

Oracle Release 12 Advanced Procurement

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Advanced Procurement Agenda

- Release 12 Overview – Advanced Procurement
- Purchasing New Features
- iProcurement New Features
- iSupplier Portal New Features
- Sourcing New Features
- Procurement Contracts New Features
- Question/Answer Session

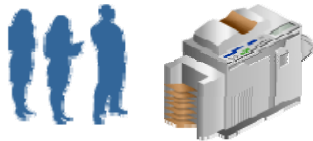
Advanced Procurement Objectives

← Manage Contracts, Categories & Suppliers →



- Supplier Performance
- Expirations & Renewals

Source



- Supplier selections
- Negotiations

Purchase



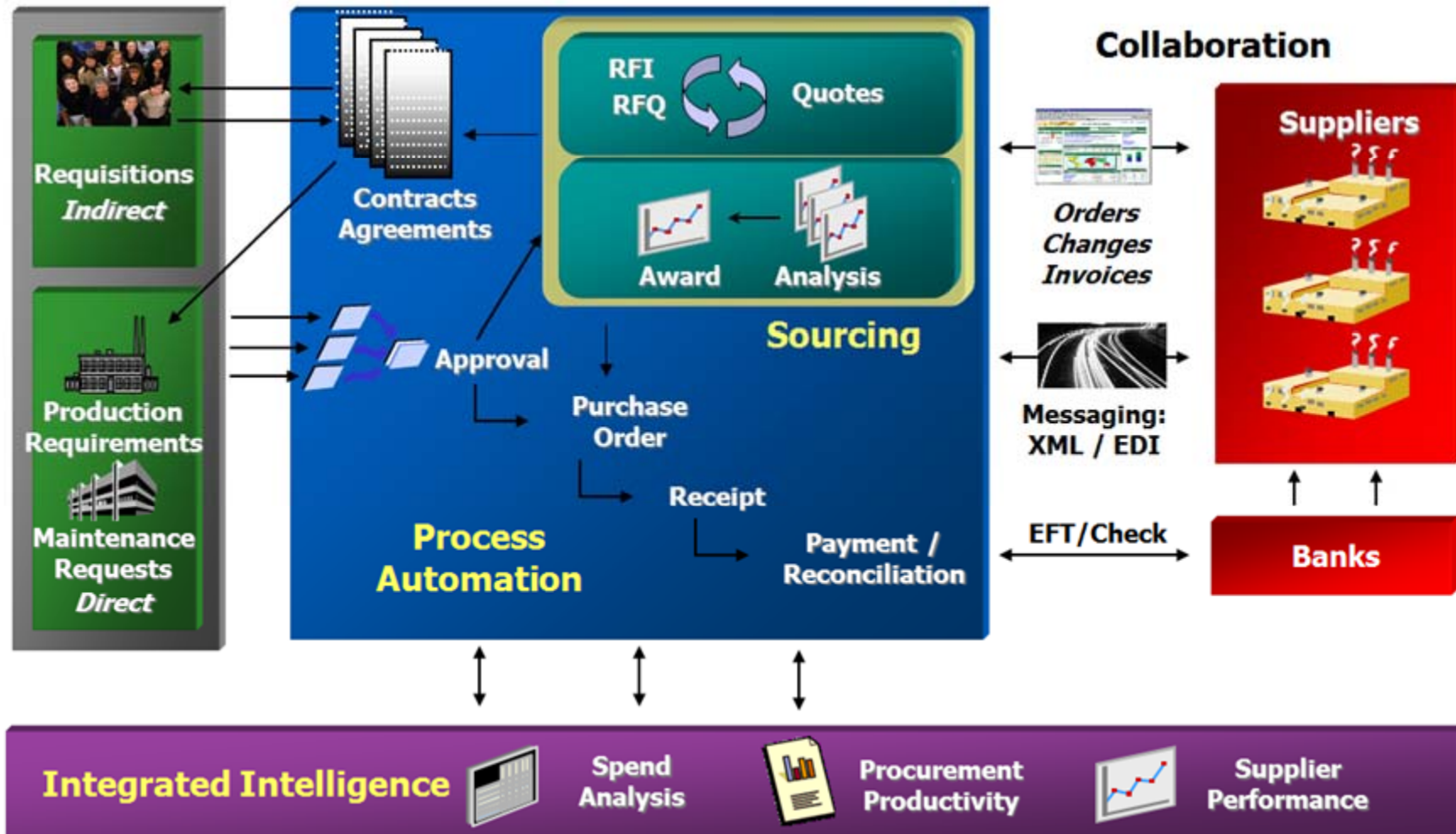
- Requisitions
- Approvals & Orders

Settle

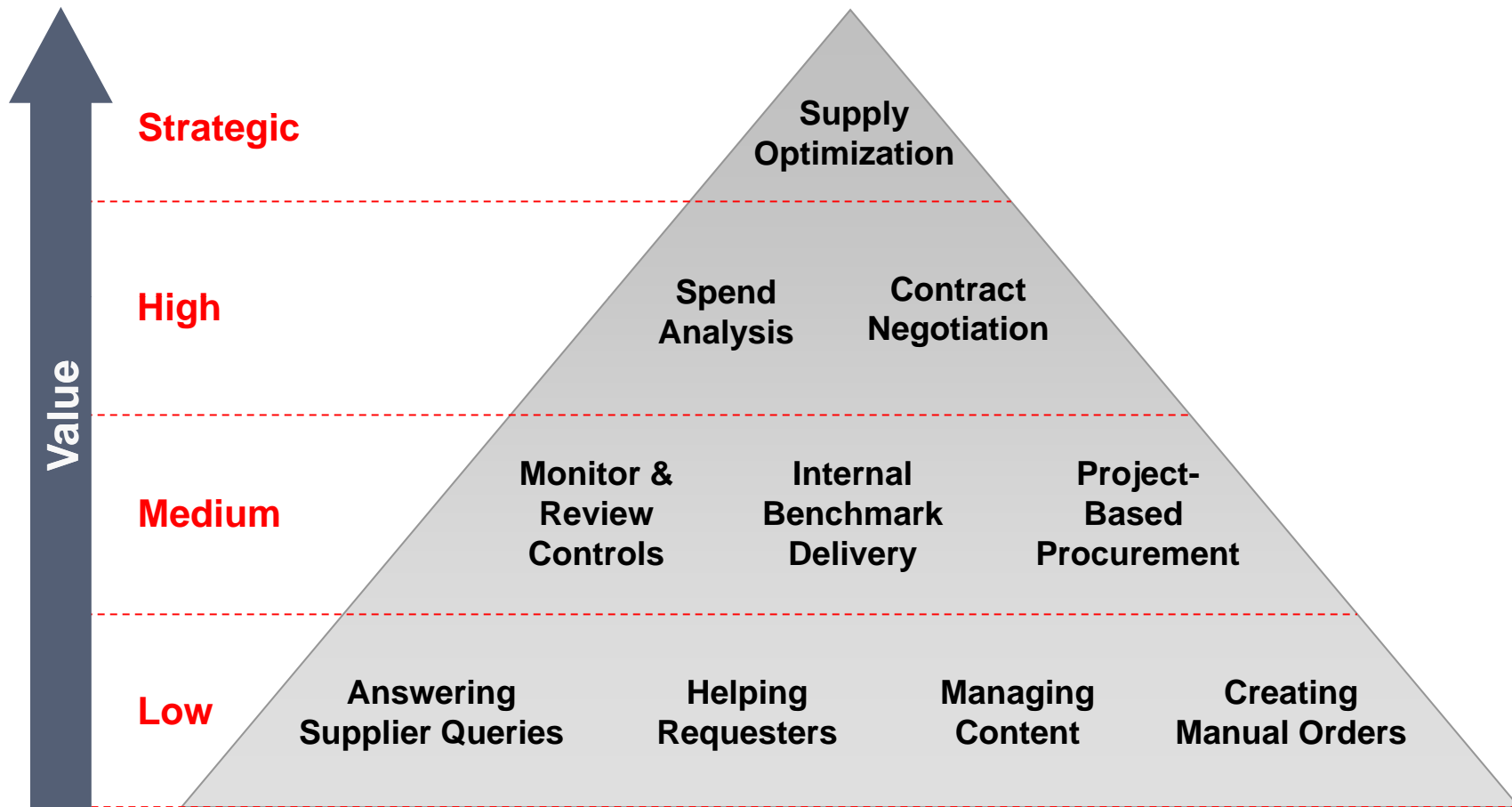


- Receiving
- Payments

Advanced Procurement Process



Advanced Procurement Value



Advanced Procurement Features

Base Differentiators...

- Self-service enterprise requisitioning from suppliers or internal stock
- Integrated asset and production planning
- Supplier Self-Service
- Flexible invoice matching including match to receipt
- Automatic invoice and debit memo generation
- Project- and budgetary-based purchasing
- Multi-attribute scoring for reverse auctions and RFQs
- Packaged spend, supplier, and commodity intelligence
- Advanced pricing capabilities
- Global Agreements

New in R12...

- Professional Buyer's Workcenter
- Unified catalog architecture
- Shared services support
- Requestor directed procurement
- Tolerance based order change auto-approval
