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Maximize the Power of PeopleSoft Procurement Contracts and Strategic Sourcing Events

Bob Block
PeopleSoft Product Strategy Director
Purchasing, Strategic Sourcing and Supplier Contract Management

July 18, 2019

Session #102120



Safe Harbor Statement

The following is intended to outline our general product direction. It is intended for information purposes only, and may not be incorporated into any contract. It is not a commitment to deliver any material, code, or functionality, and should not be relied upon in making purchasing decisions. The development, release, timing, and pricing of any features or functionality described for Oracle's products may change and remains at the sole discretion of Oracle Corporation.



Maximize the Power of PeopleSoft Procurement Contracts and Strategic Sourcing Events Agenda:

- Strategic Sourcing Events
- Procurement Contracts
- Demo Enhancements to Image 30
- Payment Analysis
- 5 Additional Resources
- 6 Q & A

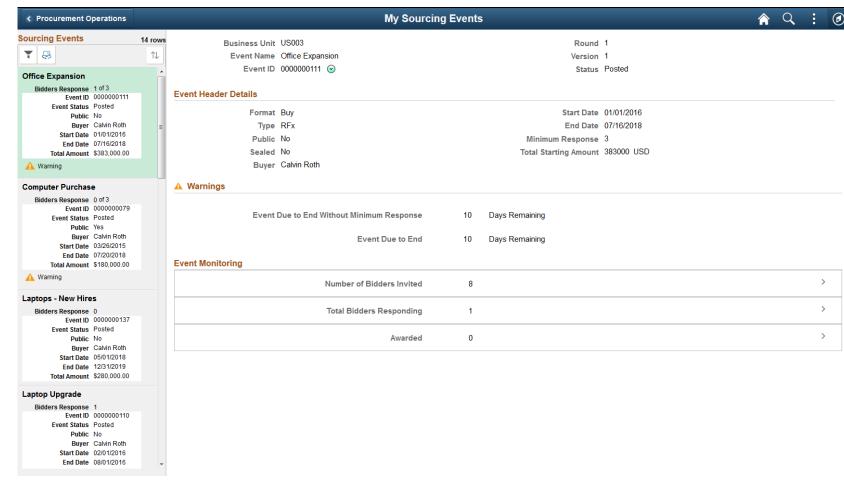




Maximize the Power of PeopleSoft Procurement Contract and Strategic Sourcing Events

My Sourcing Events

- Tailor Search Results
 - Configurable UserPreferences
- Notifications
 - Event Due to End
 - Minimum Bid Responses
- View Activity
 - Invitations Accepted
 - Responses (not Sealed)
 - Award Summary

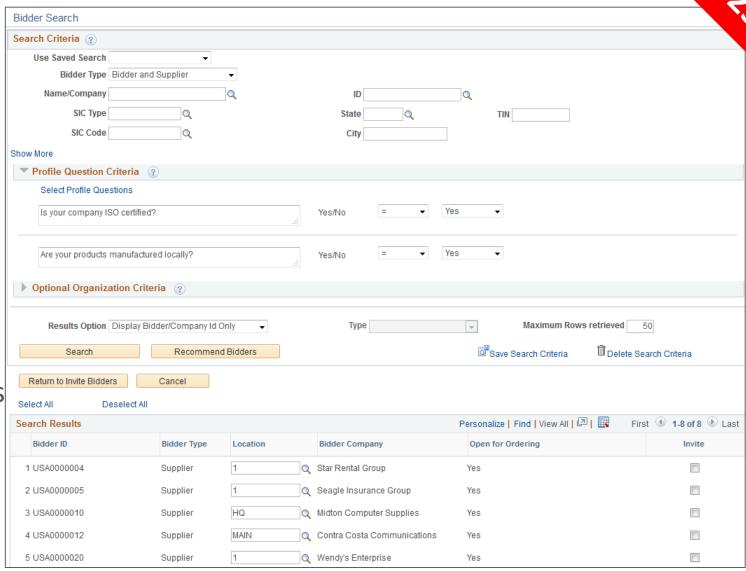




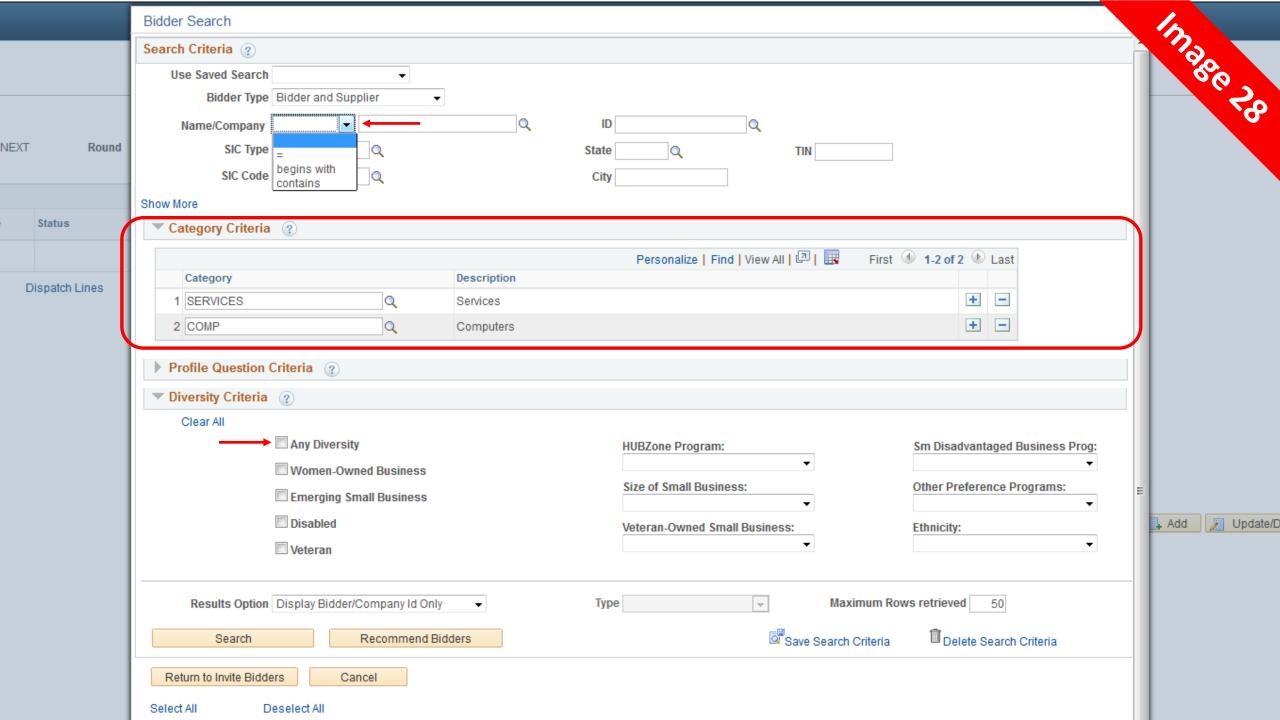
Efficiently Search and Invite Most Appropriate Bidders

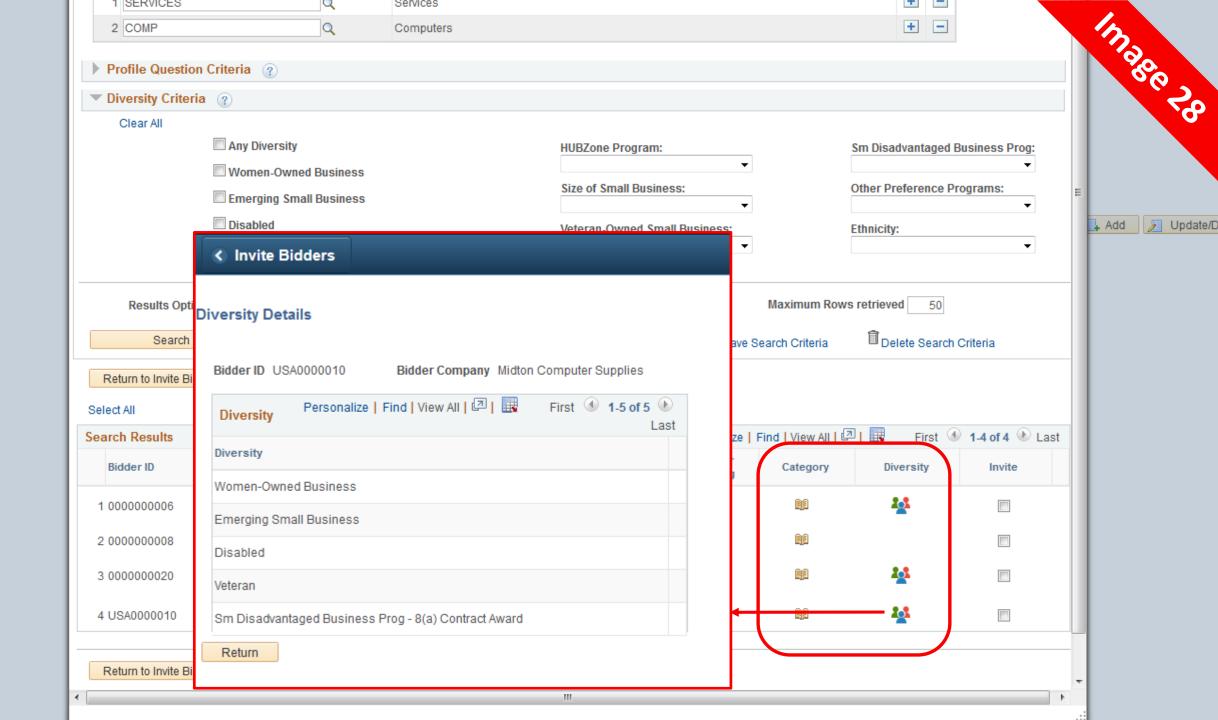
Bidder invitation enhancements

- Combined search to include both Bidder's and Supplier's
- Common search fields are prominently displayed
- Search based upon configurable profile questions
- Improved SIC search
- Select multiple Bidders/Suppliers during a single search
- Option to search Suppliers NOT Open for ordering



