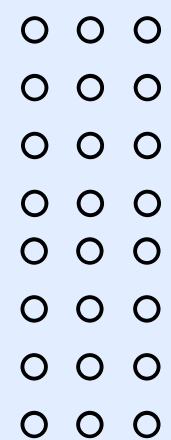
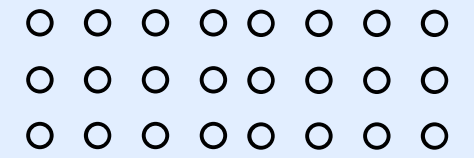


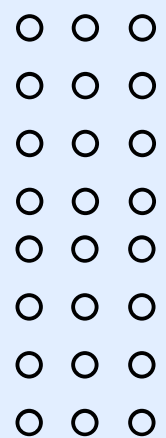
Oracle Procurement Sourcing Cloud



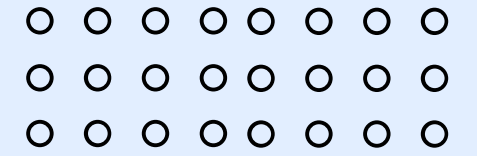
Benefits of Oracle Sourcing Cloud



- ▶ An integral part of Oracle Fusion Procurement, Oracle Fusion Sourcing provides the next generation application for smarter negotiations.
- ▶ Leverages negotiation best practices, drives strategic saving initiatives and achieves bottom-line results.
- ▶ Streamlines supplier negotiations
- ▶ Guided negotiation creation with reusable negotiation styles and templates.
- ▶ Consolidated view of sourcing activities for buyers and suppliers.
- ▶ Facilitates automatic award recommendations.
- ▶ Enhances negotiation strategies and improve results.
- ▶ Drives competitive behavior from suppliers.
- ▶ Minimizes training and ongoing support.



