

What's new in Supplier Lifecycle Management ?



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Agenda



- Introduction
- Supplier Hub and Supplier Lifecycle Management
- New Features – Supplier Lifecycle Management
- Case Study
- Summary
- Discussion

Introduction

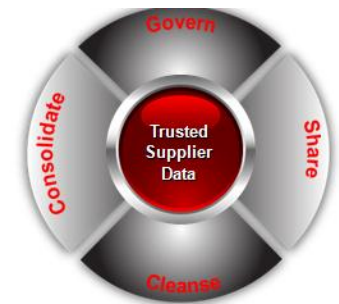


- Suppliers provides goods and services
- Strategic partnership can provide a competitive advantage over competitors
- Critical to bring on board new vendors, continuously evaluate, audit and manage vendors in an efficient way
- Supplier Management is to ensure that all contracts with suppliers support the needs of the business, and that all suppliers meet their contractual commitments
- Oracle Supplier management to onboard, evaluate, and manage suppliers across your trading lifecycle
- Supplier Management offers two products
 - Supplier Hub
 - Supplier Lifecycle Management

Supplier Hub



- Supplier Hub can extract supplier data, consolidating supplier information into one repository resulting in “single point of truth”
- Data can also be merged with data from third party sources such as D & B, Trillium
- Leverages on TCA architecture
- Supplier Merge, Purge, Enrich Etc.



Supplier Lifecycle Management



- Supplier Lifecycle Management (SLM) provides an extensive set of features to support the qualification , profile management and performance assessment of suppliers
- Provides tool for evaluation, compliance, and monitor
- Supplier Lifecycle Management governs the processes around the data

360 Degree Supplier View



- Repository for storing information from disparate sources
- Review qualifications
- Check status of deliverables
- Extensible user profiles to store additional information

360 Degree View



ORACLE Supplier Management Home Logout Preferences Personalize Page Diagnostics

Suppliers Import Administration

Profile Management Supplier User Management Hierarchies Search D&B Tasks

Update Office Depot, Inc - 5024: Organization

Cancel Notify Save P

Overview Business Insurance Information Compliance and Certification Quality Control Qualifications Performance Eval

* Supplier Name Office Depot, Inc Parent Supplier Name

* Supplier Number 5024 Parent Supplier Number

Alternate Supplier Name Customer Number

SIC

National Insurance Number Inactive Date (example: 26-May-)

Type Vendor

Global Details

Context Value

Additional Information

Supplier Home Page <http://www.officedepot.com/>

Trading Partner

- Receiving
- Payment Details
- Payment Relationship
- Invoice Management
- Assessment
 - Qualification and Evaluation
 - Surveys
- Relationship Contracts
- Qualification Deliverables
- Profile Access Control
- Tasks
- Notes
- Source Systems
- Publish Event History

Organization

D-U-I-I-S Number Chief Executive Name

Legal Structure Chief Executive Title

Principal Name

Year Established Principal Title

Incorporation Year

Control Year

Mission Statement

Total Employees

Organization Total Corporate Total

Organization Total Type Corporate Total Type

Tax and Financial Information

Supplier Profile Page



- Qualification and Evaluation – Enables you to search, view, and act on existing qualification and evaluation RFI, RFQ
- Relationship Contracts: RFI Contract Clauses and deliverables feature is part of Supplier Lifecycle Management license
- Qualification Deliverables: Deliverables are contractual commitments associated with contract templates
- Profile Access Control : Enables you to view and update the roles to access the User Defined Attributes

Supplier Profile



- Notes – enables you to view and create notes of several types
- Publish Event History – enables you to track the publication history of supplier information

Extended Supplier Profile



- User defined attribute
- Unlimited range of attributes grouped into logical profile sections
- Consolidating the information gathered across departments
- Access control tools (Internal Users and Supplier Users)
- Can be defined at supplier party level, site level, classification type etc.