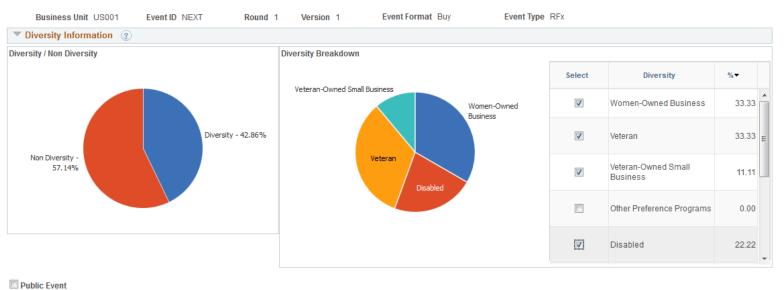






Create an Event

Invite Bidders



Bidder Invi	Bidder Invitation List ② Personalize Find View All 🖾 👪 First 🕚 1-7 of 7 🕪 Last									Last
Select	Bidder ID	Bidder Type	Status	Location	Bidder Company	Category	Diversity	*Dispatch Method		
	0000000006	Bidder		1	DavisScott	86	201	Email ▼		-
	8000000000	Bidder		1	Oxford Computer Inc			Email ▼		_
	0000000020	Bidder		1	666666666		24	Email ▼		
	USA000010	Supplier		HQ	Midton Computer Supplies		24	Print •		_
	ITV0000047	Supplier	Approved	MAIN	Dellio Computer Corporation			Email ▼		_
	ITV0000046	Supplier	Approved	MAIN	Compact Computer Corp			Email ▼		_
	USA0000020	Supplier	Approved	1	Wendy's Enterprise			Email ▼		

Search for Bidders

Dispatch Lines

Save Bidders as Group

Save Event Changes

G0 GoTo

< Return to Event Overview

PeopleSoft Self-Service Supplier Portal Solutions

Purchasing / Payables

- Self-Service Supplier / User Registration
- Initiate Change Requests
- FAQ's / Contact Us
- Events and Announcements

eSupplier Connection

- Access PO's and Acknowledge
- Submit Change Orders
- Submit ASN's / View Receipts
- View Performance metrics

eSettlements

- Create Invoices
- View invoice lifecycle
- Dispute and resolve collection issues
- View real-time analytics

Strategic Sourcing

- Self-Service Bidder Registration
- View public and invited Events
- Accept and respond to Events
- View and post on Event Forums
- Receive Event Notifications

Supplier Contract Management

- Review and redline documents
- Electronically sign documents
- Monitor and update
 Documents & Agreements

Secure role-based access for your suppliers

Integrated with Procure-to-Pay

License only what you need













Welcome to BST Supplier Portal



Welcome to the BST Supplier Portal. Here is where you will find all the information needed to build a great business collaboration. This site will allow unparalleled opportunities to build your business around BST's diverse procurement needs. Clicking ...

User Registration



View Registration Options.

Bidding Opportunities



05 Opportunities

Events Calendar



02 Calendar Events

Announcements



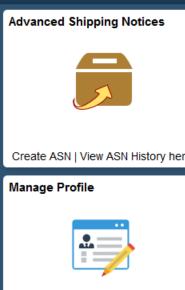
04 Announcements

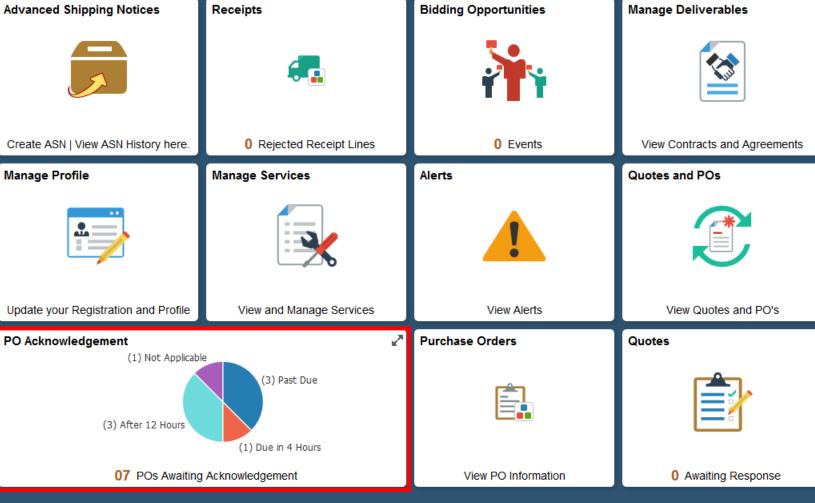
FAQs | Contact Us



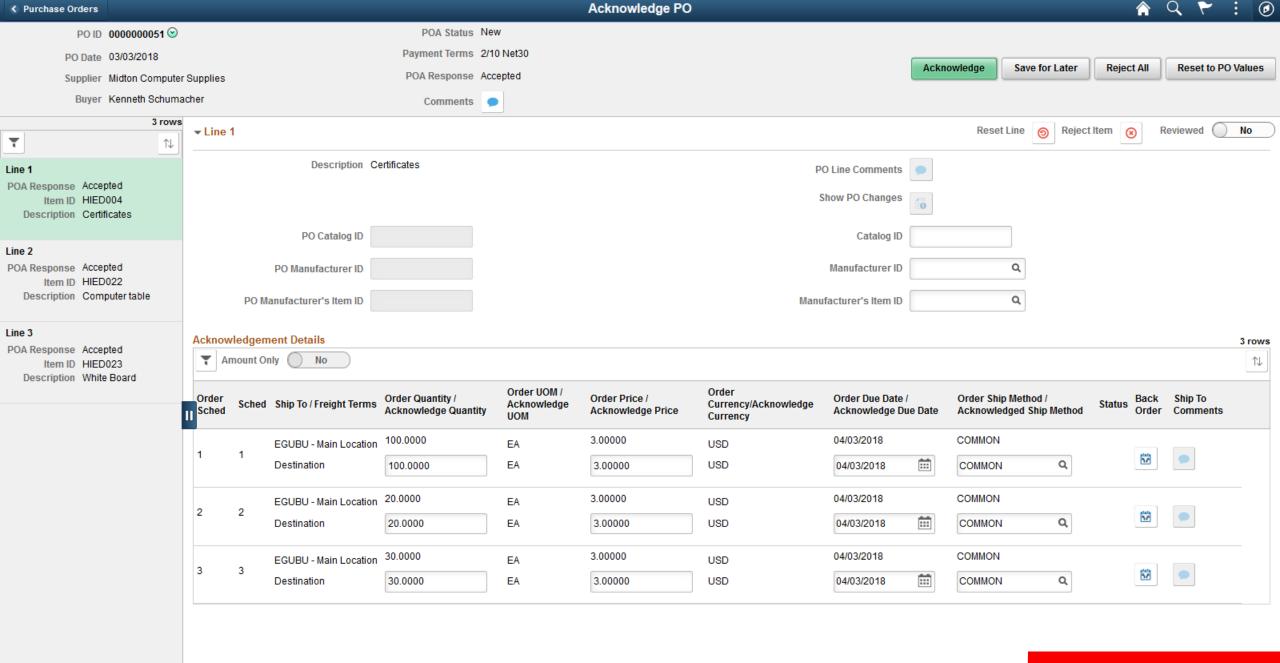
Get helpful information here.







• •







Welcome to BST Supplier Portal



User Registration



View Registration Options.

Bidding Opportunities



07 Opportunities

Events Calendar



O Calendar Events

Public and Secure



Announcements



04 Announcements

FAQs | Contact Us



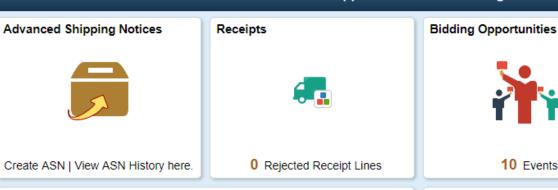
Get helpful information here.

New Tiles

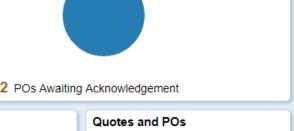
- Notice of Intent to Award (NOIA)
- Awarded Events
- Manage Contract **Documents**
- Manage Deliverables



▼ Supplier Secure Home Page















10 Events

Update your Registration and Profile

Manage Services



View and Manage Services

Secure Notice Of Intent Award

Invoices and Payments





06 Notices in 90 Days

Awarded Events Manage Contracts Documents



01 Award(s) in 90 days

Alerts

Non Award in 90 days



03 Pending Review/Signature

Manage Deliverables



02 Incomplete Deliverables

Maximize the Power of PeopleSoft Procurement Contracts and Strategic Sourcing Events Agenda:

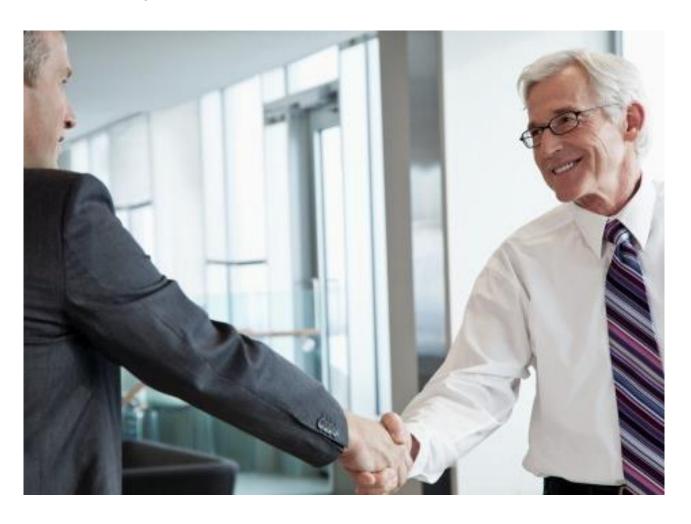
- Strategic Sourcing Events
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- Demo Enhancements to Image 30
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PeopleSoft Procurement Contracts Establish Guidelines

Establish, Transact and Monitor



- Pricing for Items and/or Categories
- Payment Terms and Conditions
- Timeframe (Begin/End/Renewal)
- Controls (Max Spend and Threshold Alerts)
- Awards from RFQ/Strategic Sourcing

Transact Against

- Requisitions
- Purchase Orders
- Vouchers
- Maintenance Management
- Inventory (Replenishment)

Monitor Activity

- PO Release Summary
- Procurement Spend Analysis
- Payment Analysis



Maximize the Power of PeopleSoft Procurement Contracts and Strategic Sourcing Events

Enhancements to Procurement Contracts

Image 30:

- 1. Manufacturer and Distributor Contracts
- 2. Flexible Ship To Pricing
- 3. Enhanced User Experience
- 4. UPN on Procure to Pay Transactions
- 5. Punchout and Ad hoc Item Pricing







