

Lawson® Strategic Sourcing

Sourcing for an Optimal Balance

At-a-Glance

Sourcing products and services places an enormous, even overwhelming, burden on your purchasing staff. Naturally, you want the highest possible quality and service at the lowest total cost. To consistently achieve these sometimes conflicting objectives, while making the best use of staff time, you need a powerful ally: Lawson Strategic Sourcing. This application from the Lawson Supply Chain Management suite enables your organization to use best practices and saves you time through the full sourcing lifecycle, from bid creation through award.

Lawson Delivers

Lawson Strategic Sourcing has been designed to help simplify the process of doing business with your suppliers and vice versa. Are you currently able to:

- Consistently source goods and services from the best suppliers within your quality and cost parameters?
- Make it easy and attractive for suppliers to do business with your organization?
- Automate a full range of time-consuming sourcing activities?
- Capture and enforce standard sourcing processes with full audit capabilities?
- Maintain maximum visibility and control over the “source-to-settle” process?

If not, it's time to consider the benefits and features of Lawson Strategic Sourcing.

Benefits

Put Lawson Strategic Sourcing to work for your organization, and you take a major step toward reducing costs, decreasing manual tasks, and improving the ability to manage the acquisition of goods and services. Specific key benefits from using Strategic Sourcing may include:

- Driving immediate and long-term costs savings by increasing spend management
- Giving suppliers convenient, around-the-clock access to bid invitation details and the bid submission process through a secure, easy-to-use supplier portal
- Providing an easier, faster means for creating bid requests, sending them to suppliers, analyzing responses, and awarding bids
- Accelerating and streamlining sourcing processes via customizable workflows which can be set up to comply with your organization's approval policies, as well as regulatory requirements
- Fostering broader supplier participation, potentially receiving higher quality responses, and greater competition, helping to meet your supplier diversity goals while lessening the burden on your staff
- Eliminating many paper-based request-for-bid processes through online notifications, bidding, negotiations, and responses to supplier inquiries
- Reducing the need for meetings and phone calls by automating relationship management
- Reduced overall supply chain expense and speeding up fulfillment cycles

Features

Integrated with other Lawson Supply Chain Management applications, Strategic Sourcing offers many valuable features and functions. Among them:

Flexible Configuration

- Standardize bid information by establishing terms and conditions, award reasons, and categories
- Simplify electronic RFx and bid creation with event templates and reusable supplier questions
- Create and apply standard reason codes for awarding bids, allowing you to easily categorize, track, and monitor awards
- Establish a library of event templates for commonly required types of bids
- Set up routinely asked questions for specific sourcing events
- Request supporting documents as attachments
- Create commodity code hierarchies with up to six levels

Bid Requests/Invitations

- Create bid requests which match your business processes or regulatory requirements
- Request quotes, information, or proposals (sealed or unsealed)
- Automatically generate online requests based on requisitions
- Tie requests to industry-standard classification structures, such as NIGP and UNSPSC
- Maintain control by specifying full accounting distribution structures, tying event lines to activities or assets

Open Event Management

- Review all open events, filtered by a variety of criteria, including company, event type, buyer, and status
- View a list of all supplier responses, filtered by event and/or supplier
- Simply click an item to view supplier response detail

Bid Analysis

- View and analyze supplier responses side by side
- Award sourcing events, and automatically create agreements or purchase orders

Supplier Portal

- Distribute bids openly and efficiently through your organization's website
- Potential suppliers register to participate in the bids through an easy-to-use process
- Suppliers provide and maintain qualifying details about their company
- Suppliers preview upcoming bids and submit their responses, all electronically and using only a standard web browser
- Suppliers identify which commodities they provide to ensure that they are notified of appropriate sourcing events
- Suppliers ask questions and receive responses through a Q&A board

Spend Management Reports

- Manage your spend and supplier community more effectively through greater visibility into what you've purchased and from whom Track events and report on purchases by commodity and diversity codes

Contact Lawson

For more information about Lawson Strategic Sourcing or other Lawson Supply Chain Management applications, visit www.lawson.com, or call 1-800-477-1357 or 651-767-7000 (U.S. and Canada); outside North America, call +44 (0) 1344 360273.

Corporate Headquarters

Lawson Software, Inc.
380 St. Peter Street
St. Paul, MN 55102
United States
Phone: +1-651-767-7000
Product Literature:
1-800-477-1357
Fax: +1-651-767-7141



International Operations

Lawson Software, Inc.
Trinity Court
Wokingham Road
Bracknell
Berkshire
RG42 1PL
United Kingdom
Phone: +44 (0) 1344 360273
Fax: +44 (0) 1344 868351