- Supplier scorecarding
- Prospective supplier registration
- Advanced pricing integration
- Team scoring of sourcing requirements
- Parallel approvals
- Position hierarchy approvals
- Complex work procurement
- eTax integration

Purchasing – Buyers Workbench

The screenshot displays the Oracle Purchasing Buyers Workbench interface for creating a standard purchase order. The interface is organized into several sections:

- Navigation:** Tabs for Requisitions, Orders, Agreements, Deliverables, Negotiations, and Suppliers. The 'Orders' tab is active.
- Form Title:** 'Create Standard Purchase Order'.
- Buttons:** 'Cancel!', 'Go', 'Save', 'Approval Options', and 'Submit'.
- Header Section:** Includes fields for Operating Unit (Vision Operations), Supplier, Supplier Site, Supplier Contact, and Communication Method (None). It also shows Total (0.00 USD), Buyer (Smith, Mr. Jonathan), Description, and Confirming Order (No).
- Terms Section:** Includes fields for Bill-To Location (V1- New York City), Payment Terms (45 Net (terms date + 45)), Pay On Receipt (No), Acknowledge By, Required Acknowledgment (None), Default Ship-To Location (M1- Seattle Mfg), Ship Via, Freight Terms (Due), FOB (Origin), and Transportation Arranger (None).

- Multi-org access using pre-defined or custom views.
- Access to iProcurement catalog features for document creation.
- Catalog management attributes including uploading of lines.
- Agreements support for cost, completion stages and milestones.