Compliance

- Enforce T&C, Policy and Pricing
- Standardized Process
- Reduces Maverick purchases
- Integrated with ePro, PO and Supplier Contract Management



Visibility

- Contract and Agreements are accessible online
- Track Spend (MFG & DIST)
- Thresholds and Notifications
- Payment Analysis (Image 32)



Usability

- Enhances existing business process
- Configurable/Flexible Pricing
- Automatically selects the right contract (ePro and PO)
- Minimal End User Training



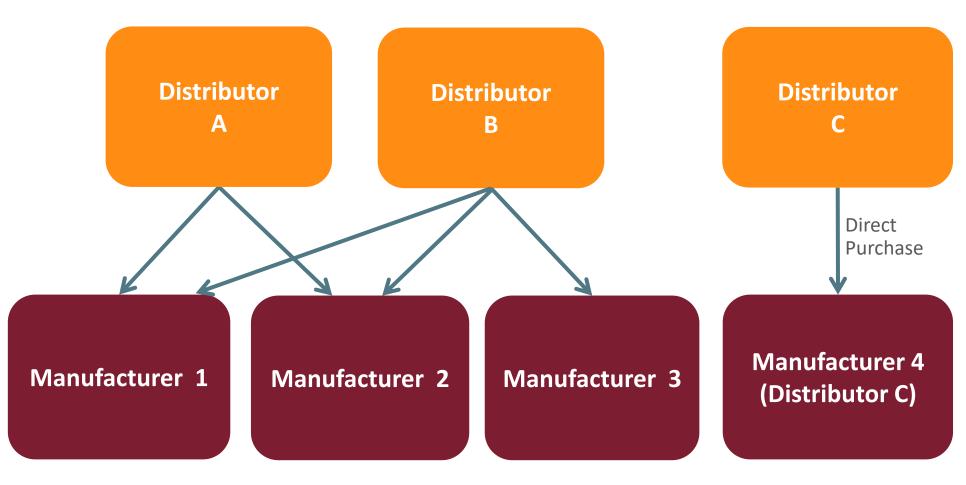
Manufacturer and Distributor Contracts

Distributor

- Begin/Expire Dates
- Terms & Conditions
- Mark Ups/Downs
- Track Spend
- Notifications

Manufacturer

- Begin/Expire Dates
- Items/Base Prices
- Thresholds
- Track Spend
- Notifications





Enhancements to Procurement Contracts

Image 30:

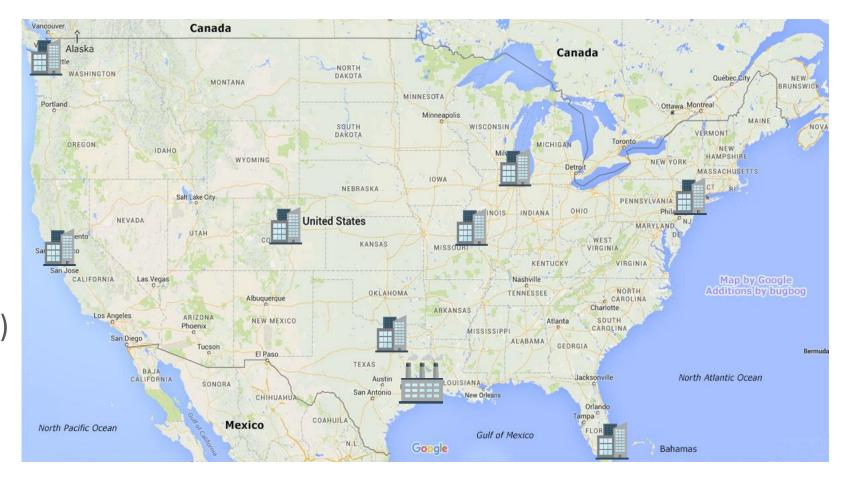
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- 2. Flexible Ship To Pricing
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PeopleSoft Procurement Contracts Flexible Ship To Pricing

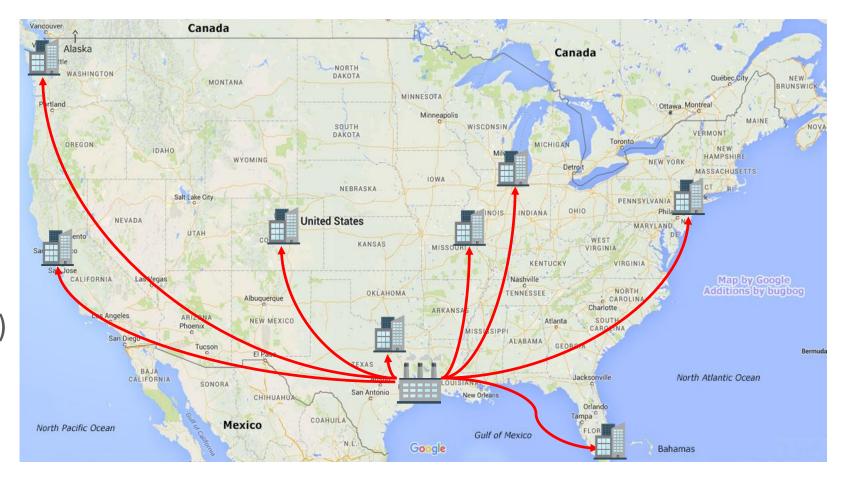
- Establish Base Price
- Mark Up/Down
 - 1. Business Unit
 - 2. Ship To
 - 3. Contract Domain (Group of Ship To's)





PeopleSoft Procurement Contracts Flexible Ship To Pricing

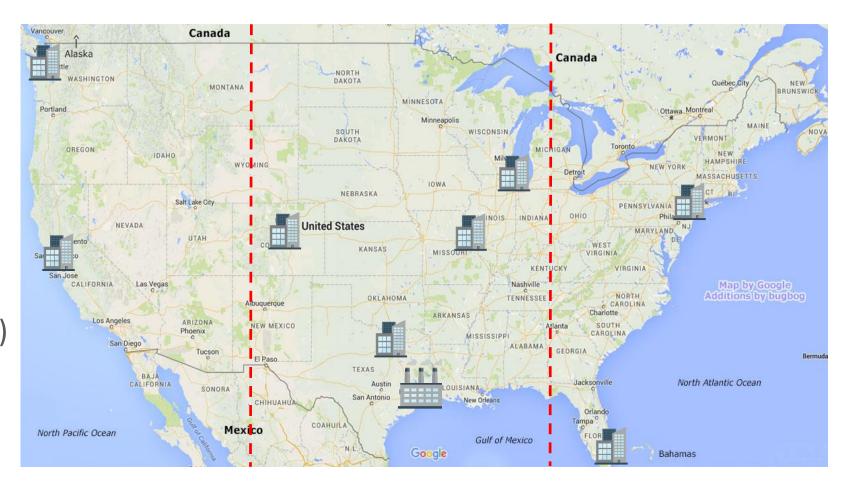
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PeopleSoft Procurement Contracts Flexible Ship To Pricing

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Enhancements to Procurement Contracts

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Enhanced User Experience

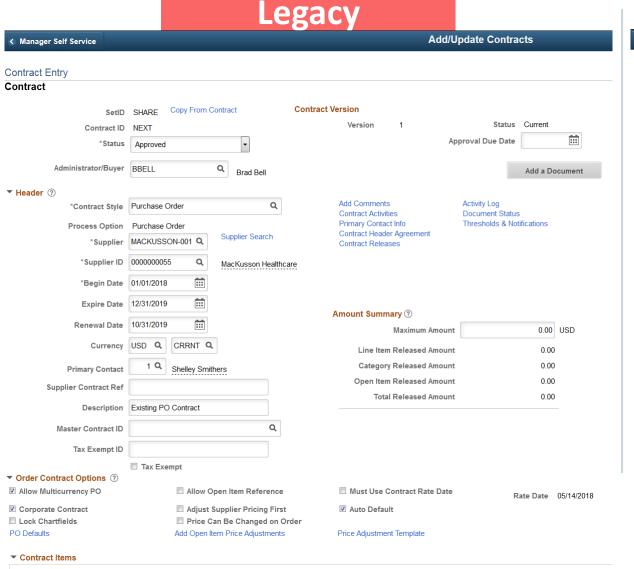
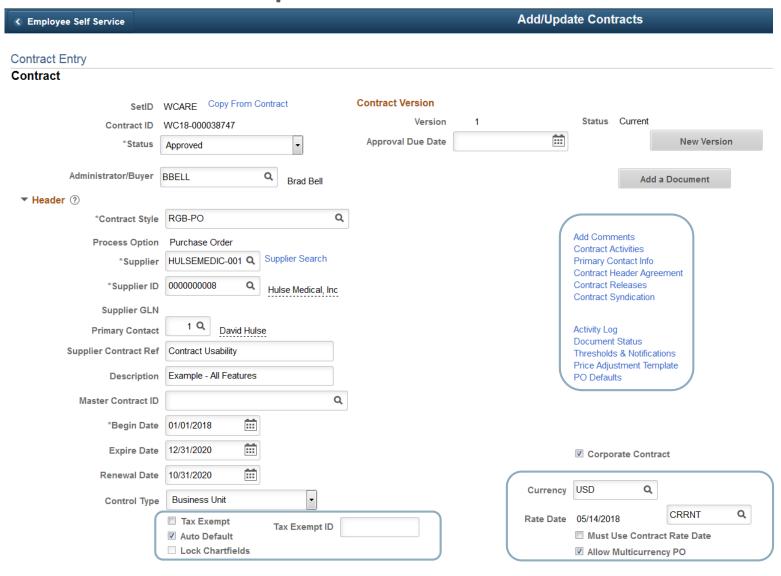


