Work Smarter, Source Better, and Save More with an On-Demand Sourcing Solution

The Best-Run Businesses Run SAP™

Opportunities for excellence in sourcing

A strategic approach to sourcing can help you reduce costs, improve supplier value, and ensure quality. To do this, you need to collaborate with key stakeholders, qualify suppliers, ensure competitive bidding, and negotiate favorable contract terms. And wouldn't it also be nice if your sourcing solution was affordable to deploy and able to integrate with back-end systems?

In short, you need to empower your procurement professionals to collaborate more effectively with suppliers and better manage their sourcing projects. For example, your people need to find qualified suppliers quickly and continuously evaluate relationships so that the best rise to the top.

You need to help them issue requests for proposal, run auctions, assess supplier responses, and quickly generate contracts with favorable terms. Then, when the contract is complete, you need to make sure that it's actually enforced by the procurement team and business users alike, leveraging back-end integration.

Given the cost and importance of procurement operations today, you also want a way to do all this without a lengthy software implementation project that disrupts daily business. Fortunately, the SAP® Sourcing OnDemand solution can help you take your sourcing initiatives to the next level.

Organize and collaborate

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Find and evaluate suppliers more effectively

Deepen and enrich supplier relationships

Report and analyze

Maximize the value of contracts

Access best practices and services for top-notch sourcing operations

With SAP Sourcing OnDemand, you get powerful project management tools that help you drive more effective procurement processes. For example, you can bring internal stakeholders together using a shared online project plan – with status reports and alerts that help you keep team members up-to-date.

The offering also enables you to drive down procurement costs by continuously seeking out opportunities for savings. With preconfigured business process templates and centralized dashboards, you can track all sourcing activity, reduce cycle times, and support consistent use of best practices throughout your organization.

SAP Sourcing OnDemand is designed for ease of use. For example, you can navigate the solution with minimal clicks – leveraging bookmarks, global search, quick access to your most recently viewed documents, and interactive dashboards to show sourcing and contract details.

Procurement is a collaborative job. SAP Sourcing OnDemand gives you the tools you need to communicate and share information effectively.

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SAP Sourcing OnDemand helps ensure that only qualified suppliers compete for your business. Using the self-registration process and supplier assessments, you can readily identify which ones can meet your needs – today and over time.

You can also conduct simple or complex sourcing activities for direct, indirect, and service categories by automating creation of requests for information (RFI), proposals (RFP), and quotations (RFQ). Automate the scoring process with multilevel weighted scoring and preference settings. And with collaborative scoring processes, key stakeholders can quickly evaluate and score supplier responses. You can even leverage the multiround functionality to first qualify suppliers and then carry key data forward into a comprehensive request for proposal or auction.

In addition, SAP Sourcing OnDemand empowers you to create competitive bidding environments using reverse, forward, and Dutch auctions. You can interact with suppliers in real time, using instant messaging, bidding consoles that automatically refresh, and graphical representations of auction activities. You can also more easily manage bidding and disclosure rules such as bid and rank visibility, automatic extensions, weighted-bidding cost factors, staggered start and end times for individual items, and reserve prices.

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SAP Sourcing OnDemand makes it easier to manage supplier information. With a central repository for your suppliers, you can quickly get a full view into all supplier information and activity. Plus, you can empower suppliers to self-register and maintain key information about their organizations on an ongoing basis.

You can also use the software to help ensure that insurance certifications and diversity status are up-to-date, and to periodically assess the performance of your supplier base. This helps mitigate noncompliance risks and supports environmentally and socially responsible business practices.

Improve business performance with stronger supplier relationships.

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SAP Sourcing OnDemand helps you choose the best suppliers thanks to reports that compare supplier responses side by side and other reports that provide details on pricing and potential savings. The solution also helps you ensure that the right suppliers are invited to participate in sourcing events. You can evaluate award decisions over time to understand what key criteria are being used.

Dynamic, user-friendly dashboards, meanwhile, help you monitor current status of all RFXs at auctions, review purchaser activity, track sourcing efficiency, and evaluate supplier performance and contract details.

Dynamic dashboards put the information you need at your fingertips.

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Using the contract management features of SAP Sourcing OnDemand, you can generate, negotiate, and manage contracts with a single searchable repository. This repository includes a library of standard contract clauses and contract document templates to promote and enforce legal standards. A predefined workflow-approval process with electronic signature functionality helps ensure that the right people sign off on contracts, and time-saving alerts help you better manage contract renewal cycles.

In addition, standard integration to the SAP Supplier Relationship Management and SAP ERP applications helps ensure that business users are purchasing against negotiated contracts. This way you can maximize savings opportunities by turning savings identified through the sourcing process into actual savings that are realized at the time of purchase.

SAP Sourcing OnDemand helps you get the most out of your negotiated contracts.

Access best practices and services for top-notch sourcing operations

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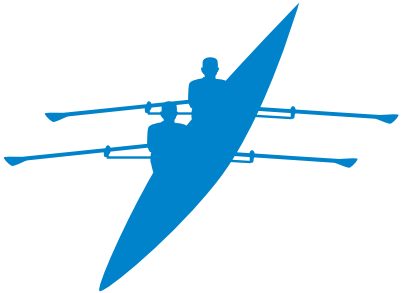
With SAP Sourcing OnDemand, you can access a number of services to get up and running quickly and guide you on the path to first-rate sourcing processes. For example, our rapid onboarding service can have you ready to source in just a matter of days. Predefined templates to load key master data support rapid software provisioning, and end-user training is simple and concise. In addition, embedded sample templates provide a road map to repeatable best practices and knowledge sharing among your sourcing personnel.

We also provide help desk and functional support to answer user questions. Optional services are available, including event-day support to prepare for and run auctions, a supplier help desk, and assistance in defining your sourcing methodology and strategy for various spend categories.



There is nothing like initial success to generate enthusiasm and drive adoption throughout the organization.

Undisputed ROI, quick payback

With low investment, rapid adoption, and supporting expertise from SAP, you have all of the ingredients to generate substantial savings and raise the prominence of your procurement team.

Automated sourcing activities result in better-informed, more effective decisions that optimize the overall value that your team and your suppliers contribute. Ready-to-use analysis tools let you evaluate and compare supplier bids on the factors most important to your organization. For example, your procurement team can analyze proposals on the basis of price, supplier qualifications, delivery options, and so on. Through SAP Sourcing OnDemand, you can source from qualified suppliers that deliver the best value to your enterprise.

SAP Sourcing OnDemand is affordable and quickly adopted – and has the potential to make your procurement team shine.

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Summary

The SAP® Sourcing OnDemand solution is a subscription-based cloud offering for your procurement organization. It is designed to drive cost savings, enable comprehensive contract management, support superior supplier management, and deliver value quickly. It also includes hosting services, onboarding services, training, and user support.

Objectives

- Realize identified savings consistently
- Collaborate with key stakeholders and business partners
- Standardize repeatable processes
- Improve controls over contract management
- Leverage process and data integration to enable compliance

Solution

- Project management functionality and collaborative workspaces
- Supplier management tools to maximize supplier value
- Multiround sourcing via RFIs, RFPs, and RFQs
- Support for reverse and forward auctions
- Contract management functionality to support authoring and compliance
- Support for best practices and services to speed adoption

Benefits

- Better sourcing
- Improved knowledge sharing and collaboration
- Stronger supplier relationships
- Greater savings from supplier agreements
- Rapid ROI

Learn more

To find out more, call your SAP representative today or visit us online at sourcing.ondemand.com.

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