Infor Lawson Strategic Sourcing

Sourcing for an optimal balance

Sourcing products and services places an enormous, even overwhelming, burden on your purchasing staff. Naturally, you want the highest possible quality and service at the lowest total cost. To consistently achieve these sometimes-conflicting objectives while making the best use of staff time, you need a powerful ally: Infor™ Lawson Strategic Sourcing. This application from the Infor Lawson Supply Chain Management suite for healthcare enables your organization to use best practices and saves you time through the full sourcing lifecycle, from bid creation through award. Infor Lawson Strategic Sourcing has been designed to help simplify the process of doing business with your suppliers and vice versa.

Benefits

Put Infor Lawson Strategic Sourcing to work for your organization, and take a major step toward reducing costs, decreasing manual tasks, and improving the ability to manage the acquisition of goods and services. Specific key benefits from using Strategic Sourcing include:

- Driving immediate and long-term cost savings by improving spend management.
- Giving suppliers convenient access to bid invitation details and the bid submission process through a secure, easy-to-use supplier portal.
- Providing an easier, faster means for creating bid requests, distributing to suppliers, analyzing responses, and awarding bids.
- Accelerating and streamlining sourcing processes via customizable workflows set up to comply with your organization's approval policies as well as regulatory requirements.
- Fostering broader supplier participation, potentially receiving higher quality responses, and stimulating greater competition, helping to meet your supplier diversity goals.
- Eliminating many paper-based request-for-bid processes through online notifications, bidding, negotiations, and responses to supplier inquiries.
- Automating relationship management.

Features

Integrated with other Infor Lawson Supply Chain Management applications, Strategic Sourcing offers many valuable features and functions.

Flexible configuration

- Standardize bid information by establishing terms and conditions, award reasons, and categories.
- Simplify electronic RFx and bid creation with event templates and reusable supplier questions.
- Create and apply standard reason codes for awarding bids, allowing you to easily categorize, track, and monitor awards.
- Establish a library of event templates for commonly required types of bids.
- Set up routinely asked questions for specific sourcing events.
- Request supporting documents as attachments.
- Create commodity code hierarchies with up to six levels.

Bid requests/invitations

- Create bid requests that match your business processes or regulatory requirements.
- Request quotes, information, or proposals (sealed or unsealed).
- Automatically generate online requests based on requisitions.
- Tie requests to industry-standard classification structures, such as NIGP and UNSPSC.
- Maintain control by specifying full accounting distribution structures, tying event lines to activities or assets.

- Set up reverse auctions to encourage greater supplier competition.

Open event management

- Review all open events, filtered by a variety of criteria, including company, event type, buyer, and status.
- View a list of all supplier responses, filtered by event and/or supplier.
- Simply click an item to view supplier response detail.

Bid analysis

- View and analyze supplier responses side by side.
- Weight criteria and analyze bids based on criteria beyond price.
- Award sourcing events and automatically create agreements or purchase orders.

Supplier performance

- Define a set of ratings for the evaluation of supplier performance.
- Supplement supplier evaluations with additional metrics to calculate overall supplier performance ratings.
- Compare and select among suppliers based on empirical data.
- Share performance feedback with suppliers through the supplier portal.

Supplier portal

- Distribute bids openly and efficiently through your organization's web site.
- Invite potential suppliers to register for bids through an easy-to-use process.
- Allow suppliers to provide and maintain qualifying details about their company, including which commodities they provide to ensure notification of appropriate sourcing events.
- Allow suppliers to preview upcoming bids and submit their responses electronically, using only a standard web browser.
- Answer supplier questions and maintain an open dialogue through a Q&A board.

Spend management reports

- Manage your spend and supplier community more effectively through greater visibility into what you've purchased and from whom.
- Track events and report on purchases by commodity and diversity codes.

641 Avenue of the Americas
New York, NY 10011
800-260-2640
infor.com

About Infor.

Infor is the world's third-largest supplier of enterprise applications and services, helping more than 70,000 large and mid-size companies improve operations and drive growth across numerous industry sectors. To learn more about Infor, please visit www.infor.com.

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INF1230697-1289289-EN-US-0113-1