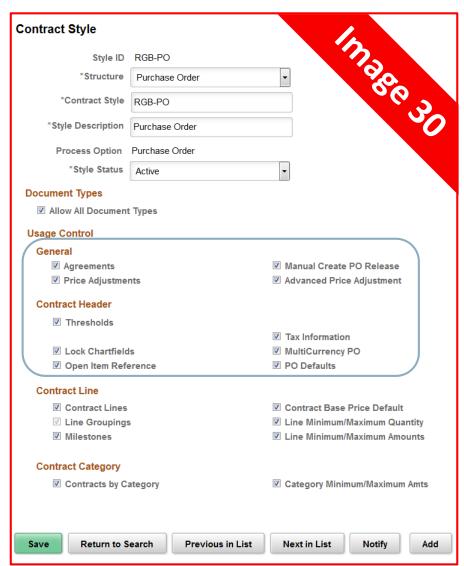
Image 30 Add/Update Contracts **←** Employee Self Service Contract Entry Contract SetID WCARE Copy From Contract **Contract Version** Status Current Version Contract ID NEXT **Approval Due Date New Version** *Status Approved Administrator/Buyer BBELL Add a Document ▼ Header ?? Q *Contract Style Purchase Order Add Comments Process Option Purchase Order Contract Activities *Supplier OFEN&MAJOR-00 Q Supplier Search Primary Contact Info Contract Header Agreement *Supplier ID HC10000 Contract Releases Ofens and Major Contract Syndication Supplier GLN **Primary Contact** Tom Perkens Retention Activity Log Supplier Contract Ref PO Contract **Document Status** Thresholds & Notifications Description Contract Usability Price Adjustment Template PO Defaults Master Contract ID Q *Begin Date 01/01/2018 Expire Date 12/31/2020 Corporate Contract Renewal Date 10/31/2020 Currency USD Q Control Type Ship To CRRNT Q Rate Date 05/14/2018 Tax Exempt Tax Exempt ID Auto Default Must Use Contract Rate Date Lock Chartfields Allow Multicurrency PO

Contract Control

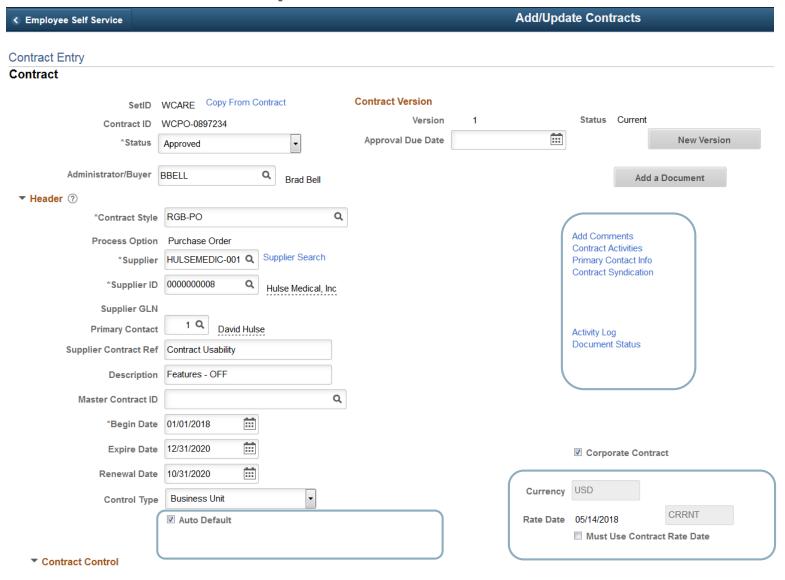
▼ Ship To

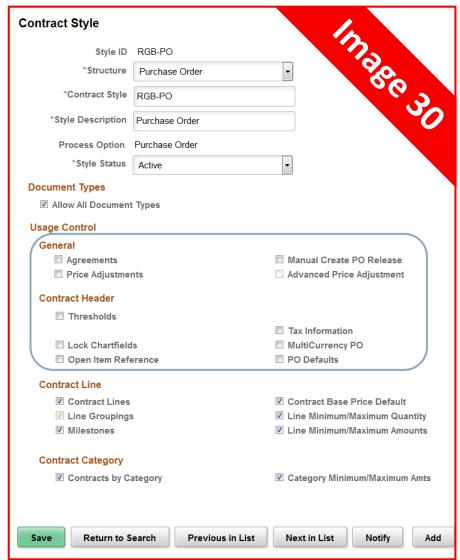
PeopleSoft Procurement Contracts Enhanced User Experience





PeopleSoft Procurement Contracts Enhanced User Experience





Enhancements to Procurement Contracts

Image 30:

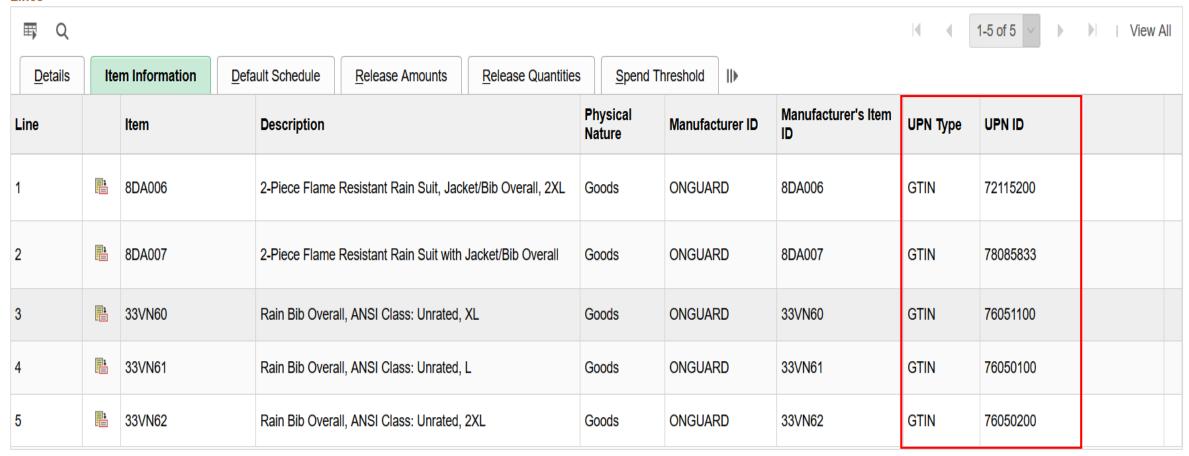
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PeopleSoft Procurement Contracts UPN on Procure to Pay Transactions

Lines





Enhancements to Procurement Contracts

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PeopleSoft Procurement Contracts Punchout and Ad hoc Item Pricing

Are you being charged the correct price for your Punchout Items?



Punchout



PO Contract

- Always Use Punchout Price
- Always Use Contract Price
- Use Punchout Price if Lower



Discrepancy Report

- Stores Item/Price differences
- Audit History
- Used to renegotiate pricing



ORACLE"

Report ID: User ID:

Run Control:

PVX5000

VP1

MARK

PeopleSoft eProcurement

Punchout and Contract Price Discrepancy Report

Page: 1

Run Date: 10/19/2018

Run Time: 13:00:16 PM

Report Parameters	
Business Unit	US001
To Business Unit	US001
From Date	2018-10-10
Through Date	2018-10-11
Contract SetID	SHARE
Contract ID	
To Contract ID	
Price Discrepancy Option	All
Supplier SetID	SHARE
Supplier ID	

Supplier: Bike Shopper

BU Req ID	Date	Line	Description	Category	Mfg ID	Mfg Item ID	Supplier Item ID	Transaction Price	Punchout Price
US001/ 0000000868	2018-10-10	2	Tripp Lite High Speed HDMI Cable Digital Video w Audio UHD 4K x 2K M M 6	All Items		P568-006	755135	\$9.90 USD	\$9.89 USD
			Contract SetID SHARE	Contract ID POC0402	Version 1	Contract Line	Contract Price \$9.90 USD	Discrepancy Amount (\$0.01) USD	Discrepancy Percent -0.10%
US001/0000000869	2018-10-10	2	Tripp Lite High Speed HDMI Cable Digital Video w Audio UHD 4K x 2K M M 6	All Items		P568-006	755135	\$9.90 USD	\$9.89 USD
			Contract SetID SHARE	Contract ID POC0402	<u>Version</u>	Contract Line	Contract Price \$9.90 USD	Discrepancy Amount (\$0.01) USD	Discrepancy Percent -0.10%
US001/ 0000000870	2018-10-10	2	Tripp Lite High Speed HDMI Cable Digital Video w	All Items		P568-006	755135	\$9.90 USD	\$9.89 USD





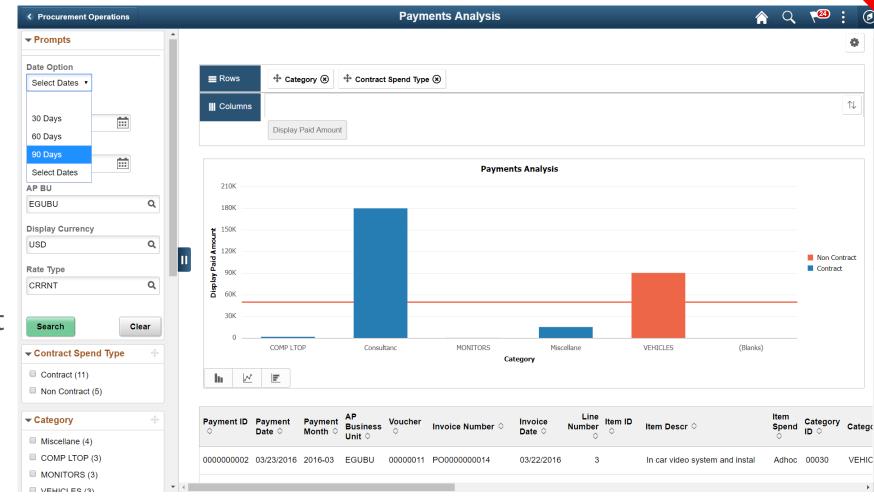
PeopleSoft Procurement Spend Payment Analysis

Key Benefits

- Real Time
- Analyze Payments vs Procurement Activity
- Data resides in PS

Key Features

- Contract vs Non-Contract
- PO vs Non-PO
- Several other facets
- Security Controlled

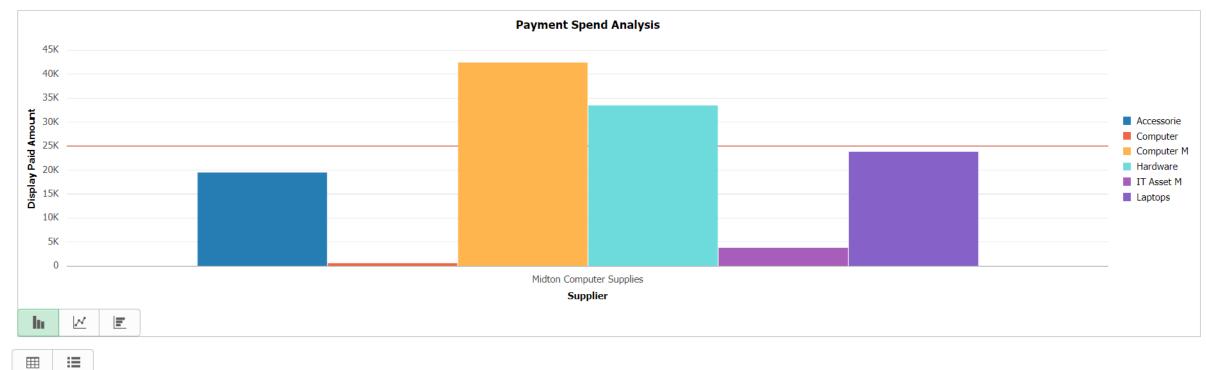




Mage

PeopleSoft Procurement Spend Payment Analysis







PeopleSoft – Supplier Lifecycle Management Continuous Investment – Non Exhaustive

Strategic Sourcing:

- Fluid Response to Bid Opportunities
- Fluid Event Analysis
- Event Reminder Notifications

Supplier Contract Management:

- Document Management Permissions
- Embed Attachments into documents for digital signatures (Adobe Sign)

Purchasing:

- Supplier Classification and Certificate Management
- Sync functionality between Supplier Registration and Change Requests
- Tag Assets during Inspection or after PO Receipt
- PCard Maintenance and Processing
- PO Dispatch Visibility to undelivered Emails
- Ability to automatically load and update Procurement Contracts
- Multiple Supplier Scorecarding Enhancements



PeopleSoft's Return-To-Vendor Process: It's Not As Scary As You Think!

