



Comprehensive Services Procurement

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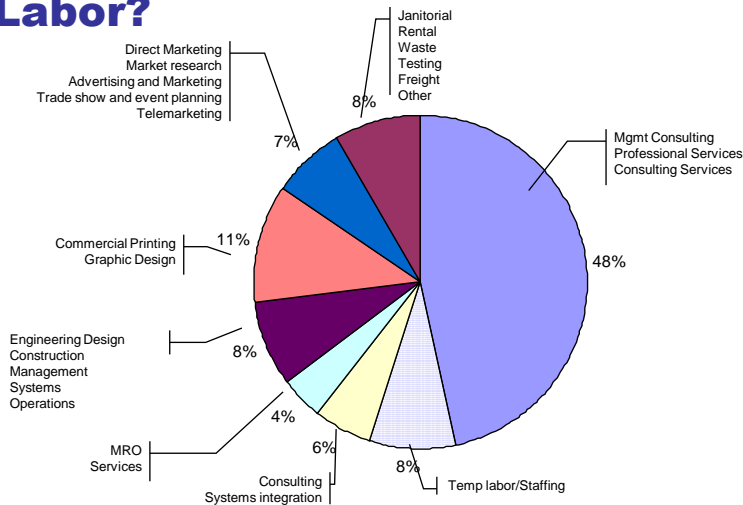
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Agenda

- Beyond Contingent Labor
- Basic Criteria
- What if you could do more?
- What would it look like?
- Success in Action



Why Care Beyond Contingent Labor?



Source: First Research Industry Profiles



Basic Criteria for a Solution

- Expand Spend Visibility beyond temp labor
- Enforce Compliance - reduce costs, improve efficiencies and mitigate risk
 - ♦ Process – Use the approved process
 - ♦ Pricing – Get the right price
 - ♦ Suppliers – Buy from the preferred supplier
- SaaS
 - ♦ Quick Time to Value
 - ♦ Flexibility/Lower TCO
- Connect to a large commerce network of current suppliers and prospective suppliers
 - ♦ Unify, Transact and Collaborate
- Rapid deployment and best practices to accelerate results and maximize adoption



What if you could...?

- Increase spend managed by managing any type of service
- Manage both goods AND Services in one user-friendly interface to control more spend and maximize adoption
- Control total commerce – from source to settle – in a single integrated system



Hourly Labor

- ▶ Requisition Templates Specific for Labor: begin/end date, skill sets, rate ceilings
- ▶ Supplier Response: supplier invitation, candidate submission, contract compliance
- ▶ Candidate Review: supplier comparisons, rate negotiations, resume review, skill set comparison, messaging/scheduling
- ▶ Time Tracking: time submission and approval, regular/OT/DT rate calculation, invoice creation and reconciliation, contract compliance (timesheets are available with 10s1)

Project Based (Consulting/Marketing Services)

- Requisition Templates for Project Consulting: Scope, Dates, Project Management
- Supplier Response: supplier invitation, proposal generation, contract compliance
- Proposal Review: supplier comparisons, rate negotiations, SOW review, Scope negotiations, messaging/scheduling, proposal revisioning/tracking
- Tracking and Invoicing: milestone/time/fee receiving, invoice reconciliation, Project Budget Management and Tracking

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Print Services

- Item-Specific Requisitioning: item specific attributes selection, unit price formulas and contract compliance for stock items, open bidding for custom items
- Supplier Response: supplier invitation, item compliance, contract compliance
- Proposal Review: proposal comparison, negotiation and selection
- Receipt and Invoice: QTY receipt and verification, invoice reconciliation

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Legal Services

Items found in: Professional Services > Legal Services

Employment/Workplace Safety

Supplier: Unspecified
 Supplier Part #: SC201-LG002 - 5001
 ETA (Days): 0

Workers Compensation

Supplier: Unspecified
 Supplier Part #: SC213-LG004 - 5001
 ETA (Days): 0

Insurance

Supplier: Unspecified
 Supplier Part #: SC211-LG003 - 5001
 ETA (Days): 0

Corporate/Commercial and Property

Supplier: Unspecified
 Supplier Part #: SC206-LG001 - 5001
 ETA (Days): 0

Project Description:		Project Lead:	
<input type="text"/>		<input type="text"/>	
Research brief on potential litigation		Research brief on potential litigation	
<input type="text"/>		<input type="text"/>	
Project Document:		Project Document:	
<input type="text"/>		<input type="text"/>	
Date submitted:		Date submitted:	
<input type="text"/>		<input type="text"/>	

