Sourcing Optimization Usability Enhancements

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Sourcing Optimization Usability Enhancements

Description: This feature is a collection of visual enhancements that eases the use of the optimization feature and increases customer adoption. This benefits both current and future users.

Sourcing Optimization Usability Enhancements

Current Problem

Customers have encountered barriers to adoption of the optimization feature related to difficulties navigating the UI. Once bids start coming in customers have to proceed through multiple steps to kick start the optimization process.

Solution

- Scenario tab has been merged with the content tab for better usability.
- New bar chart which allows quick comparisons for up to 5 scenarios with best savings for better bid analysis.
- Collapsible scenarios table and chart section allows for customer's visibility preferences.
- Optimization button has been repositioned for better visibility.
- A new out of the box 'Best Savings' scenario has been introduced for events published with 'Draft' status offering better scenario selections.
- Events in 'pending selection' mode will have their 'draft scenarios' run optimization automatically to save customer time.
- Introduction of stale symbol **('!')** notifies customer of new bid response and new opportunity to rerun optimization.
- Within selected scenario, winning suppliers with pertinent details will be highlighted in the content table .
- The Constraint definition UI has been cleaned up for ease of use.

Benefits

Buy-side
- Reduce complexity, improved usability, and reduced number of steps required by customers to use the optimization feature resulting in increased adoption and reduced resistance to the solution. Reduced training support on the part of customer's help desk.

Sourcing Optimization Usability Enhancements

Applicable to the Following:	Change Management for GA:
• SAP Ariba Sourcing	• This feature is "off" by default; SR should be filed to have parameter and feature turned on.

Using this Feature:

Enabling
- Contact Ariba for turning on both a Feature and a Parameter.
    - Feature Name to turn on: Optimization Enhancement

    - Parameter to turn on: Application.AQS.RFX.AllowToOptimizeDuringBidding

- AND/OR Trading partner impacts and actions
    - NA

Prerequisites
- Requires Licensing of Ariba Strategic Sourcing.

Limitations
- N/A

Importing and Exporting Data
- N/A

Changes to Existing Functionality or User Interface
- Scenario tab has been merged with the content tab; New scenarios comparison bar chart
- Repositioned 'Optimization' button; New stale symbol **('!')** notifies customer of new bid responses
- New   'Best Savings' scenario; Events in 'pending selection' mode will have their 'draft scenarios' run optimization automatically to save customer time.
- Within selected scenario, winning suppliers are now highlighted within the content table.
- The Constraint definition UI has been cleaned up for ease of use.

Legend for Slides 7-8

1.	New merged tab containing both content and scenarios sections
2.	New Collapsible scenarios section
3.	New out of the box scenario "Best Savings"
4.	Repositioned Optimize button
5	New Bar graph showing overview of scenarios.
6.	New symbol highlighting "Stale" status
7.	New "Best Savings" scenario in stale status since new bid response came in
8.	New highlighting of winners

Sourcing Optimization Usability Enhancements

Overview | **Content** | Suppliers | Team | Report | Messages | Log | Award

Actions ▾

▼ Scenarios ⓘ

⑥

	Name	Selected Suppliers	Selected Items	Extended Price	Savings
○ ❗	Best Bid	1	3	$1,060,000.00 USD	$90,000.00 USD (7.83%)
○ ❗	Best Bid with Limited Number of Suppliers	1	3	$1,060,000.00 USD	$90,000.00 USD (7.83%)
	For item group (All Items), award at most 2 participants.				
● ❗	Best Savings	1	3	$1,060,000.00 USD	$90,000.00 USD (7.83%)
○ ❗	Incumbent Suppliers	1	3	$1,060,000.00 USD	$90,000.00 USD (7.83%)
	For item group (All Items), award at least 1 incumbents.				

⑦

Optimize | Edit | Copy ▾ | Delete | Create ▾

Scenarios Overview

⑧

All Content [filter]▾   Display: Responses ▾

Name ↑		Initial	Historic	Reserve	LanSoft Technologies	ServerTech Inc.
		Price	Price	Price	Price	Price
▼ **Totals**▾	Extended Price: ⊞	$1,107,500.00 USD	$1,150,000.00 USD	$475,000.00 USD	$1,060,000.00 USD	$1,042,500.00 USD
▼ 1 **Introduction**▾						
1.1 Please enter the number of years in business▾					5 ✉⁺	3 ✉⁺
1.2 Are you an 8a organization?▾		No			Yes ✉⁺	No ✉⁺

Name	Selected Suppliers	Selected Items	Extended Price	Savings
Only Incumbent Suppliers	2	3	$1,025,000.00 USD (10.87%)	$125,000.00 USD (10.87%)
For item group (All Items), award at least 1 incumbents.				
Best Bid	2	3	$1,025,000.00 USD	$125,000.00 USD (10.87%)
Best Bid with Limited Mature Suppliers	1	3	$1,060,000.00 USD	$90,000.00 USD (7.83%)
For item group (All Items), award at most 2 participants who match the following criteria: 'Please enter the number of years in business' with value (From 3 to 5).				
Manual Best Bid	3	3	$1,025,000.00 USD	$125,000.00 USD (10.87%)
Best Savings	3	3	$1,085,000.00 USD	$65,000.00 USD (5.65%)