Upcoming Session – 102130

PeopleSoft RTV Process

Thursday, July 18 1:45 PM – 2:45 PM DaVinci AB







PeopleSoft's ERP Product Team Panel Discussion

Upcoming Session – 102170

PeopleSoft ERP Panel Discussion

Thursday, July 18
3:00 PM – 4:00 PM
International Ballroom E

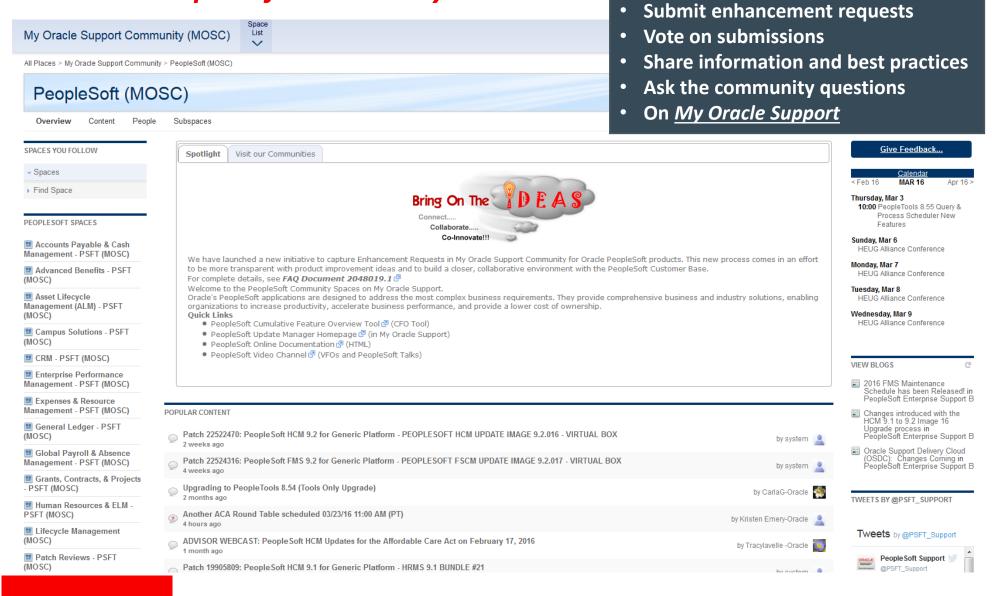






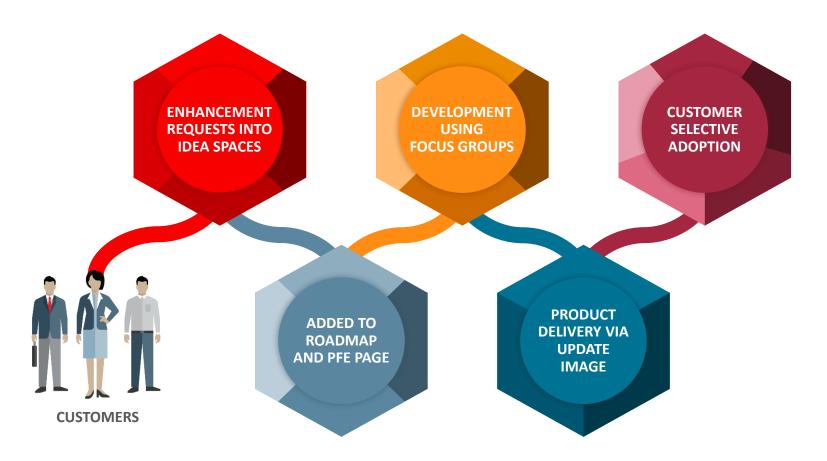
Get Connected and Stay Informed

Be Heard! PeopleSoft Community Ideas



Your Input Drives Us

Customer Driven, Rapid Innovation Cycles



- Direct input from customers.
- Agile, iterative development cycles.
- Frequent product deliverables.
- Flexible, lower cost consumption.