Extended Supplier Profile



ORACLE Supplier Management Home Logout Preferences Personalize Page Diagnostics

Suppliers | **Import** | **Administration**

Profile Management | Supplier User Management | Hierarchies | Search D&B | Tasks

Update Office Depot, Inc - 5024: Organization Cancel Notify Save P

Overview | Business | Insurance Information | Compliance and Certification | Quality Control Qualifications | Performance Eval

* Supplier Name	Office Depot, Inc	Parent Supplier Name	
* Supplier Number	5024	Parent Supplier Number	
Alternate Supplier Name		Customer Number	
SIC		<input type="checkbox"/> One Time	
National Insurance Number		Inactive Date	
Type	Vendor		(example: 26-May-)

Global Details

Context Value

Additional Information

Supplier Home Page

Trading Partner

Extended Supplier Profile



Suppliers | Import | Administration

Profile Management | Supplier User Management | Hierarchies | Search D&B | Tasks

Update GRAINGER - 1987: Organization

Cancel | Notify | Save

Overview | Business License | **Insurance Information** | Certification and Compliance | Performance Evaluations

Insurance

Insurance Policy : 123456

Expiration Date 21-Aug-2012 16:23:37
(example: 15-Aug-2012 19:45:00)

- Company Profile
 - Organization**
 - Contact Points
 - Tax Details
 - Address Book
 - Contact Directory
 - Business Classification
 - General Classification
 - Product and Services Category
 - Banking Detail
 - Party Relationships
- Terms and Control
 - Quick Update
 - Accounting
 - Tax and Reporting
 - Purchasing

Profile Access Control



Widgets, Inc. (Supplier)



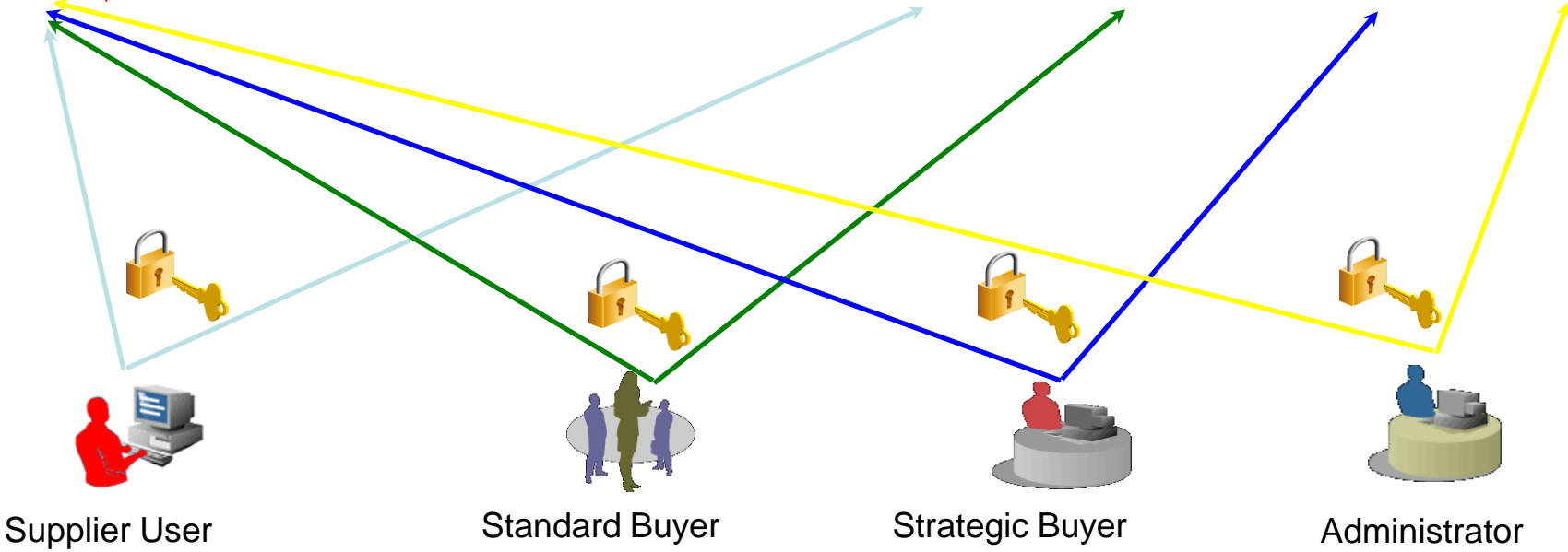
Supplier Attributes:

Values:

				A1	A2	A3	A4	A5	A6	A7	A8	A9	A10	A17	A18	A19	A27	A28	A29	A30	A35	A36	A37

Standard Profile Attributes

Extended Profile Attributes



Supplier Search



- Advance Search to find and retrieve supplier records
- Allows any of standard and extended profile attributes to be used as search criteria
- Supplier profile can be exported into excel spreadsheet
- Search Criteria display can be personalized at User level

