Oracle Sourcing Cloud

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PROCUREMENT CLOUD

Leverage negotiation best practices, drive strategic savings initiatives and achieve bottom-line results with Oracle Sourcing Cloud. An integral part of Oracle's Procurement Cloud solution, Oracle Sourcing Cloud provides the next generation application for smarter negotiation.

KEY FEATURES

- Guided negotiation creation
- Online supplier negotiations
- Re-usable negotiation styles and templates
- Question library for requirements
- Multiple question types
- Alternate lines and proposals
- Two-stage RFQ
- Negotiation planning with sourcing calendar, recent activities, and recommended actions
- Negotiation and award approvals
- Surrogate bidding
- Collaboration with key stakeholders
- Online messages for suppliers and internal stakeholders
- Consolidated view of sourcing activities for buyers and suppliers
- Questionnaire for suppliers responses
- Prospective supplier
- Spreadsheet support for supplier responses and award analysis
- Live negotiation monitor
- Award analysis
- Negotiation and award web services

Drive Sustainable Savings

Driving sustainable savings is a common goal of procurement organizations. To achieve this goal, you need better tools to manage an increasing number of complex strategic sourcing initiatives. Oracle Sourcing Cloud delivers the structure, tools and information you need to maximize the value of supplier negotiations. As part of the integrated Oracle Procurement Cloud suite, you can negotiate enforceable agreements that comply with policies and deliver realized savings.

Make Sourcing Easier for Everyone

As you look to increase the amount of negotiated spend it is important to have easy-to-use tools for everyone involved in the sourcing process. Many sourcing organizations are challenged to inspire adoption and reduce training requirements for sourcing professionals, line of business users, and suppliers. Oracle Sourcing Cloud greatly simplifies the process by guiding you step-by-step through a negotiation. As a result, you can reduce the negotiation cycle time and realize savings more quickly. You can tailor the negotiation to your organization's needs, leverage information from past events, and collaborate with individuals from across your organization.

Suppliers also benefit from an intuitive user interface so they can quickly engage and respond to negotiations. Suppliers are provided with a comprehensive overview of sourcing activity that makes it easy for them to take action. By reducing the effort to train suppliers you can focus on what's important: getting the most value for your organization.

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- Lower costs
- Enhance negotiation strategies and improve results
- Streamline supplier negotiation process
- Drive competitive behavior from suppliers
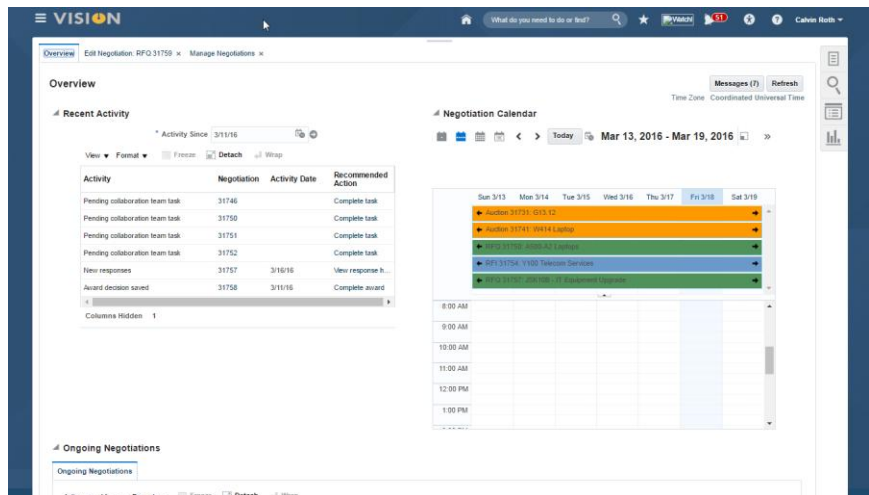- Minimize training and ongoing support

Figure 1. Sourcing Overview Page and Negotiations Calendar

Keep on Top of Sourcing Activity

Having visibility to sourcing activity is paramount to ensuring that your organization is exploiting the largest opportunities with the best available talent. Oracle Sourcing Cloud gives you a sourcing calendar for better visibility to upcoming negotiations, recent sourcing activities to keep you informed of what's going on, and a negotiation monitor to accurately assess the competitive landscape and potential savings. At a glance, you can quickly see how a negotiation is progressing and take actions such as extending or pausing an auction. With Oracle Sourcing Cloud, everyone has the visibility they need and the tools to get things done.
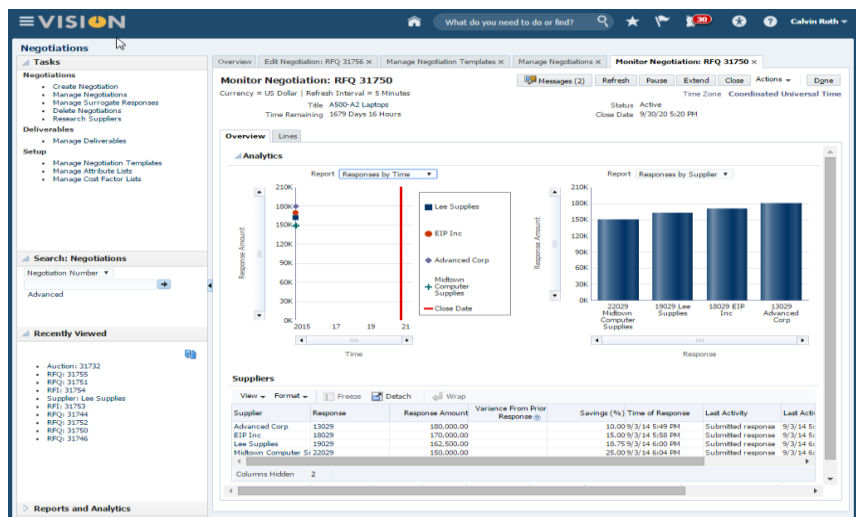
Figure 2. Live Negotiation Monitor

Create Real, Long Term Savings

Leaving savings on the table is not an option. Manually compiling and comparing supplier proposals can be time consuming and ineffective. Oracle Sourcing Cloud provides you with award analysis tools that allow you to quickly determine the best award decision for your business based on factors such as price, quality and value. With Oracle Sourcing Cloud, you have the tools to lower costs, increase savings, and achieve the best value possible.

Oracle Procurement Cloud Applications

Oracle Procurement Cloud helps organizations streamline, standardize and automate their source-to-pay process through modern technologies that help increases influence over spend and procurement practices. It increases user engagement, increases collaboration and simplifies, standardizes and automates routine transactions resulting in lower costs and higher margins.

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CONTACT US
For more information about Oracle Procurement Cloud, visit oracle.com or call +1.800.ORACLE1 to speak to an Oracle representative.

Integrated Cloud Applications & Platform Services

Oracle is committed to developing practices and products that help protect the environment