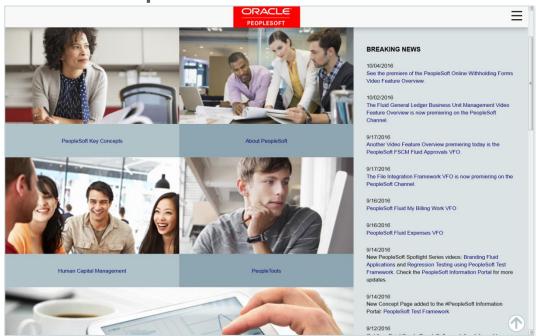
Idea to Impact in Months Not Years



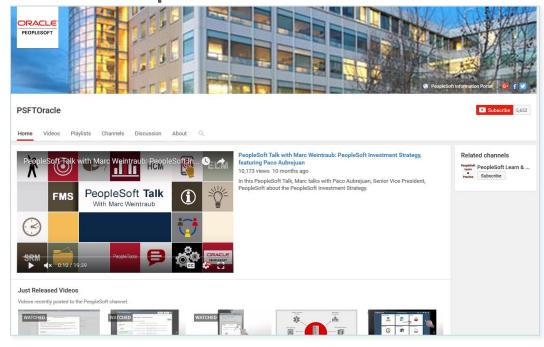
Get Connected and Stay Informed

Key PeopleSoft Information Sources

PeopleSoft Information Portal



PeopleSoft YouTube Channel







Oracle PeopleSoft Development
Group



Blogs

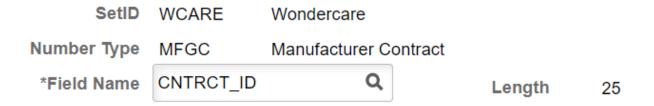




ORACLE®

Auto Numbering

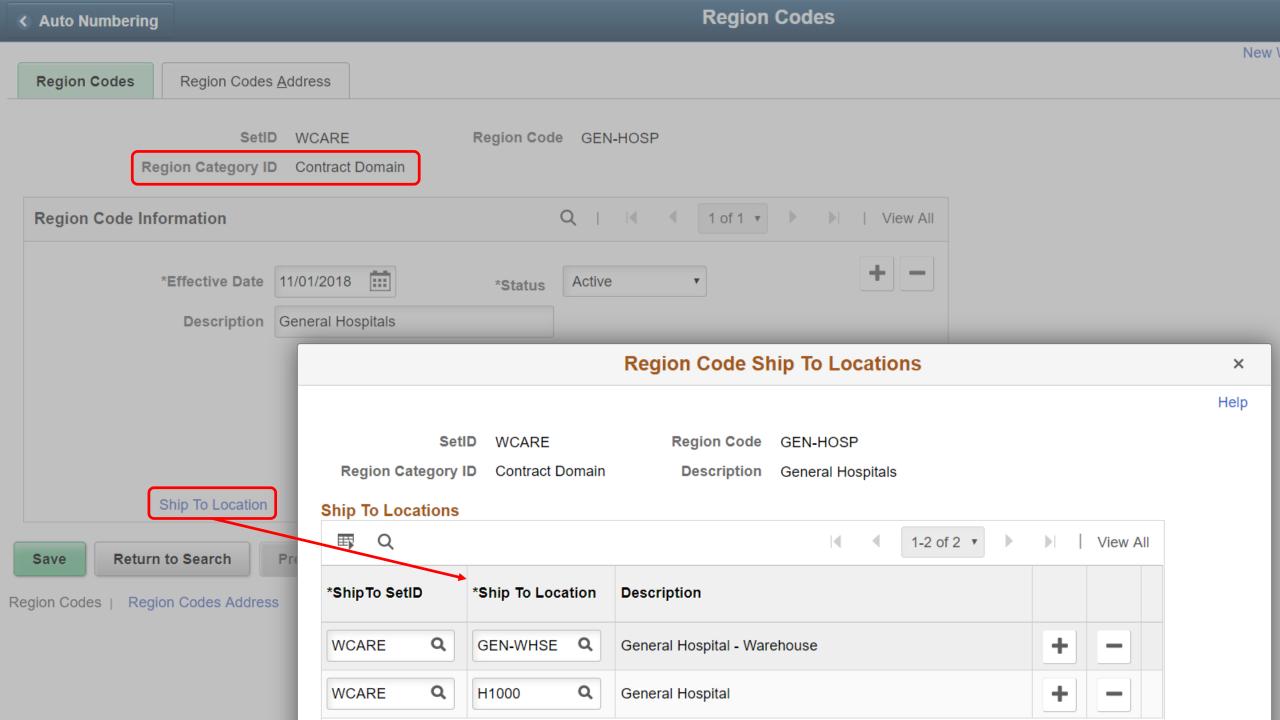
Auto Numbering



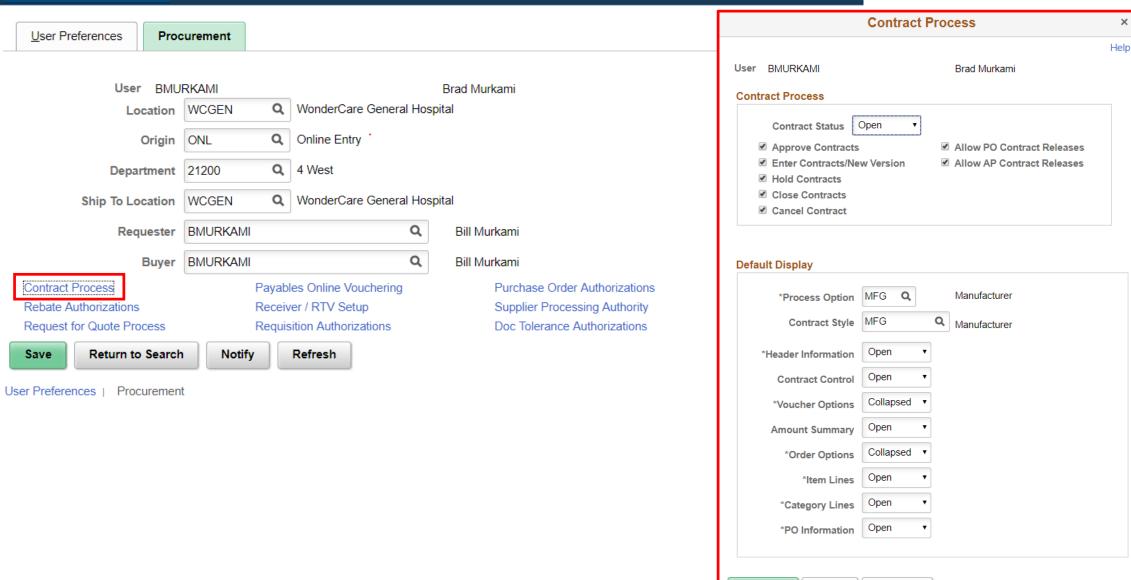
Automatic Numbering Details







€ Employee Self ServiceDefine User Preferences

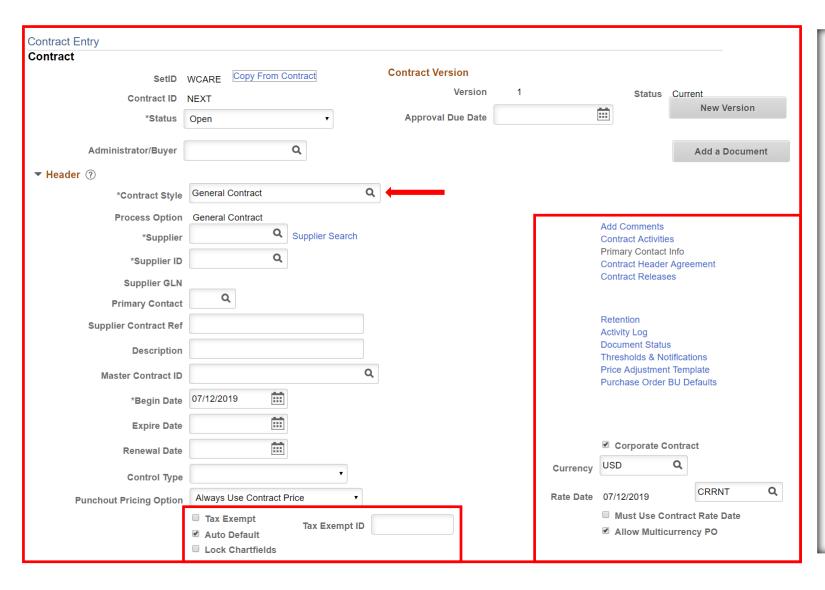


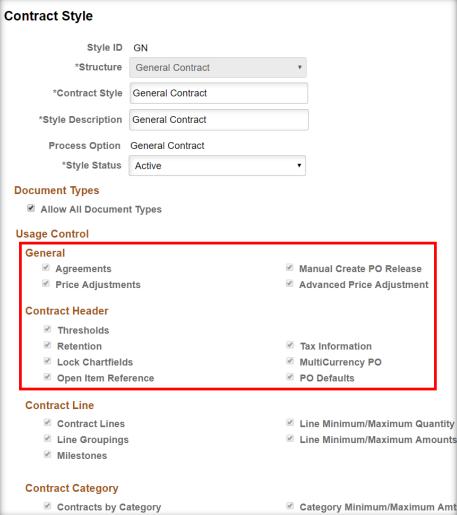


Cancel

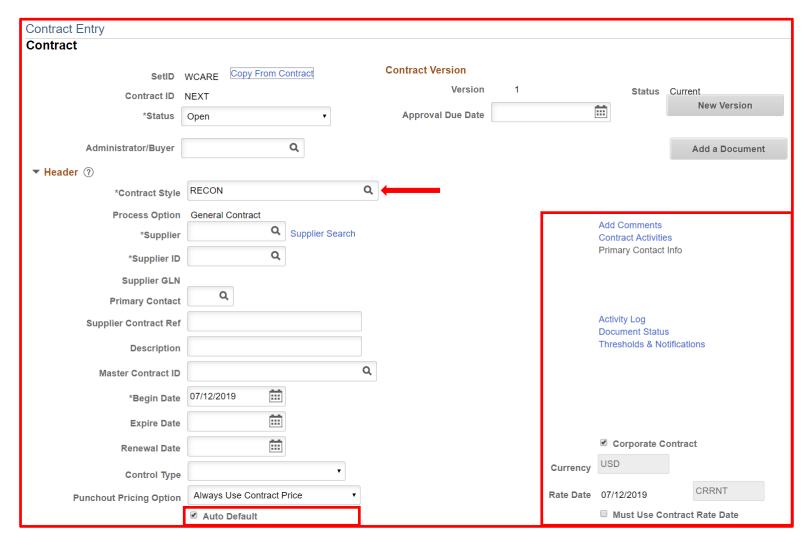
Refresh

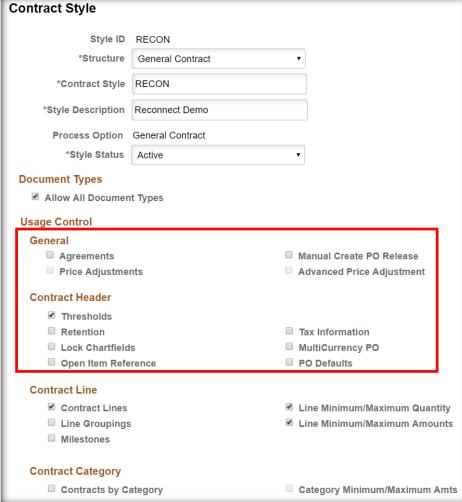
OK





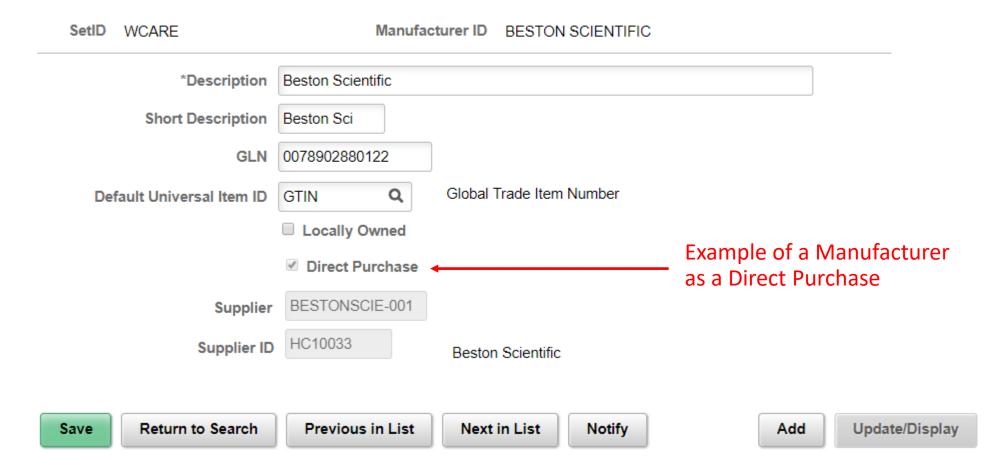






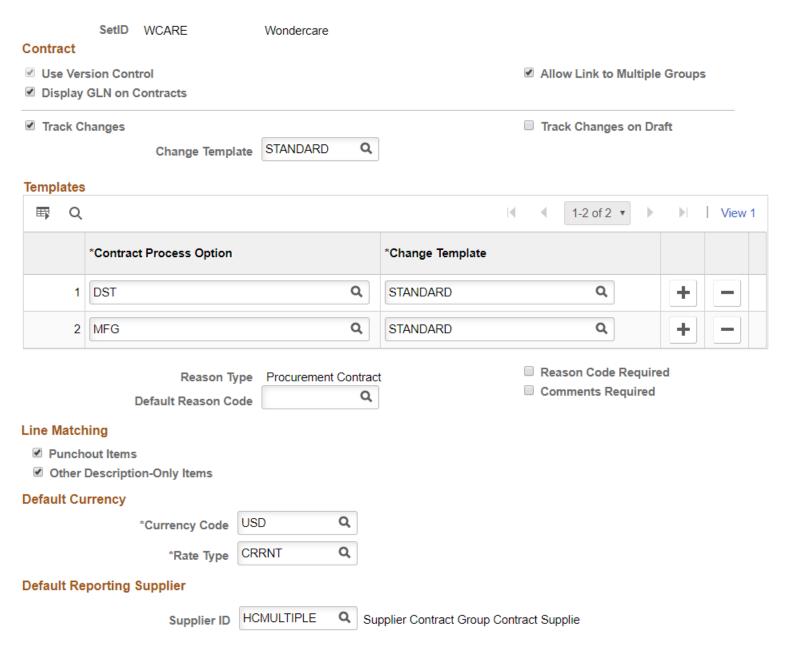


Manufacturers





Contract and Vendor Rebate Controls





Default Currency

*Currency Code USD Q

*Rate Type CRRNT Q

Default Reporting Supplier

Supplier ID HCMULTIPLE Q Supplier Contract Group Contract Supplie

Contract Usage

Options

Control Type	Access	Markup		
Business Unit	•	€		
Contract Domain	€	€		
Ship To	•	€		

Auto Numbering

✓ Use Autonumbering
 ✓ Master Contracts
 ✓ Group Contracts
 ✓ Special Purpose Contracts
 ✓ Manufacturer Contracts
 ✓ Distributor Contracts
 ✓ Last Contract ID 0000000001
 ✓ Last Group Contract ID GRP0000102
 ✓ Last Special Purpose Contract ID SPC0000201
 ✓ Last Manufacturer Contract ID WMF0000008
 ✓ Last Distributor Contract ID WDS0000007

