

# Supply Chain Management Center

Helping Small Businesses Understand  
DOE's Enterprise-Wide Sourcing System

December 7, 2016 | Anthony Jenkins



## Agenda

- Supply Chain Management Center Overview
- eSourcing Overview
- Ariba Specifics
- Next Steps
- Questions

## Goal/Purpose

- Provide a general understanding of the Supply Chain Management Center, eSourcing and the Ariba tool as used at U.S. Department of Energy sites

# Program Synopsis



### Program Origin 2006

Transformation to shape a “one business” supply chain, including strategic sourcing



### National Enterprise

21 Locations / 12 different states; ~\$4B annual spend; 30,000+ suppliers



### Collaboration Model

Federal, Contractor and Supplier



### Small Business

Increase the role small businesses play within the enterprise



### Acquisition Effectiveness

Desire to improve supply chain efficiencies & value through commercial practices



### SCMC Objective

Enable Prime Contractor acquisition funding to go farther

Program based on collaboration and partnership to create solutions

# Small Business Impact Nationwide



- Overall**
  - 21 DOE locations across 12 states
  - \$4.2B annual site invoice spend
  - 30,000+ enterprise suppliers

- Commodity Agreements**
  - 57 agreements across 22 states
    - 24 small business awards
  - \$364M annual award value (~8% of total \$4.2B spend)
    - \$231M small business annual award value (64%)



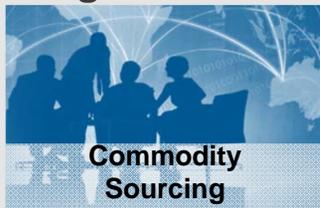
**Commodity Sourcing**

SCMC supports opportunities for enhanced growth for small businesses

## Supply Chain Management Center Overview

# Tools and Services

### Program Tools



### Designed to help Contractors

- Enhance current acquisition processes
- Create an effective, efficient and strategically driven Sourcing / Procurement function
- Enable leveraging of the aggregate spend across the enterprise for cost containment

### Program Services



A focused, funded approach to facilitate strategic sourcing

# What is eSourcing?

## Benefits

- Streamlines the sourcing process
- Ensures competitive prices by maximizing supplier competition
- Provides exposure and access to opportunities for small businesses
- Real-time feedback to suppliers on ranking by price
- Creates a repository for sourcing information for buyers to use in future procurements



Obtaining bids from different suppliers via a single online portal

# Ariba eSourcing Platform

Competitive online bidding events allow suppliers to:

- Gather information
- Foster back-and-forth communication
- Allow for a well-informed bidding strategy

U.S. DEPARTMENT OF ENERGY | OFFICE OF ENVIRONMENTAL MANAGEMENT | NNSA National Nuclear Security Administration

For Support  
Phone: 866-218-2155  
Email: as\_support@ariba.com

Home Sourcing Suppliers

Create Search Manage Recent Preferences

Home Dashboard

**Common Actions**

- Create**
  - Sourcing Project
- Manage**
  - Sourcing Library
  - Supplier Knowledge Administration

**Recently Viewed**

- Sourcing Library

**News**

Welcome to the upgraded NNSA eSourcing application.  
NOTE: Utilize 'Help' link in upper right of screen for training guides and tutorials.

**Search**

**Suppliers** Organization Name:

- Event
- Content Document
- Any Document
- Assembled PDF
- Profile Questionnaire
- More...

**My Documents**

Title	Date	Status
No items		

**To Do**

Date ↓

**September 2011**

M	T
5	6
12	1
19	2
26	2

**To Do This Week**

No items

**Needs Review**

No items

Market feedback available in real time

# Ariba eSourcing Features

## Sourcing Options

- Request for Information
- Request for Proposals
- Reverse Auctions

## Capabilities

- Show Rank (make better informed decisions)
- Show Lead Bid (another feedback tool)
- Set a Ceiling/Initial Price
- Setting a Bid Decrement
- Creating Lots and/or Items (allowing for a more tailored event)
- Communications (logged between buyer and potential suppliers)
- Capture Actions in Event Log
- Advanced Bidding Formats

Platform offers the flexibility to adapt to the commodities, products and services being secured.

# Comparison with FedBid

	<b>Ariba</b>	<b>FedBid</b>
Market Feedback	Shows specific place a supplier falls within the bidding	Only shows if supplier is in the lead, or not
Event Types and Formats	Full process, from RFI to auction with multiple formats	One type of reverse auction
Setting Ceiling/Initial Price	Ability to direct pricing	No ability, either at event or supplier levels
Inviting Specified Supply Base	Yes	No, opens to entire supplier list
Per Event Fee	None	3%
License Fee	Yes	No

Ariba is a robust eSourcing tool that is used to target specific bidders



## Bidding in an Event

The following slides walk through how a supplier will bid in an event.

