



Feature at a Glance

Improved bid display with support for alternate bids and and supplier-added items

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Feature at a Glance

Ease of implementation  Low touch / simple
Geographic relevance  Global

Introducing: Improved bid display with support for alternate bids and and supplier-added items

Customer challenge

Many buying organizations allow suppliers to suggest additional or alternative offers during sourcing activities. Previously, guided buying had a limitation preventing users from receiving and viewing multiples responses from a single supplier.

Though the guided buying sourcing template could be configured to allow alternative quotes, the previous response page in guided buying did not have the capability to process and display this information.

In addition, there was constructive end user feedback on usability improvement opportunities to pursue.

Solution area

SAP Ariba Buying (and Invoicing) with guided buying capability

Meet that challenge with

SAP Ariba

The display of supplier bids is now quick and intuitive, which make single and multi-line RFQs more understandable to users.

Users now easily view the status of their RFQs and can see which supplier has the best bid. There's a new bid table and graph to visualize the competing supplier bids.

Support for alternate bidding, supplier-added items, and a count of participating suppliers have also been added.

Updates to policies and policy engine allow for enhanced compliance to procurement guidelines.

Implementation information

This feature is on at GA but requires customer configuration before use.

Experience key benefits

Customers using RFQ functionality within Guided Buying will have more insights into the supplier's primary or alternate bids.

The new intuitive experience will make users' decision-making easier in a readable table and graph view to compare and award bids.

Customers can ensure the users are guided by the policies even in the process of awarding.

Prerequisites and Restrictions

Restriction: Guided buying supports only one type of alternate bidding: *Alternative Pricing*. It doesn't support the other two types of alternate bidding: *Supplier Bundles* or *Volume Tiers*.

Prerequisite: To support alternate bidding or supplier-added items, you must turn on these features in your SAP Ariba Sourcing template

Enablement Steps

To Set This Parameter:

- On the guided buying home page, choose Admin.
- In the Parameters section, click Manage parameters.
- In the Parameter Settings table, find the following parameter and set it to true:

