



Strategic Sourcing

Slingshot Software's Strategic Sourcing module extends the capabilities of the core purchasing application. It automates the process of identifying, "on boarding" and monitoring critical supplier relationships. Its Supplier Portal solicits and collects information from your supply base ensuring your supply chain runs smoothly.

Expand Your Supply Chain Resource

Supplier relationships can require substantial effort to develop and maintain. The effort and cost can cause you to stick with existing suppliers when better alternatives exist. The Strategic Sourcing module gives you the tools to challenge the status quo and continuously evaluate and improve the efficiency and quality of your supply resource.

Identify Potential Suppliers

Create supplier lists from spread sheets or existing lists. Select suppliers by capability code or by mining your purchasing history. Import from Internet resources or merge public lists. Once a list has been established it can be used for general communication, to solicit supplier registration or for RFx document distribution.

Automate the "Out Reach" Process

Invite suppliers to register on your portal and participate in future supply initiatives. The registration process allows the supplier to record products offered, pricing, special capabilities and basic "profile" information. Information provide can be used to automatically qualify suppliers.

Slingshot's exclusive "Span of Control" facility allows you to restrict a supplier to view only its own information.

Continuously Monitor and Qualify Suppliers

Each supplier receives a qualification status based on your rules. These can include financial criteria, company size, bank references, trade references and other information. Qualified suppliers are able to return to your portal and update their profile information at any time. The changes are routed to a procurement professional in your organization for review and accepted. You will receive "Alerts" automatically if supplier information is incomplete or "out of date" or if a supplier's qualification status changes.



Create targeted initiatives in strategic areas. Identify potential suppliers and automate the capabilities review and selection processes. Use the supplier's resources to reduce costs while improving quality and delivery performance.

Build an RFx Document

Strategic Sourcing allows you to quickly and easily construct a Request for Proposal, Request for Quotation or Request for Information. These documents include a survey, a list of products (request for quote) and a set of required terms and conditions. Distribute the RFx document to suppliers on one or more lists. The supplier will immediately receive an email describing the initiative and inviting them to participate. The supplier clicks a link in the email to access your portal and enter a response. Define the minimum number of respondents and an expiration date. Strategic Sourcing will notify you when sufficient respondents have replied or when the expiration date is approaching.

Price quotations can be collected for products or jobs. These can be “one time” quotations or “reverse auctions”. The “reverse auction” solicitation allows the supplier to review current bids and make a lower one. All suppliers are notified when a lower bid is received and given the ability to return to the site and enter a lower bid.

Automatically Score Supplier Responses

Surveys include a set of questions and potential responses. Each response is associated with a number of points. Each question has a weighting factor. The Strategic Sourcing module uses this information and prices quoted to automatically score each response.

Select a Proposal and Build an Agreement

When sufficient RFx response have been received you can select a winning supplier and create a contract or blanket purchase order with a few clicks. Terms, conditions and pricing from the RFx document are automatically brought forward to the agreement. Suppliers who are not selected receive a polite email thanking them for their efforts and encouraging them to participate in future solicitations.

A link from the contract or order to its RFx document provides clear auditability. A history of all responses can be maintained indefinitely providing an important resource for future procurement initiatives.

Use Your Supplier Portal to Integrate Procurement Status Information

Each supplier commits to activities they are willing to take on to ensure an efficient relationship.

- Acknowledge receipt and acceptance of purchase orders
- Provide promise date and update if changes
- Confirm ship date and expected time of arrival
- Maintain product catalogue
- Maintain current price schedules
- Acknowledge receipt and acceptance of “pro forma” invoice

You can select the activities above performed by each supplier. All are performed on your supplier portal. The supplier is notified by email when an action is required (e.g. purchase order created, “pro forma” invoice available for review, a shipment is late).

“Alerts” Automatically Monitor Critical Issues

Slingshot’s Alerts allow you to define conditions that will be monitored by the system. Alerts can be triggered when an RFX initiative is ready for review, updated supplier profiles are awaiting your acceptance or, purchase order or invoice acknowledgements are late.

Any number of Alerts can be defined. Your “User Role” determines the alerts available to you. You receive an alert by “subscribing” to it on your home page. If the Alert condition is true you will receive a message when you sign in to the system (or you can also request notification via e-mail).

Integrated Report Writer

A complete set of reports including supplier listings, supplier performance reports and table listings comes standard with the Strategic Sourcing module. All reports and documents were developed using SAP Business Objects Crystal Reports toolset. Formats can be easily modified to meet your specific requirements. New reports can be developed and easily added to the application menus.

Microsoft Office Integration

All reports can be exported into a range of different formats including PDF and CSV files. They can also be downloaded into MS Excel or MS Word documents.



Over the past 3 decades, Slingshot has helped companies just like yours achieve the next level of efficiency, growth and profitability.

Our innovative approach to ERP software development, implementation and ownership allows you to extend your ERP systems without programming.

This lowers your costs, ensures scalability, decreases time to return on your investment and lowers your overall risk.

When it comes to ERP software – we innovate.

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