Optimize   Edit   Copy ▾   Delete   Create ▾

Scenarios Overview

Total Amount (USD): 1.1M, 880K, 660K, 440K, 220K, 0

Scenarios: Best Savings | Best Bid with Limited Mature Suppliers | Best Bid | Manual Best Bid | Only Incumbent Suppliers

Extended Price   Savings

All Content   [filter]▾   Display: Responses ▾

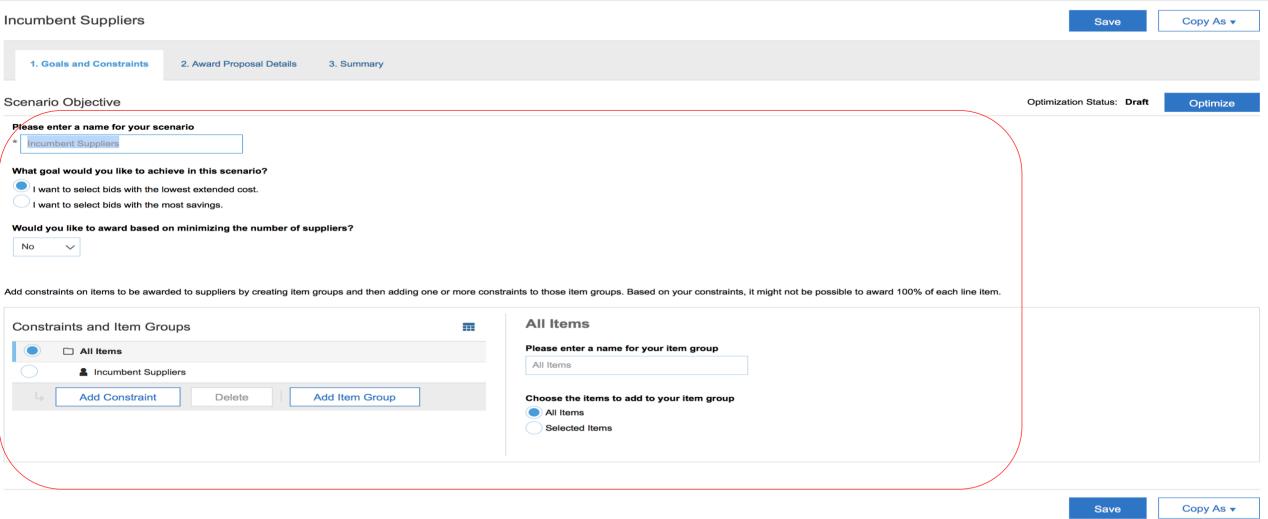| Name ↑		Initial Price	Historic Price	Reserve Price	LanSoft Technologies Price	ServerTech Inc. Price	Syntech Incorporated Price
1.2 Are you an 8a organization?▾		No			Yes	No	Yes
2 Commercial Terms▾							
▼ 3 Pricing▾	Extended Price: +	$1,107,500.00 USD	$1,150,000.00 USD	$475,000.00 USD	$1,060,000.00 USD	$1,042,500.00 USD	$1,047,500.00 USD
3.1 Computer▾	More... +	$975.00 USD	$1,000.00 USD	$500.00 USD	$950.00 USD (1)	$960.00 USD (3)	$955.00 USD (2)
3.2 Monitor▾	More... +	$650.00 USD	$700.00 USD	$250.00 USD	$600.00 USD (1)	$600.00 USD (1)	$640.00 USD (3)
3.3 Printer▾	More... +	$590.00 USD	$600.00 USD	$200.00 USD	$570.00 USD (3)	$525.00 USD (2)	$500.00 USD (1)

SAP Ariba

Screen shot depicts modified out of the box scenario "Best Bid with Limited Mature Suppliers" and corresponding highlighting of winners in "Content" section. (new feature)

Constraint Definition UI

Screenshot (1/2) shows reworded UI within constraint definition UI

Constraint Definition UI

Add constraints on items to be awarded to suppliers by creating item groups and then adding one or more constraints to those item groups. Based on your constraints, it might not be possible to award 100% of each line item.

Constraints and Item Groups

- ☐ All Items
- ● 👤 Best Bid with Limited Number of Suppliers

Delete | Add Item Group

Best Bid with Limited Number of Suppliers

Please enter a name for your item group constraint

Best Bid with Limited Number of Suppliers

What type of constraint would you like to create?
- ○ I want the specified percentage of the award to go to the specified suppliers
- ○ I want the specified percentage of each line item quantity to go to the specified suppliers
- ● I want to specify a value that constrains the number of suppliers I will award to, and only consider the specified suppliers

What is the specified number of suppliers?
- ○ At least
- ● At most
- ○ Exactly

2

Who are the specified suppliers?
- ○ I only want incumbent suppliers
- ○ I will select the suppliers from the below list
- ● I only want suppliers that match the criteria specified below
- ○ I only want suppliers from the below list that bid on all items
- ○ I want to consider all of the active suppliers

| Criteria | Matching Suppliers |

Supplier Matching Criteria Relation: ○ And ● Or

☑	Name	Type	Value		
☑	Please enter the number of years in business	RFX Question	From: 3	To: 5	

Delete | Add RFX Answer Criteria | Add Profile Criteria | Add Term Criteria

Screenshot (2/2) shows reworded UI within constraint definition UI

THANK YOU

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