



SAP Ariba 

Feature at a Glance

Grading and scoring in guided sourcing

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Feature at a Glance

Introducing: Grading and scoring in guided sourcing

Ease of implementation



Low touch / simple

Geographic relevance



Global

Customer challenge

A sourcing event with multiple decision factors built on technical, qualitative and/or environmental inputs provided by suppliers by answering a questionnaire and/or a bidding sheet, represents a vast part of the analysis once the event is concluded.

Meet that challenge with SAP Ariba

The scoring and grading feature available now in the guided sourcing capability enables to further automatize the analysis step during a bidding process. This is available in SAP Ariba Sourcing and is now also available within the guided sourcing capability.

- Enabling an autoscoring process allows to instantly understand the internal ranking of each supplier's response in the different sections of the questionnaire/bidding sheet
- Grading of the suppliers' responses by internal stakeholders allows to understand if the supplier's product meets the expectations.

Experience key benefits

The immediate benefit is a massive time reduction in analyzing the suppliers' answers when it comes to not only the best price but also other factors such as technical, qualitative and/or environmental goals which need to be met.

Solution area

SAP Ariba Sourcing

SAP Ariba Strategic Sourcing Suite

Implementation information

This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use

Prerequisites and Restrictions

- Realm needs to have guided sourcing enabled
- User driven: bidding rules configuration to enable scoring and team grading in the template used for guided sourcing

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Introducing: Grading and scoring in guided sourcing

| Grading criteria | Overall weight | Task weight | Weight | Automatic grading |
|--|----------------|-------------|--------------|---|
| Items and terms | 70 % | 70 % | | |
| 1.0 Stereo Zoom Microscope with 35... | 70 % | | 100 % | |
| Subtotal Weight | | | | |
| General info and requirements | 30 % | 30 % | | |
| 1.0 Included Services | 30 % | | 100 % | |
| 1.1 What value added services can y... | 9 % | | 30 % | <input checked="" type="radio"/> Yes <input type="radio"/> No Virtual training: 80 % Product replacement: 100 % Notice of manufactur...: 80 % Labeling items shipp...: 80 % |
| 1.2 What percentage of on time deli... | 9 % | | 30 % | <input checked="" type="radio"/> Yes <input type="radio"/> No 99.0%: 100 % 95%: |
| 1.3 24 x 7 Maintenance and Support ... | 12 % | | | |
| Subtotal Weight | | | | |
| Total weight | | | 100 % | |

Detailed feature information

This feature enables buyers to use grading and scoring in guided sourcing events. It enables to further automatize the analysis step at the end of the bidding process.

At the closure of the event and if the event has been set up in such a way to enable auto-scoring of the suppliers' responses and/or team grading, the scorecard then helps to get an instant understanding of the various factors (addressed by the buyer through questionnaires/requirements etc) such as technical, qualitative and/or environmental which aim to provide a deep understanding of the supplier's overall offer and with that facilitate the decision process.

| Grading criteria | Overall weight | Willow Supplier | Stratus IT Supplier | ABC Company Pvt Ltd. |
|-------------------------------|----------------|----------------------|----------------------|----------------------|
| | 100 % | Total grade: 69.13 % | Total grade: 61.37 % | Total grade: 64.13 % |
| Items and terms | 70 % | 58.33 % | 29.57 % | 23.33 % |
| General info and requirements | 30 % | 10.8 % | 31.8 % | 40.8 % |

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