffective. Oracle Sourcing provides you with award analysis tools that allow you to quickly determine the best award decision for your business based on factors such as price, quality and value. You can view supplier responses side-by-side with graphical tools to show you which responses best meet your business needs. You can also export your award information for offline spreadsheet analysis. Once you finalize your award decision, you can submit your award for approval. Flexible award methods let you arrive at the best possible award based on your unique business requirements.

ACHIEVE SOURCING EXCELLENCE

Driving sustainable savings is a common goal of procurement organizations. To achieve this goal, you need better tools to manage an increasing number of complex strategic sourcing initiatives. With Sourcing programs, you can proactively set business objectives and measure progress across negotiations with embedded analytics and key metrics. Being able to define and track sourcing programs can yield visibility into how your sourcing organization is performing overall.

Oracle Sourcing delivers the structure, tools and information you need to maximize the value of supplier negotiations. As part of the integrated Oracle Fusion Cloud Procurement suite, you can negotiate enforceable agreements that comply with policies and deliver realized savings.

- Negotiation landing page with key activities and metrics
- Negotiation and award approvals
- Surrogate bidding
- Collaboration with key stakeholders
- Online messages for suppliers and internal stakeholders
- Consolidated view of sourcing activities for buyers and suppliers
- Questionnaire for supplier responses
- Prospective supplier
- Spreadsheet support for supplier responses and award analysis
- Live negotiation monitor
- Award analysis
- Negotiation and award web services

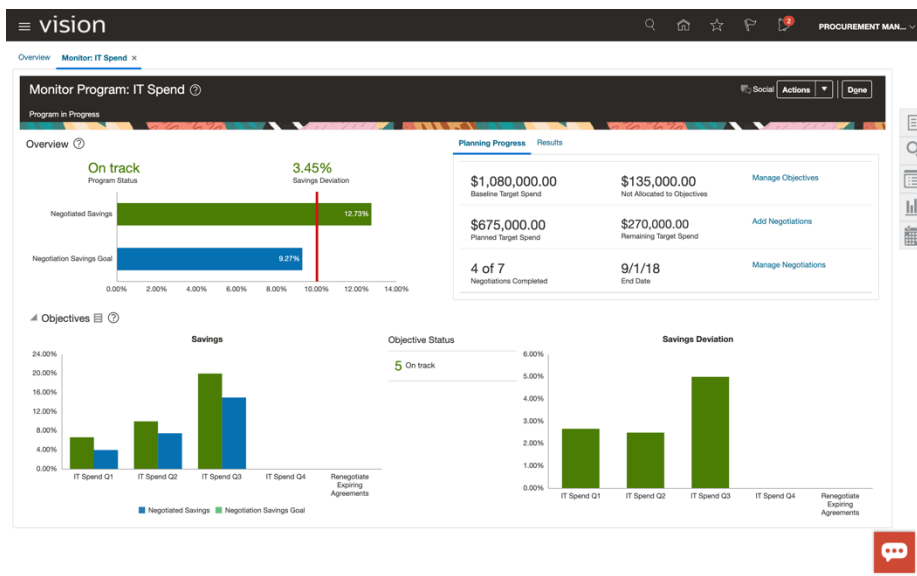


Figure 2. Manage Sourcing Programs

Oracle Fusion Cloud Procurement

Oracle Procurement modernizes procurement by standardizing, streamlining and automating the source-to-settle process through automation and social collaboration, while controlling costs and achieving higher margins.

Related Products

- Oracle Fusion Cloud Supplier Qualification Management
- Oracle Fusion Cloud Sourcing
- Oracle Fusion Cloud Procurement Contracts
- Oracle Fusion Cloud Self Service Procurement
- Oracle Fusion Cloud Purchasing
- Oracle Fusion Cloud Supplier Portal
- Oracle Fusion Cloud Financials

ORACLE FUSION CLOUD PROCUREMENT APPLICATIONS

Oracle Procurement helps organizations streamline, standardize and automate their source-to-settle process through modern technologies that help increase influence over spend and procurement practices. It increases user engagement, increases collaboration and simplifies, standardizes and automates routine transactions resulting in lower costs and higher margins.

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