

Sourcing

Online sourcing events generate better results in a fraction of the time it takes for manual processes.

Sourcing is the most important, value-added activity that procurement professionals perform for their company. Doing it well requires a wide range of skills and subject matter expertise. Sourcing by "old school" methods requires an inordinate amount of time gathering and comparing offerings from multiple suppliers. Automating those tasks with Epicor Sourcing not only allows the purchasing professional to focus more time and energy on strategic activities, it also provides for online collaboration and fosters competition that amplifies the value of their work.

The image displays two screenshots from the Epicor Sourcing software interface. The top screenshot shows a 'Supplier Report Card' for 'Security Services Contract 2'. It compares three suppliers: Marc S Mfg., BEI Corp., and SA International. The report card includes a table with columns for 'Response', 'Score', and 'Status'. Below the table is a 'Report Card Definition' section with columns for 'ID', 'Attribute', 'Weight', 'Type', 'Req'd', 'Internal Visibility', 'External Visibility', and 'Rev'. The bottom screenshot shows a 'real-time bid graph' for the same contract, plotting 'Price (Dollar/Inch)' on the y-axis against 'Lead Time (Hours)' on the x-axis. Three lines represent different suppliers: SA International (red), BEI Corp. (blue), and Marc S Mfg. (green).

Supplier Report Cards and real-time bid graphs help event owners make good decisions about event timing and bid awards.

From RFx and auctions technology to supplier performance management, electronic sourcing solutions give companies the tools they need to negotiate optimal agreements with their suppliers and to provide the best value to the organization. Left to manual methods, organizations can only afford to manage competitive bidding processes for a very small number of contracts.

- **Reduce purchase costs** — break down organizational silos to find lowest cost and best value suppliers for all goods and services representing a savings of 5-20%
- **Eliminate non-value-add activities** — reduce transaction costs, improving process efficiencies and reduce cycle times 25-30% for buyers and their suppliers
- **Competitive advantage** — sourcing focused on total cost of ownership, not just price, results in an enterprise that can outperform the competition
- **Lower risk to the supply** — professional buying equates to being professional in how suppliers are managed to ensure alignment with overall enterprise goals
- **Improve time-to-market** — achieve a 10-15% improvement by building stronger and longer lasting relationships with suppliers through a more collaborative and cost-effective process
- **Cost-effectively liquidate obsolete and excess inventory** — use forward auction functionality to turn unneeded goods and equipment into working capital

A Full-Featured, Configurable Sourcing Solution

The Epicor Sourcing solution is a highly configurable, Web-based framework that provides companies the flexibility to quickly and easily integrate strategic sourcing, dynamic pricing, collaboration and negotiation, and complex auctioning capabilities into their e-commerce and purchasing platforms.

Whether buying, selling, or sourcing direct and indirect materials, goods, services, or spot purchases, everything you need is here. Epicor Sourcing automates requests for information, quotes, or proposals, accelerating the process and helping negotiate the best value. Buyers evaluate suppliers on price and non-price parameters with weighted attribute RFX. Streamlining the manual RFX process allows buyers to evaluate and select suppliers based on value to the organization.

Weighted attributes enable buyers to establish any number of attributes on which to gather and compare values from bidders. These fully configurable attributes allow for relative weighting of each attribute and associated response value. The complex algorithms required for quantitative scoring of responses are all handled by Sourcing.

A Win/Win for Buyers and Suppliers

Strategic sourcing isn't about beating up suppliers for better prices. Although online competition can drive prices down, strategic sourcing endeavors to achieve successful long-term relationships and cost containment on both sides of the table. Epicor Sourcing provides a win/win for both buyers and suppliers.

BUYER	SUPPLIER
Improved quality	New business opportunities
Competitive pricing	Reduced sales and marketing expenses
Reduced cycle times	Increased inventory turn
New and stronger supplier relationships	Showcase value proposition
Quick and easy adoption	Customer Retention
	Auction and liquidation opportunities

Side-by-side comparisons of responses from multiple bidders make it easy for buyers to evaluate them and select a winner. The event scoreboard enables the buyer to make "split" awards and optimize the award based on lower total costs and not just the best bid. This time-saving element promotes quicker, better-informed decisions.

Epicor Sourcing also provides graphical bid analysis. Bids from all participants are graphed in a dynamic, real-time display, giving the buyer a visual picture of an event's progress and success.

Organizations can define and maintain metrics of supplier performance. Supplier report cards help drive purchasing decisions and evaluate suppliers. Report cards are configurable based on user-defined parameters such as quality, responsiveness, delivery, and cost. Each parameter can then be weighted and scored.

Epicor Sourcing enables true online collaboration and negotiation with suppliers. With the solution, you can facilitate event creation and automate true cross-enterprise workflow. Information is disseminated throughout the organization and allows online negotiation between buyers and suppliers.

Sourcing facilitates the free-flow sharing of information, and creates an audit trail of messages that include text, images, and documents.

DETAILED FEATURES

KEY FEATURES

- Electronic RFX functionality
- Weighted attributes
- Global spend analysis
- Auctioning (forward and reverse)
- Online collaboration and negotiation
- Powerful search capabilities
- Alerts and notifications
- Wireless notification and bidding
- Proxy bidding

BENEFITS

- Reduced costs of goods and services
- Better supplier relationships
- Lower risk to the supplier
- Improved quality
- Maximize process efficiency and ROI
- Competitive advantage
- Improved time to market
- Better intelligence on corporate spend

Based on Microsoft® technology, Epicor Sourcing delivers user configurability with a high degree of customization, flexibility, and personalization without any complex programming. This solution is designed for the business user and does not require teams of IT professionals to manage and operate.

Suppliers can quickly get on board with just an Internet connection and a Web browser. Finally, Epicor Sourcing can run as a standalone application or can be fully integrated with Procurement based on the way you do business. Buyers can take a non-catalog requisition from Procurement, create a sourcing event and publish the winner back to Procurement without re-keying any information. This improves organizational efficiency and leverages opportunities for substantial cost savings and provides a win/win for both buyers and suppliers.

Epicor Sourcing JumpStart™ Program

Epicor offers a JumpStart™ program that minimizes the risk associated with purchasing an online sourcing solution. By providing unique one-shot, 30-day and 90-day "try and buy" options at fixed costs and little up-front investment, we believe that you will quickly see the strategic benefits that online sourcing can offer.

This innovative approach bundles Epicor Sourcing and essential services into an affordable, complete, and rapidly deployable sourcing solution, enabling buyers and suppliers to connect via the Internet and transact business efficiently online. Because the program is based on a proven implementation process, you'll be able to go live quickly, and you can run an unlimited number of events during the 30- and 90-day trial periods.

Get Strategic About Sourcing Today

For more information about how Epicor Sourcing can lower the costs of goods and services, contact your authorized Epicor Partner, or call Epicor at 800-997-7528 (U.S. and Canada) or 949-585- 3700 (international).



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