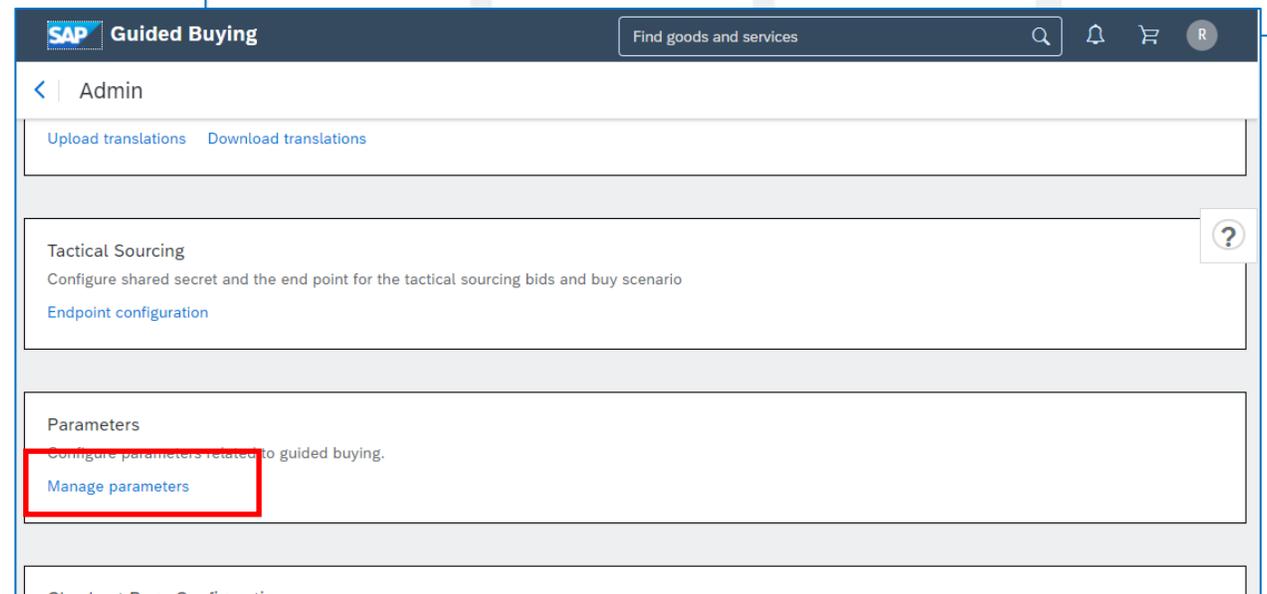
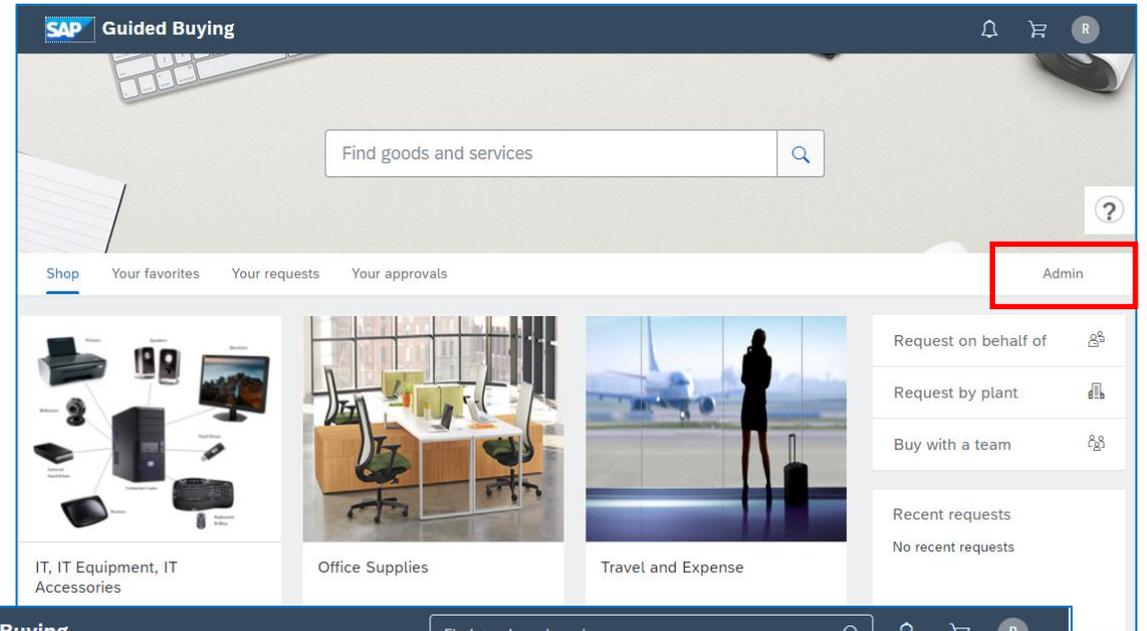
PARAM_ENABLE_ENHANCED_RFQ_INTEGRATION

Parameter Details:

Enables guided buying to communicate with SAP Ariba Sourcing through APIs in addition to cXML. These APIs offer improved functionality and enable guided buying to use an enhanced bid display. Guided buying uses these APIs for only new-style multi- and single-line RFQs, not legacy single-line RFQs.

If set to false (default), guided buying does not use the enhanced bid display and does not show alternate bids or supplier-added items.

If set to true, guided buying integrates with SAP Ariba Sourcing through APIs in addition to cXML. It then supports the enhanced bid display, alternate bids, and supplier-added items.



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The top of the redesigned bid page shows event status as well as some high level detail and supplier participation statistics.

Guided buying now shows a real-time count of suppliers that have participated. Users can see at a glance the progress of supplier responses including who has bid, intends to bid, and declined.

Award

Process flow

Request sent Receive quotes Award Requisition completed

Je déteste faire du sport

- Eu gosto de escutar música enquanto me arrumo para sair. Eu não gosto de você.
- Eu gosto de você. Eu tenho que lavar meu cabelo. Essa garota que está cantando tem uma voz bonita.
- Eu queria poder cantar. Parece que todo mundo tem o mesmo sapato. Eu não quero te dar o meu número.

Requester: William Wallace Ship to: INC Bldg 3 Respond by: 4/20/2020 Budget: \$15,000.00

Supplier participation

Event ends: 0 days Participated: 2/5 Intend to partipate: 1/5 Declined: 1/5 No response: 1/5

Overview

Filter by: All suppliers x Other criteria

Total price

Using Show Details expands to provide additional insight into supplier responses. This includes supplier name, quote total, reasons for declining to participate, and contact information.