Client Data Entry		Contact Info	
Company Name:		Phone Number:	
<input type="text"/>		<input type="text"/>	
Company Address:		Fax Number:	
<input type="text"/>		<input type="text"/>	
Client Email:		Email Address:	
<input type="text"/>		<input type="text"/>	
Client Phone:		Mobile Phone:	
<input type="text"/>		<input type="text"/>	

Document Details	
Change Evaluation Criteria: <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
Project Document: <input type="text"/>	
Secondary Evaluation Criteria:	
Evaluation Criteria 1:	Completed in business meeting Management System Appraisal
Evaluation Criteria 2:	Completed via RFP Process
Evaluation Criteria 3:	Completion of all completed contract work
Evaluation Criteria 4:	<input type="text"/>

Technical Evaluation Criteria	
Overall Technical Rating (0-100) %: 100%	
Technical Criterion 1:	High performance and compliance with project goals of design, cost and completion
Technical Criterion 2:	100%
Technical Criterion 3:	Project delivery methodology including resource planning, allocation and scheduling of project requirements
Technical Criterion 4:	100%
Technical Criterion 5:	Very effective design including workflow for service client
Technical Criterion 6:	100%
Technical Criterion 7:	Efficiency and quality of final project deliverables and associated
Technical Criterion 8:	100%
Technical Criterion 9:	Management system/information addressing critical aspects of project delivery, including management, risk management, quality management, environmental and other relevant management documents
Technical Criterion 10:	100%
Commercial Evaluation Criteria	
Commercial Evaluation Criterion 1:	
100%	

The values are calculated based on the data entered in your entry.

Facilities

Oracle Spend Management 12.2.3

Home | My Dashboard | 12.2.3 | My Account | My Profile | My Settings | My Notifications | My Alerts | My Reports | My Tools | My Help

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New Request

Request ID: 1001 | Request Type: Vehicle Maintenance | Request Status: Draft | Request Date: 04/01/2018

Requesting Dept: 00000 | On Behalf Of: SOLAR | Enter Purchase Date: 04/01/2018 | Budget: 100,000.00 | By: LARRY

Request Description: 2018-2019 Vehicle Maintenance and inspection

Line Item	Qty	Unit Price	Total Price
2018 Vehicle Maintenance	1	\$104,001.00	\$104,001.00

Total Cost: \$104,001.00

Buttons: Save | Cancel | Delete | Add New Line Item | Add New Category Item

[illegible]

Enforced Compliance Plus Lower Prices through Collaboration

Challenges	Solutions	Results	Company McGraw-Hill
<ul style="list-style-type: none"> Contracts for Printing Services have many options (number of pages, simple/medium/complex, offshore/onshore, number of colors, etc.) making it difficult for buyers to determine the costs of various options Previous Excel spreadsheets – difficult and cumbersome to maintain Wanted one common casual user-friendly platform for all purchases - each category was a different method of buying Controlling freelancer spend 	<ul style="list-style-type: none"> Deployed procurement technology to enforce compliance on one user-friendly platform for goods and services Purchasing pre-publication/creative services, consulting, market research and temp labor, all with supplier collaboration Consulting sub-categories <ul style="list-style-type: none"> Brand identity, Sales and Marketing, Training and Education, IT, IT Outsourcing, HR, Finance, Business and Management, Public Relations Developed change management approaches to guide implementation and train employees 	<ul style="list-style-type: none"> Process compliance: All pre-press and production procurement is purchased the same as other procurement McGraw-Hill enforces price compliance during the requisitioning process McGraw-Hill enforces supplier compliance during the requisitioning process Collaboration on requisitions has resulted in further cost reductions on negotiated rate cards 	Profile Information services and products to the education, financial services, and business information markets worldwide
<p>"We feel the system is beneficial from the upfront control process. We also think the system is very easy to use. It's intuitive and our users have been able to adopt it quickly." Bob Fair, Director of Global Procurement Operations, McGraw-Hill</p> <p>"One of the key factors of using Services Procurement is the collaboration feature. To be able to submit a requisition to several suppliers and really have sort of a mini RFP process, to really get best price for the services you're procuring." Amina Anderson, P2P Manager, McGraw-Hill</p>			

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Increased Spend Control – Goods and Any Service

	Goods	Temp Labor	Marketing	Print	Consulting	Other
McGraw Hill	x	x	Mkt Research, Brand identity, Sales and Marketing,	x	Training and Education, IT, IT Outsourcing, HR, Finance, Business and Management, Public Relations	Creative Services
WellPoint	x	x	Mkt Research	x	x	
Target	x	x		x		
Railcorp	x	x		x		Legal
Int'l Transportation Company	x	x				Vehicle Maint. and Facilities
EMEA Bank	x			x		Call Center
Major Bank	x	x	Direct Mail			
Top 10 Pharma	x	x	Promo Merchandise			



An application for every category or a holistic procurement vision?