Purchasing – Supplier Registration

Prospective Supplier Registration: Additional Details

Blank label for instruction text

Company Name **ABC Incorporated**
Tax Country
Tax Registration Number
Taxpayer ID **12-12020202**
DUNS Number

Address Book

At least one entry is required.

Address Name	Address Details	Purpose	Update	Delete
Dallas	123 Test Lane, Texas 75241 United States	Payment, Purchasing		

Contact Directory

At least one entry is required.

First Name	Last Name	Phone	Email	Requires User Account	Update	Delete
Cal	K		bob@test.com	✓		

- Prospective Supplier Registration Workflow
- Supplier, Site and Contact requirements
- Business Classification, Products and Services, Banking Details
- Supplier Survey- Internal or External Feedback
- Supplier Registration Approval Flow - AME

Purchasing – Supplier Maintenance

Select	First Name	Last Name	Email Address	Employee Number	User Name
<input checked="" type="checkbox"/>	Jonathan	Smith	jsmith	38	MFG

Step Two: Select Event Types

[Select All](#) | [Select None](#)

Select Event Type

<input checked="" type="checkbox"/>	Supplier Registration
<input checked="" type="checkbox"/>	Supplier Address Change Request
<input type="checkbox"/>	Supplier Bank Account Change Request
<input checked="" type="checkbox"/>	Supplier Business Classification Change Request
<input checked="" type="checkbox"/>	Supplier Contact Change Request
<input checked="" type="checkbox"/>	Supplier Products and Services Change Request