User Defined Attribute (UDA)



Navigator Favorites Home Logout Preferences

Requisitions Orders Agreements Deliverables Negotiations Suppliers


- Quick Update
- Company Profile
 - Organization**
 - Tax Details
 - Address Book
 - Contact Directory
 - Business Classification
 - Products & Services
 - Banking Details
 - Surveys
- Terms and Control
 - Accounting
 - Tax and Reporting
 - Purchasing
 - Receiving
 - Payment Details
 - Relationship
 - Invoice

Update GRAINGER - 1987: Organization

Cancel Notify Save

Overview BTRC Information **Insurance Information**

Insurance

Insurance Policy : Expiration Date 
(example: 08-14-2012 19:45:00)

Cancel Notify Save

Advance Search



Search Context

Classification Context

Classification Context

Classification Context

[Personalize Flow Layout: \(ButtonRN\)](#)

Search Criteria

Criteria

Select a Criteria Template and click 'Go'

TIP ^ Indicates indexed attribute.

Supplier Party

^Insurance:Expiration Date

Display Formats

Display Formats

Select a Results Format and click 'Go'

The search will show a maximum of 25 rows.

Select Supplier: |

[Select All](#) | [Select None](#)

Select	Supplier Name	Supplier Number	Insurance	Expiration Date	Update
<input type="checkbox"/>	GRAINGER	1987	Policy : 123456	21-Aug-2012 16:23:37	
<input type="checkbox"/>	OFFICE DEPOT	4440	Policy No.: 560000	12-Aug-2013 00:00:00	

Export to Excel



The screenshot shows a web browser window with the address bar containing the URL `http://econf.lahd.pola:8006/OA_HTML/BneTemplateR...`. The browser's menu bar includes 'Edit', 'View', 'Favorites', 'Tools', and 'Help'. A 'Convert' dropdown menu is open, and a 'Select' button is visible. Below the address bar, there is an 'Information' section with the text: 'file will be downloaded to your desktop. When prompted, choose to open the file and to enable macros. If no prompt appears, ensure your browser security settings allow files to be downloaded.' A 'Return' button is located to the right of this text. A 'File Download - Security Warning' dialog box is overlaid on the browser. The dialog box contains the following information: 'Do you want to open or save this file?', an Excel icon, 'Name: WebADI.xls', 'Type: Microsoft Office Excel 97-2003 Worksheet, 372KB', and 'From: econf.lahd.pola'. At the bottom of the dialog box, there are three buttons: 'Open', 'Save', and 'Cancel'. Below the buttons, a warning icon is followed by the text: 'While files from the Internet can be useful, this file type can potentially harm your computer. If you do not trust the source, do not open or save this software. [What's the risk?](#)'

Supplier Profile Management



- Self Service by vendors
- Establish RFI process to capture the information using questionnaire format
- Internal Administrators can review the changes
- AME can be used to route for approval
- Suppliers can also access and update the extended profile attributes

Registration and On Boarding



- SLM provides registration feature that can be configured for business unit
- Prospective Supplier can also upload attachments
- Buyers can also send out pre-register to vendors
- Administrators can also establish RFI documents that to capture information
- Buyer can restrict certain Supplier info.

Registration and On Boarding



- Prospect to be captured using questionnaire format
- Suppliers can save their draft registration and complete it later
- Prospective Supplier can be routed for approval using AME
- Approved Supplier data is stored and RFI information gets synchronized to supplier record

Qualification Management



- SLM Leverages AME approvals to generate customized workflow
- Details for Supplier Information can be passed to multiple stakeholders
- Approvers are notified for review
- Deliverables like insurance certificate and code of conduct
- Supplier is notified by email on approval

Compliance and Profile Audits



- Regulatory requirements to keep key supplier information
- Can be also be used for corporate Social responsibility
- SLM uses RFI tools to gather and manage supplier information
- Can define Key Compliance information using extended profile and store into the supplier master record

Compliance



ORACLE Supplier Management

Home | Logout | Preferences | Personalize Page

Suppliers | Import | Administration

Profile Management | Supplier User Management | Hierarchies | Search D&B | Tasks

Company Profile

- Organization
- Contact Points
- Tax Details
- Address Book
- Contact Directory
- Business Classification
- General Classification
- Product and Services Category
- Banking Detail
- Party Relationships