Vendor Rebates

Last Rebate ID 1 (Default Sequence)

 Last Claim ID
 8

 Amount Tolerance Over
 10000.00

 Amount Tolerance Under
 10000.00

(Default Sequence)

Percentage Tolerance Over

Percentage Tolerance Under 10.00

10.00



52

200,000.00

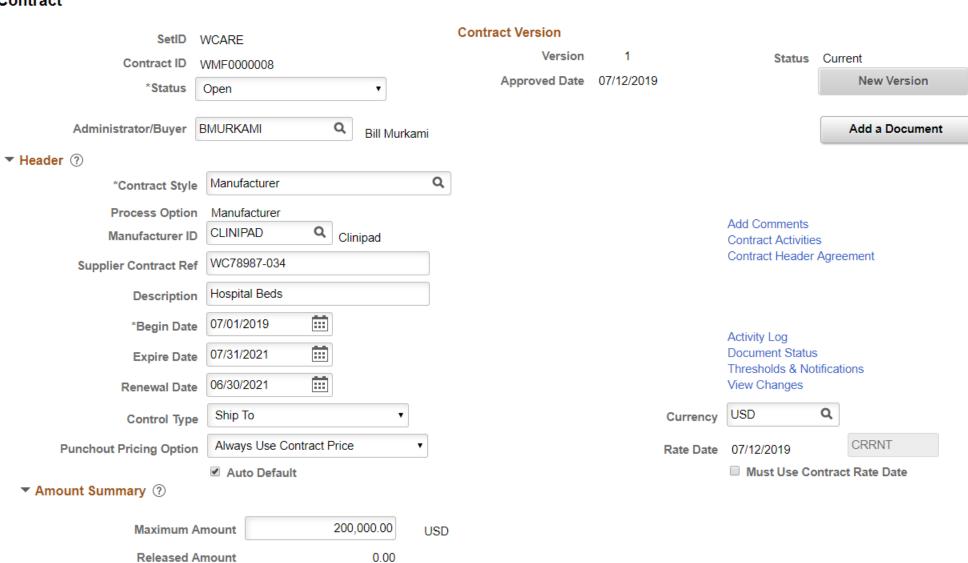
100.00

Contract Entry

Remaining Amount

Remaining Percent

Contract





Distributors

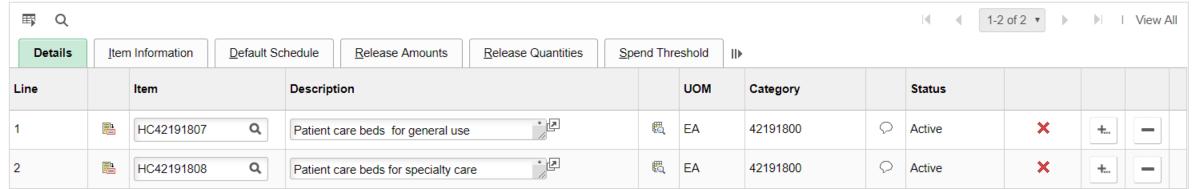


▼ Contract Items

Catalog Search Search for Contract Lines Item Search



Save



View Category Hierarchy

Category Search

ORACLE

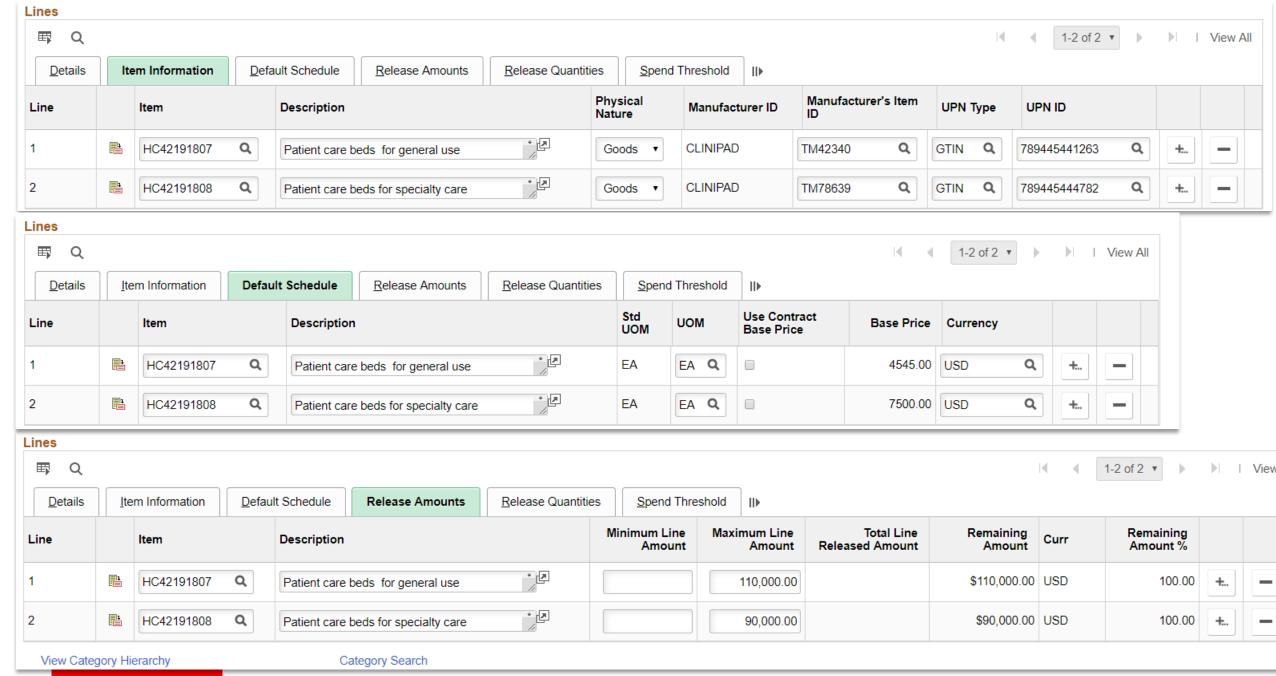
Return to Search

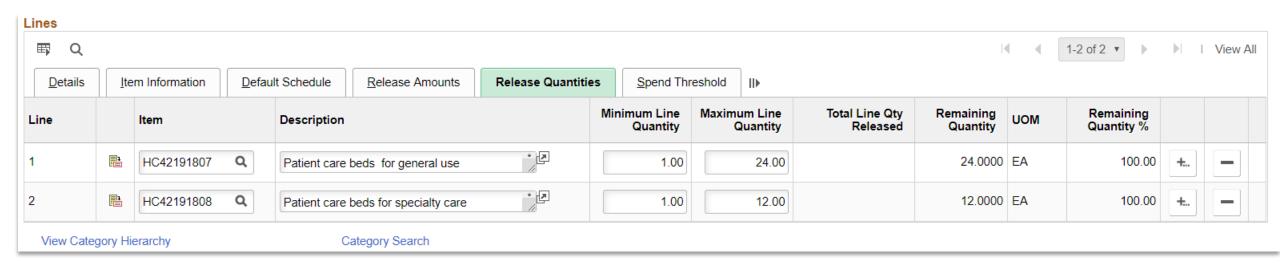
Previous in List

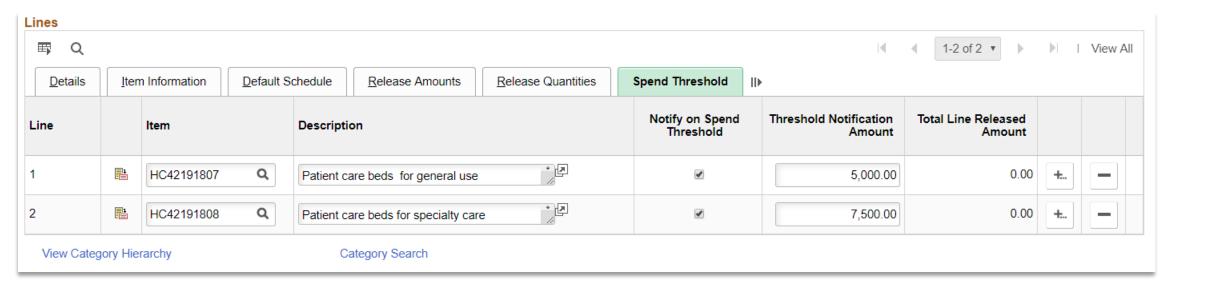
Notify Next in List Refresh

Update/Display Add

Correct His



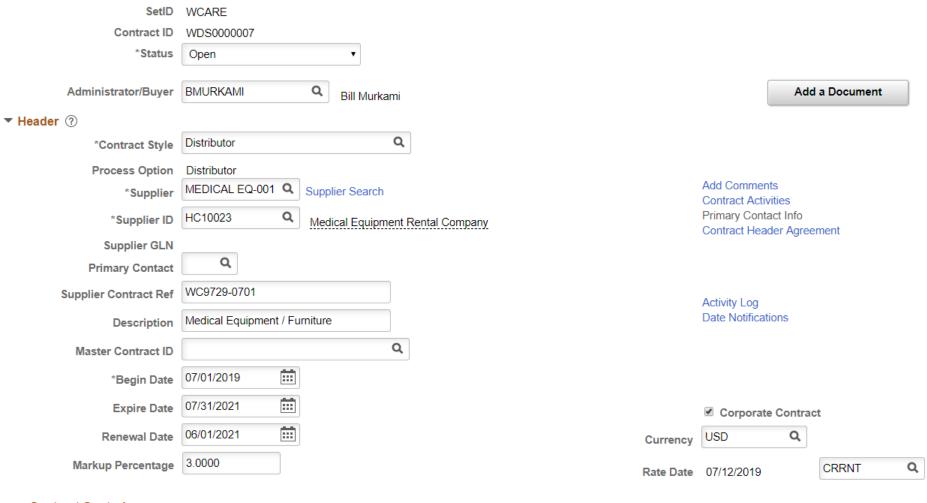






Contract Entry

Contract



▼ Contract Control

▼ Business Unit





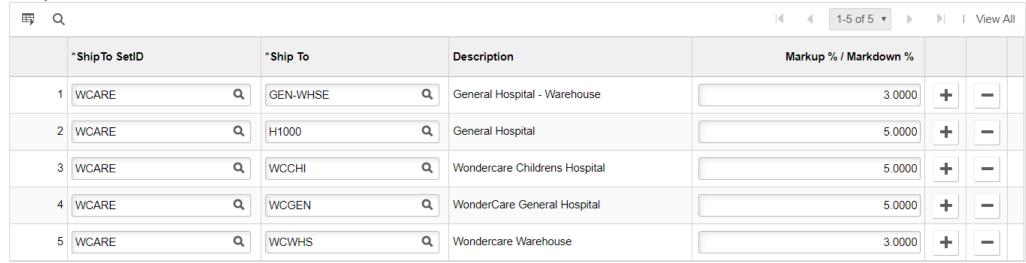
▼ Business Unit



▼ Contract Domain



▼ Ship To







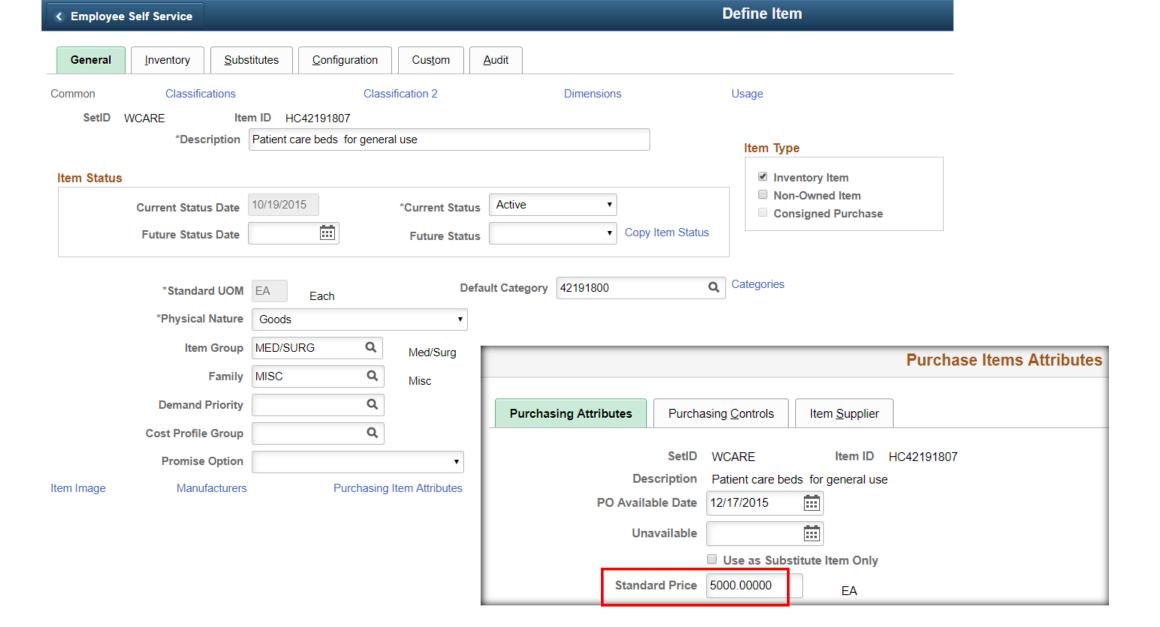
Total Released Amount 0.00 USD

Contract Information



Save Return to Search Previous in List Next in List Notify Refresh Add Update/Display Correct History







Express Purchase Order

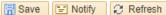
Purchase Order \checkmark Business Unit WCGEN PO Status Open PO ID NEXT Budget Status Not Chk'd Copy From Hold From Further Processing Header Doc Tol Status Valid *PO Date 07/12/2019 Supplier Search *Supplier MEDICAL EQ-001 Q Supplier Details Receipt Status Not Recyd *Supplier ID HC10023 Medical Equipment Rental Company *Dispatch Method Print Dispatch ₹ | *Buyer BMURKAMI Bill Murkami Amount Summary (?) PO Reference Reconnect Demo 26.050.00 Header Details Activity Summary Merchandise Calculate PO Defaults Add Comments Freight/Tax/Misc. 0.00 PO Activities Add ShipTo Comments Total Amount 26,050.00 USD ▼ Actions Add Items From (?) Catalog Item Search Purchasing Kit Lines ? Find First 1 of 1 Last Line Item Description PO Qty *UOM Category Merchandise Amt Status EA Q 42191800 26,050.00 HC42191807 Patient care beds for general use 5.0000 Approved 220 characters remaining **Schedules** First 1-2 of 2 Last *Due Date *Ship To Sched *PO Qty Price Merchandise Amt Status *Distribute by +... -07/12/2019 🙀 WCGEN 3.0000 5,250.00000 15,750.00 Active Quantity v +... -07/12/2019 🙀 WCWHS 2.0000 5,150.00000 10,300.00 Quantity • Active

Item Standard Price = \$5,000

WCGEN = 5% Markup or \$5,250 WCWHS = 3% Markup or \$5,150

> Expand All Collapse All View Printable Version







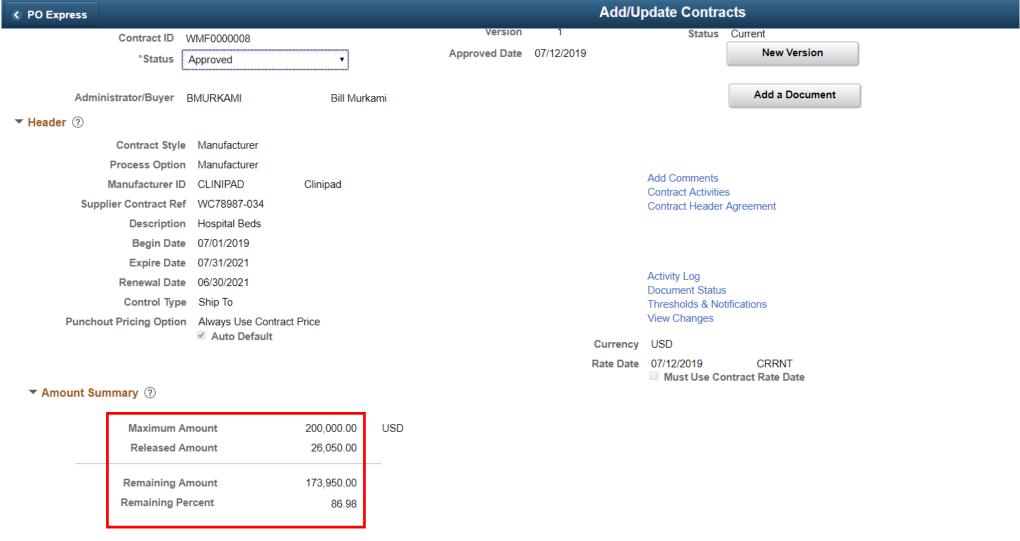
Go to ... More ..

Save ☑ Notify 😅 Refresh

Add/Update Express POs