- Allow suppliers to request maintenance to the supply base
- Assign notification subscriptions to users
- Approvals are separate from supplier access

Purchasing – Tolerances & Routings

Requester Change Order Operating Unit: Vision Operations

Change Auto-Approval Tolerances

Purchase Requisition

Attribute	Measure	Maximum Increment	Maximum Decrement
Req Amount	%	<input type="text" value="100"/>	<input type="text" value="100"/>
Req Amount	USD	<input type="text" value="1,000.00"/>	<input type="text" value="1,000.00"/>
Unit Price	%	<input type="text" value="100"/>	<input type="text" value="100"/>
Req Line Quantity	%	<input type="text" value="100"/>	<input type="text" value="100"/>
Req Line Amount	%	<input type="text" value="0"/>	<input type="text" value="100"/>
Req Line Amount	USD	<input type="text" value="1,000.00"/>	<input type="text" value="1,000.00"/>
Contractor Start Date	Days	<input type="text" value="0"/>	<input type="text" value="0"/>
Contractor End Date	Days	<input type="text" value="0"/>	<input type="text" value="0"/>
Need-By Date	Days	<input type="text" value="30"/>	<input type="text" value="100"/>

Internal Requisition

Attribute	Measure	Maximum Increment	Maximum Decrement
Req Amount	%	<input type="text" value="0"/>	<input type="text" value="0"/>
Req Amount	USD	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>
Need-By Date	Days	<input type="text" value="0"/>	<input type="text" value="0"/>
Req Line Quantity	%	<input type="text" value="0"/>	<input type="text" value="0"/>
Req Line Amount	%	<input type="text" value="0"/>	<input type="text" value="0"/>
Req Line Amount	USD	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>

- Requestor Change Order Tolerances
 - Skip Buyer if order was automatically created
- Purchase Order Change Order Tolerances
- Supplier Change Order Tolerances and Routings
 - Route date, quantity, or non-catalog price change to requestor
- Agreement Change Order Acceptances

Other New Features - Purchasing

Document Control	
Price Tolerance (%)	10
Price Tolerance Amount (USD)	
Enforce Full Lot Quantity	Advisory
Receipt Close Point	Received
Cancel Requisitions	Optionally
SBI Buying Company Identifier	
Output Format	PDF
Maximum Attachment Size (in MB)	2
Email Attachment Filename	PO_Attachments.zip

- Communicate document attachments to suppliers
- Increase row count in core Purchase Orders form
- Complex services support (stages, milestone, and retainage)
- E-Business Tax Engine
- Support for RTF and PDF layouts
- Support for Contractor purchasing users

iProcurement – Key New Features

The screenshot displays the Oracle iProcurement web application. At the top, the Oracle logo and 'iProcurement' text are visible. Navigation links include 'Navigator', 'Favorites', 'Shopping Cart', 'Home', 'Logout', 'Preferences', 'Help', and 'Diagnostics'. Below this, there are tabs for 'Shop', 'Requisitions', 'Receiving', and 'Contractors'. The 'Stores' section is active, showing a search bar with 'Main Store' selected and a 'Go' button. A grid of store links is displayed, including 'Main Store', 'Computers', 'Supplier Marketplace', 'Legal Services', 'Travel', 'IT Equipment', 'Transparent Exchange Marketplace', 'Maintenance', 'Facilities Equipment', and 'Trans Punchout (All)'. A 'My Requisitions' section is also visible, featuring a table with columns for Requisition, Description, Total (USD), Status, Copy, Change, and Express Receive. The table contains three rows of requisitions. On the right side, there is a 'Shopping Cart' section indicating one line item and a 'View Cart and Checkout' button. Below that is a 'Purchasing News' section with two checkmarks and a note about customer news items.

