

Strategic Sourcing/Competition

Total allocated time: 35 minutes, including questions

Session Objective

Provide an overview of Strategic Sourcing capabilities including; solicitation/RFP development, response evaluation, vendor selection, contract execution– bid/contract portal, automation, self-service, routing & approvals, and reporting.

Items to Demonstrate

1. Respond to this scenario: Purchasing is doing an RFP for a preferred scientific supplier who will provide a punch-out for orders. Please demonstrate the following:
 - a. Creation of the solicitation/RFP using a clause library and standard template which enables an electronic sealed technical response and a sealed cost response. Show revisions and version control capabilities.
 - b. Show RFP approval workflow (route to department management, Information Technology and Purchasing).
 - c. Show Purchasing receipt of sealed technical and sealed cost proposal. Discuss software features that control (i.e., lock response from being viewable) responses until the specified due date/time.
 - d. Purchasing issues an addendum to the RFP. Vendor retracts sealed technical and sealed cost proposal. Vendor makes changes to sealed cost and technical proposals and resubmits.
 - e. Vendor tries to change its own sealed proposal and fails due to official bid due date.
 - f. Software records the technical response scores. Show the vendor selection.
 - g. Create PO from the bid results.
 - h. Price-compliance monitoring.

Q&A Session