Terms and Control

- Quick Update
- Accounting
- Tax and Reporting
- Purchasing
- Receiving
- Payment Details
- Payment Relationship

Update GRAINGER - 1987: Organization

Cancel | Notify | Save

Overview | BTRC Information | Insurance Information | **Certification and Compliance**

Compliance and Certification

Certification Agency Is your certification Valid N
Enter the certification Agency Y

Mapping Questionnaire



ORACLE Sourcing

Navigator Favorites Home Logout Preferences Personalize Page

Negotiations Administration

Header Controls Contract Terms Suppliers Mapping

Define Profile Mappings for RFx

Cancel Online Discussions Save as Draft Review

Supplier Profile Mappings

Header

Personalize "Header"

RFx	Data Level	Association Level	Supplier Profile	Attribute	Remove	Copy
RFx Title	Supplier Party	Common	Compliance and Certifica	Is your certification Valid		

Add 5 Mapping Rows

Performance Evaluations



- Employees can provide insightful feedback
- SLM uses RFI tools to generate internal RFI documents
- Seeded Sourcing RFI templates are available
- Enables stakeholders in diverse range of departments, such as Procurement, Risk Management, Legal, Finance etc
- Feedback can be stored to track trends

Performance Evaluations



Profile Management | Supplier User Management | Hierarchies | Search D&B | Tasks

- Company Profile
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 - Tax and Reporting
 - Purchasing
 - Receiving
 - Payment Details
 - Payment Relationship
 - Invoice Management
 - Assessment
 - Qualification and Evaluation

Confirmation
Changes to Organization have been saved

Update GRAINGER - 1987: Organization

Cancel Notify Save

Overview BTRC Information Insurance Information Certification and Compliance **Performance Evaluations**

Effective Communications	<input type="text" value="Very Good"/>	Cost Reduction Effort	<input type="text" value="Fair"/>
Overall Rating	<input type="text" value="Very Good"/>		

Performance Evaluation



Home Navigator Favorites Home Logout Preferences Help Personalize Page

Administration

Create RWS2: Header

* Indicates required field

Cancel Apply Template Online Discussions Save as Draft Review

* Title Performance Evaluations Buyer Buyers, Service

Negotiation Style **Supplier Qualitative Performance Evaluation** * Operating Unit Port of Los Angeles

Response Style Blind

Event

Security Level Public

Sourcing Project

Description

* Close Date (example: 14-Aug-2012 19:45:00)

Response Rules

[Personalize "Response Rules"](#)

- Internal Only, Suppliers are not allowed to see the Evaluation and receive any Notification
- Restrict to invited suppliers
- Allow multiple responses
- Allow multiple rounds of negotiation
[Personalize Flow Layout: \(RespRulesRG.flowRN1\)](#)
- Allow manual close before the Close Date
- Allow manual extend when the negotiation is open

Cancel Online Discussions Save as Draft Review

Supplier Notification



- Buyer can send out notification to all suppliers
- Admin can filter suppliers using search criteria
- Administrators can also send notification to select list of suppliers

Notification



Suppliers | **Import** | **Administration**

Profile Management | Supplier User Management | Hierarchies | Search D&B

Suppliers: Profile Management >

Notification

Message Details

* Subject: Yearly Supplier Survey

* Message: Please provide the information of the yearly survey!

* Send To: All Contacts

Include OSN registration Instruction

Send Notification

Case Study (Public Sector)



Business Requirement :

All firms and individuals that do business with the Public Sector entity will be required to provide a Business License number or an exemption number as proof of compliance with business tax requirements in order to receive payment for goods or services

Solution :

Capture Business information in User Extended Profile

User can generate a report for vendors with inactive status

Custom program can be developed to put the payment on hold for suppliers with inactive Business License number

Solution



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Update GRAINGER - 1987: Organization

Cancel | Notify | Save

Overview | **Business License** | Insurance Information | Certification and Compliance | Performance Evaluations

BTRC_Number	Status	Delete
<input type="text" value="0000204998"/> <small>Enter BTRC Number</small>	<input type="text" value="Active"/> <small>BTRC Status</small>	

- **Streamline registration and review of prospective suppliers**
- **Enable cross-functional performance**
- **Extended supplier profile**
- **Synchronized RFI information into supplier record**
- **Assure effective governance and risk mitigation**
- **Consolidated data**

Questions and Answers



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