Requisition	Description	Total (USD)	Status	Copy	Change	Express Receive
14305	Test	144.00	Incomplete			
14304	Test	144.00	Pre-Approved			
14370	Test	10.26	Approved			

- New user-interface features
- New options for maintaining favorites lists
- Content authoring capability for buyers, suppliers, and admins
- Content security enhancements for improved controls
- Advanced approvals – parallel, FYI, and position support
- Tolerance based change request

iProcurement – Catalog Admin

Update Smart Form
* Indicates required field

* Name Image
Operating Unit **Vision Operations** Image URL such as
http://www.abc.com/abc.gif, or image file
name such as abc.gif.
Item Type **Goods or services billed by amount** Keywords
Separate keywords with spaces.

Default Item Information

Item Description User Editable
Category User Editable
Commodity **Legal**
 Restrict categories to above commodity
Amount User Editable
Currency **USD** User Editable
 RFQ Required User Editable
 Negotiated User Editable

Default Supplier Information

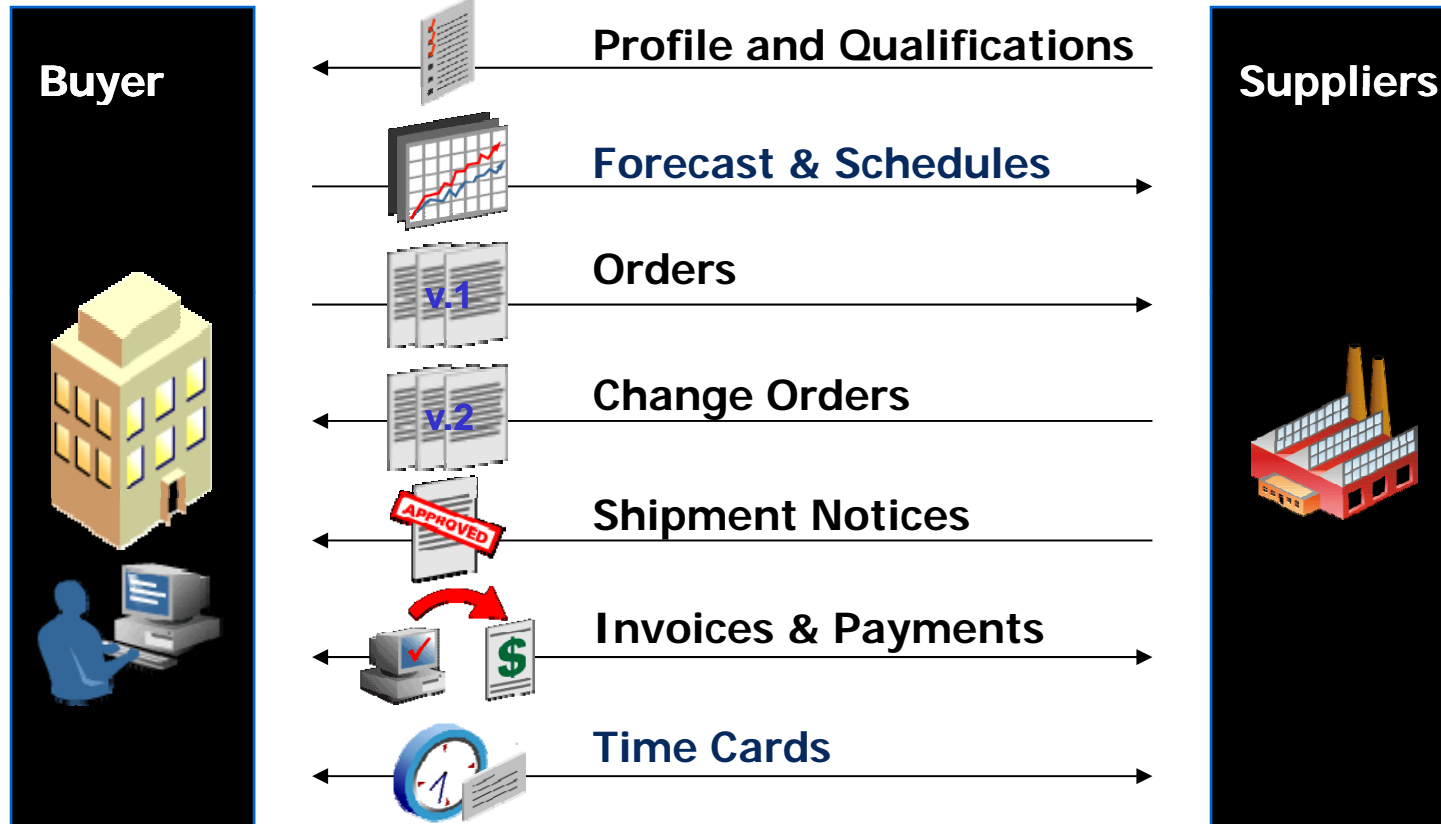
Restrict Suppliers User Editable
Contract Number User Editable
Contract Number will determine Supplier Name and Site.
Supplier Name **Jones, Gray, and Associates** User Editable
Site **JGA MAIN** User Editable
Contact Name User Editable
Phone User Editable
Supplier Item User Editable