Supplier participation

Event ends: 0 days Participated: 2/5 Intend to partipate: 1/5 Declined: 1/5 No response: 1/5

Suppliers	Notes	Contact info
Horizon Management Inc. 10291109912	2 quotes	Martin Zhong Supply chain manager martin.zhong@hdm.com +1818-827-9898
Forest Management Inc. 10291109912	1 quote	Jimmy Bondock Supply chain manager martin.zhong@hdm.com +1818-827-9898
Paper Supply and Merchandising Co. 10291109912		Linda Lin Supply chain manager Llin@hmcmail.com +1818-827-9898
Plumeroa Corporation 10291109956	no capacity to fulfill requirements	Jenny Janpui Supply chain manager jp@hpmic.com +1818-827-9898
Jimbo Coroporation 10291109912		Jane Leerawi Supply chain manager ma.lee@hpmc.com +1818-827-9898

Hide details

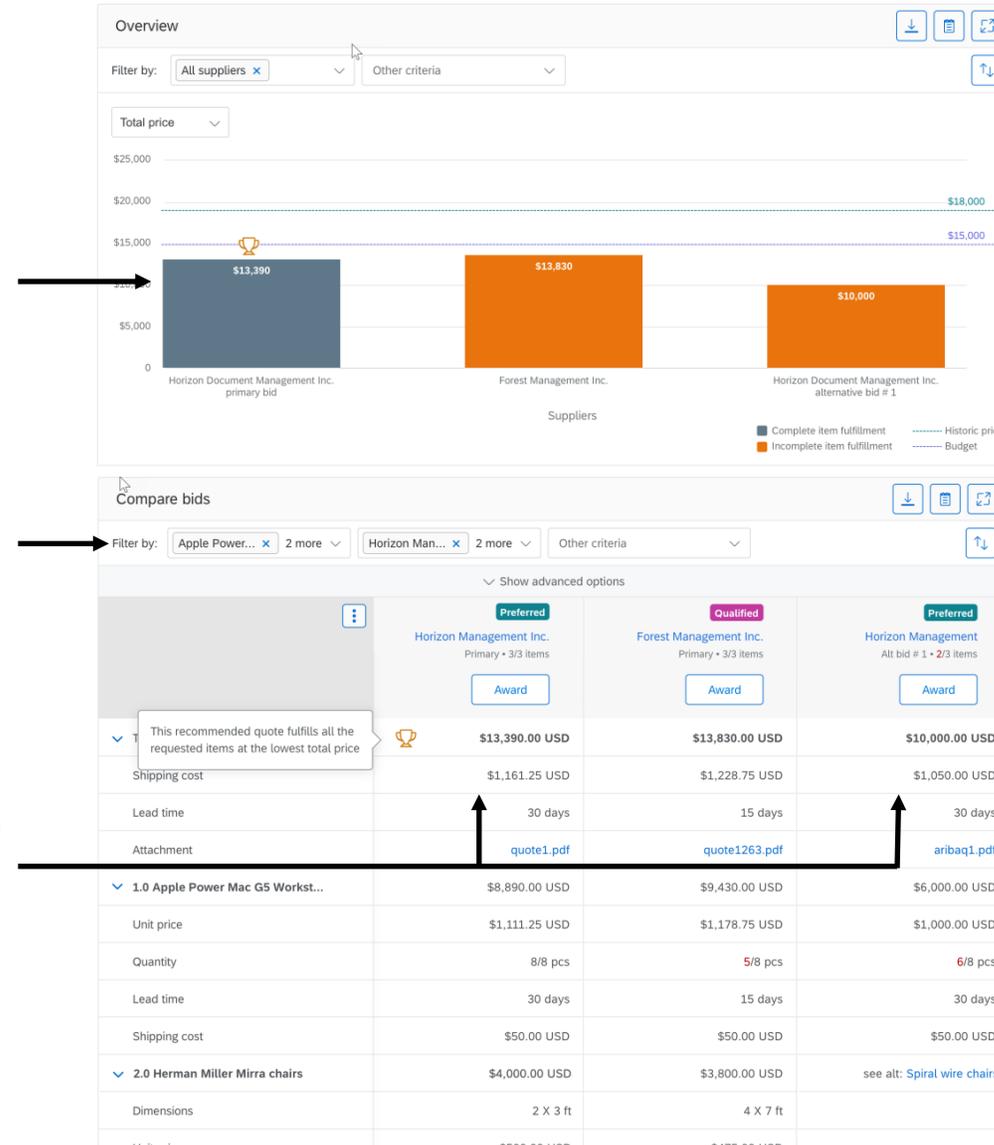
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A new bid table and graph allows users to see important aspects of suppliers' bids in relation to each other. They can use this comparison to find the best quote.