Negotiation Types and Outcomes

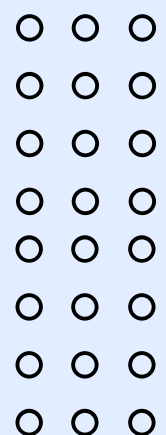


Negotiation Types:-

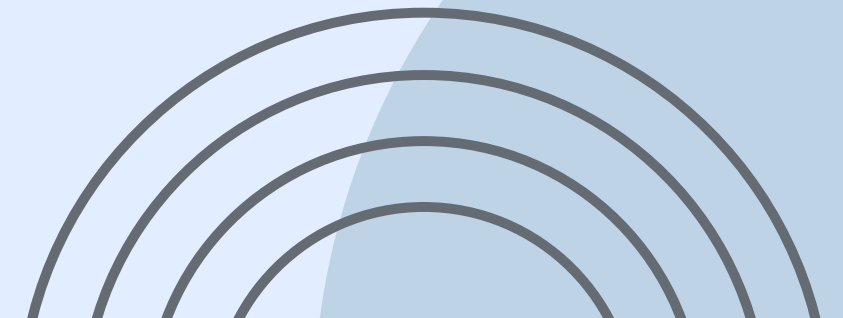
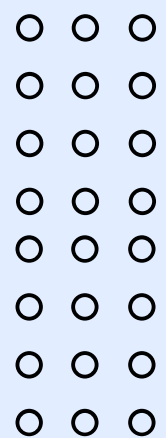
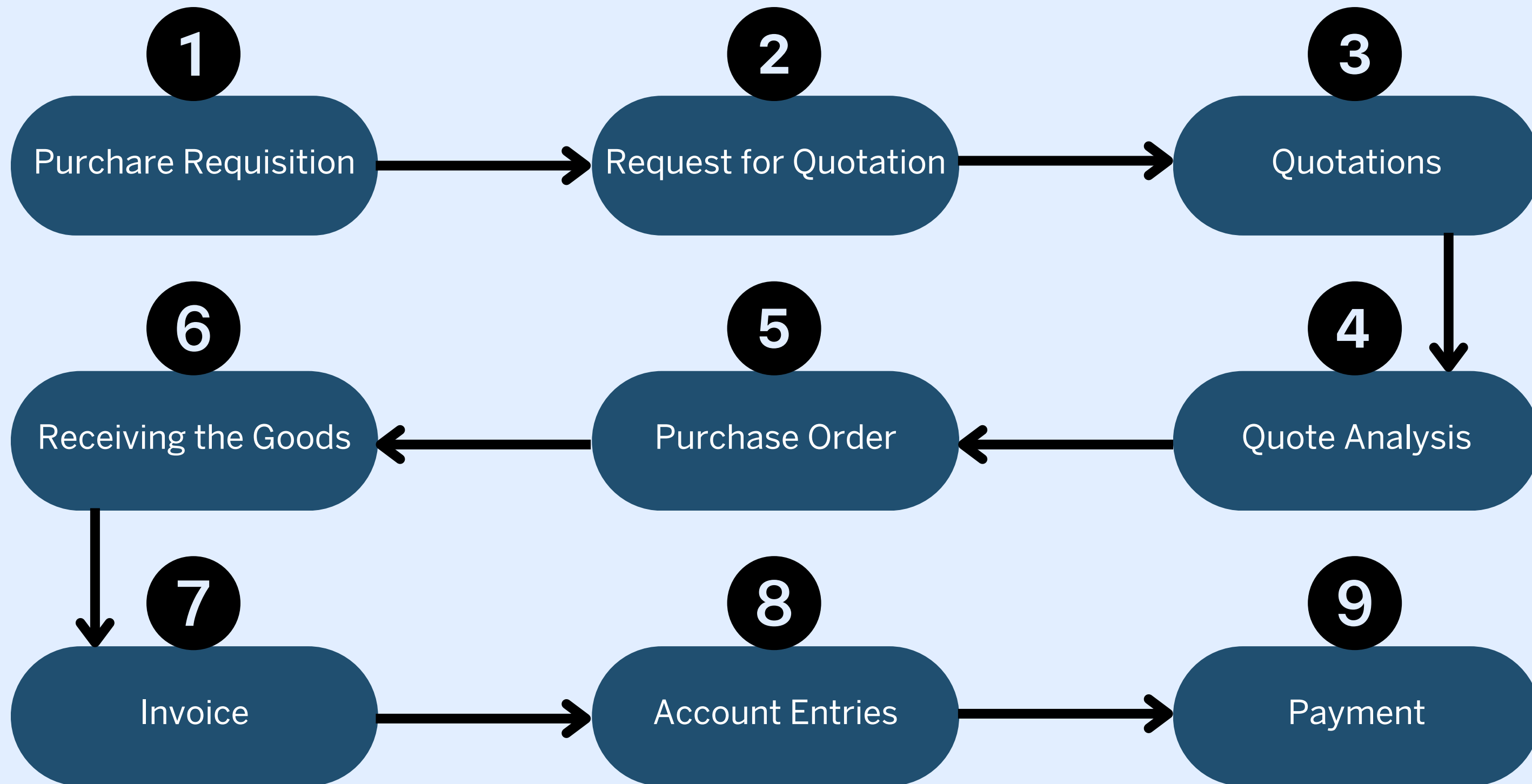
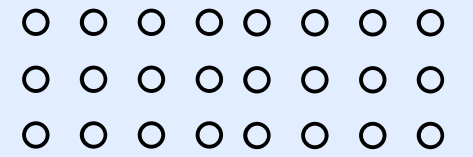
- RFI - Request for Information
- RFQ - Request for Quotation
- Auction (Reverse Auction)
- Seller Negotiations (Forward Auction)

Negotiation Outcomes:-

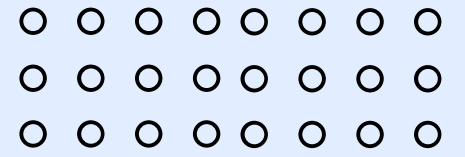
- Agreements (BPA/CPA)
- Purchase Orders
- Procurement Contracts
- Deliverables



Sourcing in a Procure to Pay Flow



Flowchart of a Sourcing Process-Business Case Scenario



Requirements

Buyer

Develop sourcing Strategy:
Identify Sourcing Groups,
Evaluate Sourcing Trends

Generate and Distribute RFQs

Supplier

Analyze RFQs

Formulate Offers

Analyze Supplier Responses:
Score and Rank Offers,
Identify Optimal Offer Combinations

Neogotiation

Negotiation Process

Agree Upon
Arrangement

YES

Acceptable Deal

NO

Reject
Non-competitive
Offers

Selection