Assign Information Templates

Template Name	Remove
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- Content Zones replace Realms, Catalogs and Bulk Extractor
- Smart Forms with associated Information Templates
- Web-based supplier catalog loading capabilities

iSupplier Portal Functions



iSupplier Portal – Key New Features

The screenshot displays the Oracle iSupplier Portal interface. At the top, the Oracle logo and 'iSupplier Portal' are visible. Navigation tabs include Home, Orders, Shipments, Planning, Payables, Products, and Admin. A search bar is present with a dropdown menu set to 'PO Number' and a 'Go' button. The main content area is divided into several sections:

- Notifications:** A table with columns 'Subject' and 'Date'. It lists several notifications, including order modifier updates and reminders to participate in auctions and RFI surveys.
- Orders At A Glance:** A section with a 'Full List' button and a table with columns 'PO Number', 'Description', and 'Order Date'. It currently shows 'No results found.'
- Planning:** A sidebar section with links for 'Forecast Schedules' and 'VMI'.
- Orders:** A sidebar section with links for 'Agreements', 'Purchase Orders', and 'Purchase History'.
- Shipments:** A sidebar section with links for 'Delivery Schedules', 'Overdue Receipts', and 'Advance Shipment Notices'.
- Receipts:** A sidebar section with links for 'Receipts', 'Returns', and 'On-Time Performance'.
- Invoices:** A sidebar section with a link for 'Invoices'.

- Improved order, receipt, invoice, and payment inquiry
- Non-PO supplier initiated invoicing
- Catalog authoring for suppliers
- Supplier setup and user management tools

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iSupplier Portal – Key New Features

Purchase Orders | Work Orders | Agreements | Purchase History | Work Confirmations | RFQ | Deliverables | Timecards

Orders: Purchase Orders >

Standard Purchase Order: 1039, 0 (Total GBP 12,974.00)