They can easily filter complex RFQs by various aspects such as supplier name or terms and they can even download an image of the bid.

Suppliers can now offer multiple bids for variations of their offerings. For example, they might provide three quotes for an item with one-, two-, and three-year warranties. Or, they might offer alternative bids with different term values, such as delivery time or quality. Previously, if suppliers entered alternate bids, guided buying displayed only the primary bid and users never saw the alternate bids.



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Policies have been enhanced to further support tactical sourcing in guided buying. Some policies can now trigger at the Accept Quote phase in addition to the Request Quote stage and new policy trigger fields have been added.

Please see full product documentation on help.sap.com for a list of improvements to policies specific to the multi-line RFQ process.

The screenshot shows the 'Compare bids' interface with the following data:

Supplier	Status	Primary	Alt bid
Horizon Management Inc.	Preferred	3/3 items	-
Forest Management Inc.	Qualified	3/3 items	-
Horizon Management	Preferred	-	1 • 2/3 items

Item	Horizon Management Inc.	Forest Management Inc.	Horizon Management
Total Price	\$13,390.00 USD	\$13,890.00 USD	\$10,000.00 USD
Shipping cost	\$1,161.25 USD	\$1,228.75 USD	\$1,050.00 USD
Lead time	30 days	15 days	30 days
Attachment	quote1.pdf	quote1263.pdf	aribaq1.pdf
1.0 Apple Power Mac G5 Workst...	\$8,890.00 USD		
Unit price	\$1,111.25 USD		
Quantity	8/8 pcs		
Lead time	30 days		
Shipping cost	\$50.00 USD		
2.0 Herman Miller Mirra chairs	\$4,000.00 USD		
Dimensions	2 X 3 ft		
Unit price	\$500.00 USD		

Modal Dialog: Award Horizon Document Corp.?

Are you sure you want to award this supplier? This cannot be undone.

Supplier: 10291109912 Horizon Document Management Inc. Price: \$13,390.00 USD

IT Asset Time Frame Policy: Je déteste faire du sport, cependant je vais edfhkll déteste faire du sport, cependant je vais e déteste faire du sport, cependant je jess vais e déteste faire du sport, cependant je vais

Business Policy: Je déteste faire du sport, cependant je vais edfhkll déteste faire du sport, cependant je vais e déteste faire du sport, cependant je jess vais e déteste faire du sport, cependant je vais

IT Asset Time Frame Policy: Je déteste faire du sport, cependant je vais Je déteste faire du sport, cependant je vais Je déteste faire du sport

Buttons: Award, Cancel

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After the RFQ is awarded, a new *Awarded quotes* section displays details about the award, including supplier names, quantities, and prices. Users can see at a glance the exact items or services that were awarded and can add them to a requisition with one click. If multiple suppliers were awarded, users can order from them by creating a single requisition.

**Note that in low touch and self service scenarios users can only award to a single supplier in guided buying. However if awarding in high touch scenarios by sourcing professionals is split to multiple suppliers all the awards will be displayed in guided buying.

Award

Process flow: Request sent (✓) → Receive quotes (✓) → Award (●) → Requisition completed (○)

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- Eu queria poder cantar. Parece que todo mundo tem o mesmo sapato. Eu não quero te dar o meu número.

Requester: William Wallace | Ship to: INC Bldg 3 | Respond by: 4/20/2020 | Budget: \$15,000.00

Supplier participation: Event ends 0 days | Participated 2/5 | Intend to participate 1/5 | Declined 1/5 | No response 1/5

Awarded quotes: Purchase (checked) | Reusable (checked) | Horizon Document Management Inc. | Primary Valid until: Jul 20, 2020 | **\$13,390.00 USD**

Information is transferred directly to the purchase requisition from the award.

Composing

Ship to: Catherine Jones, 5090 Kearny Mesa Rd., New York, NY 10001 | Charge to: Cost center (000002300) - 2 Items | Total cost: **7,455.20 USD**

Net amount: 7,000.00 USD | Sales/Use tax amount: 455.20 USD

Items:

Item	Quantity	Price	Amount
Apple Power Mac G5 Workstation (Horizon Document Management Inc.)	6 Ea	871.00 USD	5,266.00 USD
Herman Miller Mirra chairs (Horizon Document Management Inc.)	6 Ea	478.26 USD	959.53 USD
Installation services (Horizon Document Management Inc.)		150.00 USD	150.00 USD