Express Purchase Order Purchase Order Details for Line 1 Business Unit WCGEN Help PO ID NEXT PO ID NEXT Supplier MEDICAL EQ-001 Copy From Line 1 Item ID HC42191807 Patient care beds for general ▼ Header ② Line Details *PO Date 07/12/2019 Supplier Search Category 42191800 Line Status Approved *Supplier MEDICAL EQ-001 Q Supplier Details Backorder Status Not Backordered **Description** Patient beds and accessories *Supplier ID HC10023 **Amount Summary** Medical Equipment Rental Con Category ID 00010 *Buver BMURKAMI Bill Murkami Amount to Receive USD USD Merchandise Amount 26,050.00 PO Reference Reconnect Demo Quantity to Receive Doc. Base Amt 26,050.00 USD Item Availability Header Details Activity Summary PO Defaults Add Comments Transaction Item Description PO Activities Add ShipTo Comments Patient care beds for general use ▼ Actions Add Items From (?) 220 characters remaining Preferred Language Item Description Catalog Item Search Purchasing Kit Patient care beds for general use Lines ? Expand All Collapse All Line Item Description ▶ Item Information Patient care beds for general use C42191807 Attributes 220 characters remaining ▶ RFQ Schedules Contract *Due Date *Ship To Sched *PO Qty Contract SetID WCARE 07/12/2019 | WCGEN 3.0000 5,250.00 Contract ID WMF0000008 0 Contract Version 07/12/2019 開 WCWHS 2.0000 5,150.00 1 Q Contract Line Category Line Number Group ID Expand All Collapse All Contract Details View Printable Version Milestone Line Release NEXT Rebate ID

Receiving



▼ Distributors

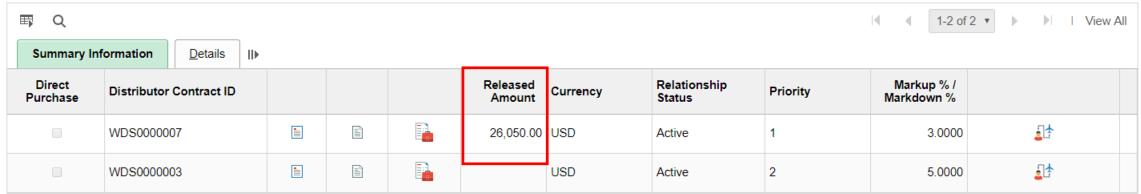
Distributor Contract Information





▼ Distributors

Distributor Contract Information



▼ Contract Items

Catalog Search Item Search Search for Contract Lines

Lines



View Category Hierarchy

Category Search



Add/Update Contracts



Administrator/Buyer BMURKAMI Bill Murkami Add a Document

▼ Header ??

Contract Style Distributor Process Option Distributor

Supplier MEDICAL EQ-001

Supplier ID HC10023 Medical Equipment Rental Company

Supplier GLN

Primary Contact

Supplier Contract Ref WC9729-0701

Description Medical Equipment / Furniture

Master Contract ID

Begin Date 07/01/2019 Expire Date 07/31/2021 Renewal Date 06/01/2021

Markup Percentage 3.0000

Add Comments Contract Activities Primary Contact Info

Contract Header Agreement

Activity Log **Date Notifications**

Corporate Contract

Currency USD

Rate Date 07/12/2019 CRRNT

▶ Contract Control

▼ Manufacturers

26050.00 USD **Total Released Amount**

Contract Information

■ Q



	Manufacturer Contract ID		Manufacturer	Manufacturer ID	Markup % / Markdown %	Contract Status	Begin Date	Expire Date	Released Amount	Currency
1	WMF000008		Clinipad	CLINIPAD	3.0000	Approved	07/01/2019	07/31/2021	26,050.00	USD

1-1 of 1 ▼

Edit Requisition - Review and Submit

Line Status Open

RFQ Required

Device Tracking

Stockless Item

Amount Only

Zero Price Indicator

Inspection Required

Edit Requisition - Review and Submit

Review the item information and submit the reg for approval.