Currency=GBP

Actions

Order Information

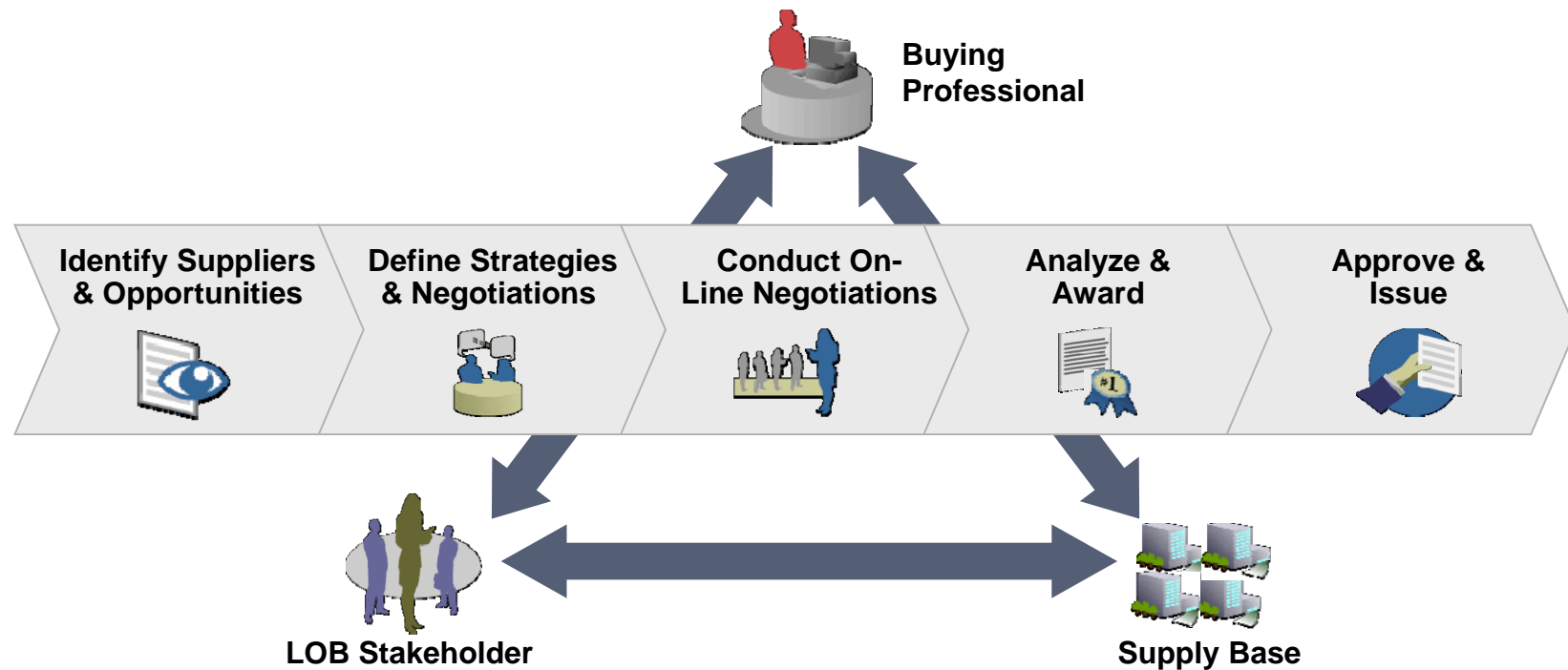
General	Terms and Conditions	Summary
Total 12,974.00	Payment Terms 30 Net (terms date + 30)	Total 12,974.00
Supplier GE Plastics	Carrier UPS	Received <u>12,974.00</u>
Supplier Site LONDON	FOB Destination	Invoiced <u>12,974.00</u>
Address A	Freight Terms Paid	Payment Status Not Paid
London, 12132	Shipping Control	
Buyer <u>Finney, Mr. Philip John</u>		
Order Date 26-Jun-2008		
00:10:41		

Ship-To Address

- Summary view of purchase order status
- Supplier change order approvals, including multi-order request
- New supplier registration and supplier data management
- Supplier catalog authoring for Agreements
- Complex work management via work orders



Sourcing Functions



Sourcing – Key New Features

Create RFQ 45643: Header

* Indicates required field

Cancel Apply Template Online Discussions Save as Draft

* Title

Negotiation Style Large Negotiation

Quote Style Sealed

Event

Security Level Public

Sourcing Project

Description

Buyer Smith, Mr. Jonathan

Two-Stage RFQ

* Operating Unit Vision Operations

Outcome Standard Purchase Order

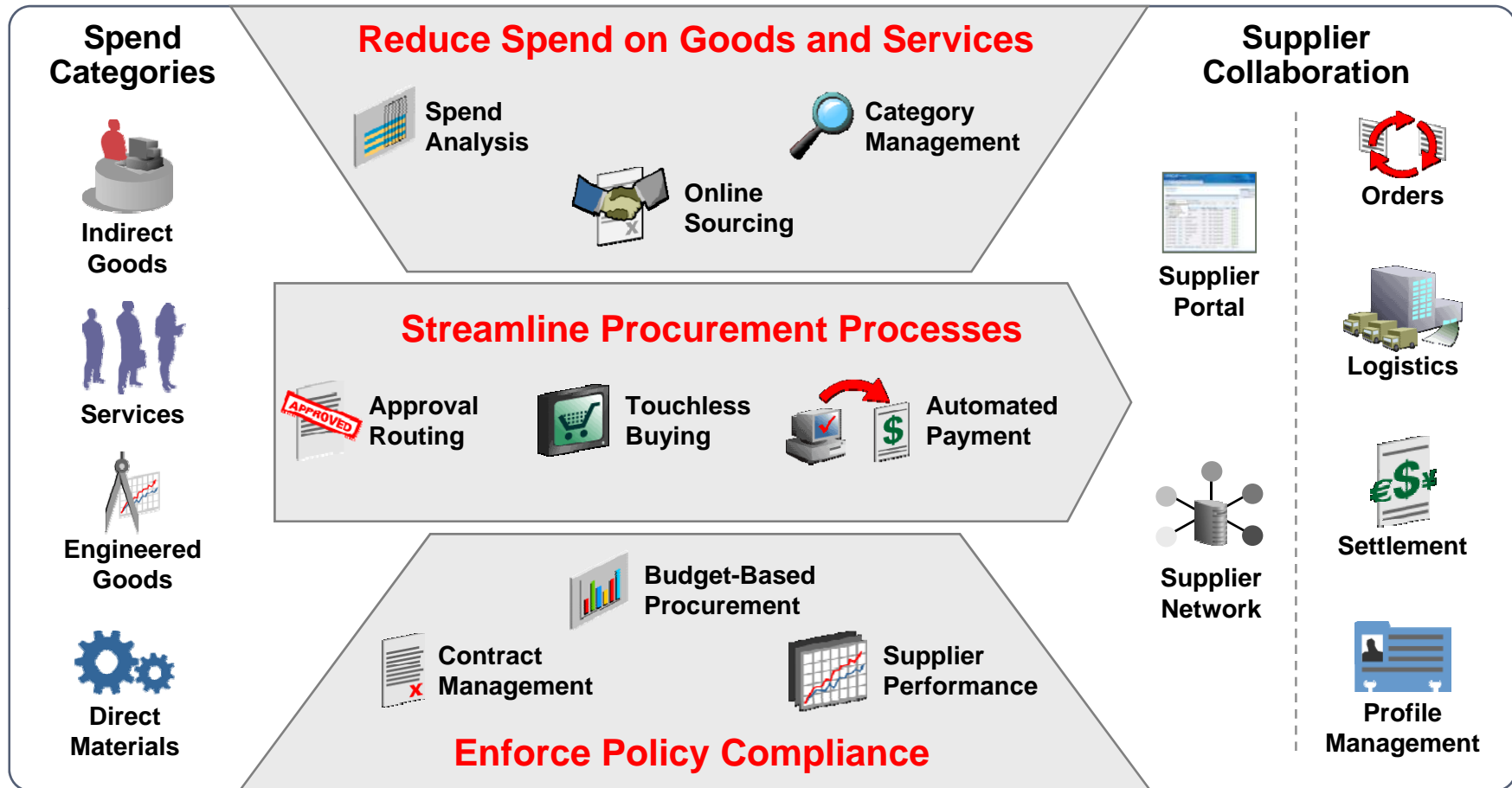
- Negotiation style drives line types, price breaks, differentials and complex payment controls.
- Two-Stage RFQ for Technical and Commercial evaluations.
- Complex contracts payments allows you to negotiate advances, recoupment, retainage rate, and payment schedule.

Other Implementation Topics



- Choose the domain name for the external server.
 - i.e. **isuppliercompany.com** or **companyprocurement.com**
- Personalize the login page and other attributes.
 - Backup and replace FNDSSCORP.gif with a corporate logo.
 - Replace Global and People images, set the Privacy and Copyright text.
 - Set the Default Enterprise Name to *Your Company*.
 - Update help text with corporate information.
 - Rename the external functions display names.
- Schedule Supplier Summits after go-live.

Advanced Procurement



Questions and Answers

Thank You!

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