### **The basic steps are detailed in screenshots on subsequent slides:**

- Review and Accept the Bidder Agreement
- Select Lots
- Submit Bids

The next action that needs to be taken will always be highlighted in yellow

**\*Please Note:** The basic steps of bidding in an event will always be the same, but feedback that you see and event content could differ from one event to the next.

# Review and Accept the Agreement

## Event Details

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[Event Messages](#)  
[Download Tutorials](#)

### ▼ Checklist

- ✓ 1. Review Event Details
- 2. [Review and Accept Agreement](#)
- 3. Select Lots
- 4. Submit Bids

### ▼ Event Contents

[All Content](#)  
1 [Pricing](#)

 Review the bidder agreement. Accept the terms of the agreement if you agree to them and want to participate in this event. [participate in this event.](#)

[Download Content](#) [Review Agreement](#) [Decline to Respond](#) [Print Event](#)

## Pricing

Name ↑ Price

### ▼ 1 Pricing

1.1 Test Item 1 

First, you must click on the Review Agreement button.

Note that it is yellow, as is the message indicating this is the next step at the top of the page.

## Event Overview and Timing Rules

Owner:	<a href="#">Brent Wilson</a>	Currency:	US Dollar
Event Type:	Auction		
Publish time:			1/22/2015 12:46 PM
Bidding start time:			1/22/2015 1:00 PM
Bidding end time:			1/22/2015 1:20 PM
Specify how lot bidding will begin and end:			Parallel
Allow bidding overtime:			Yes
Bid rank that triggers overtime:			1
Start overtime if bid submitted within (minutes):			2
Overtime period (minutes):			2

# Review and Accept the Agreement

Bidder Agreement

- ▼ Checklist
- ✓ 1. Review Event Details
- 2. Review and Accept Agreement**
- 3. Select Lots
- 4. Submit Bids

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**i** You must accept the bidder agreement to participate in the event.

In consideration of the opportunity to participate in on-line events ('On-Line Events') held and conducted by the company sponsoring this On-Line Event ('Sponsor') on the web site (this 'Site') hosted by Ariba, Inc. ('Site Owner'), your company ('Participant' or 'You') agrees to the following terms and conditions ('Bidder Agreement'):

- 1. Bids.** If You are invited to participate in the On-Line Event, Sponsor reserves the right to amend, modify or withdraw this On-Line Event. Sponsor reserves the right to accept or reject all or part of your proposal. Submission of a bid does not create a contract or any expectation by Participant of a future business relationship. Rather, by submitting a bid, you are making a firm offer which Sponsor may accept to form a contract, subject to section 2 below. Sponsor is not liable for any costs incurred by Participant in the preparation, presentation, or any other aspect of Participant's bid.
- 2. Price Quotes.** Except to the extent Sponsor allows a non-binding bid, all Bids which Participant submits through the On-Line Events are legally valid quotations without qualification, except for data entry errors.
- 3. Procedures and Rules.** Participant further agrees to be bound by the procedures and rules established by the Site and Sponsor.
- 4. Confidentiality.** Participant shall keep all user names and passwords, the On-Line Event content, other confidential materials provided by the Site and/or Sponsor, and all bids provided by You or another participating organization in confidence and shall not disclose the foregoing to any third party.
- 5. Bids through Site only.** Participant agrees to submit bids only through the on-line bidding mechanism supplied by the Site and not to submit bids via any other mechanism including, but not limited to, post, courier, fax, E-mail, or orally unless specifically requested by Sponsor.
- 6. Ethical Conduct.** All parties will prohibit unethical behavior and are expected to notify the Site Owner by contacting the appropriate project team if they witness practices that are counter-productive to the fair operation of the On-Line Event. If Participant experiences any difficulties during a live On-Line Event, Participant must notify Site Owner immediately.
- 7. Survival.** The terms and conditions of this Bidder Agreement shall survive completion of the On-Line Event.

\*\*\*\*  
BA v1.1 19Aug05

Click I Accept  
Then, click OK

- I accept the terms of this agreement.
- I do not accept the terms of this agreement.

OK Cancel



# Submit Selected Lots

## Select Lots

- ▼ Checklist
- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Agreement](#)
- 3. **Select Lots**
- 4. **Submit Bids**

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Choose the lots in which you will participate. You can cancel your intention to

Select Lots    Select Using Excel

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### Lots Available for Bidding

<input checked="" type="checkbox"/>	Name
<input checked="" type="checkbox"/>	1.1 Test Item 1 <span>i</span>

Submit Selected Lots

Check items on which you are bidding - Note - This might be automatically checked, depending on the set-up of your event.  
Then, click Submit Selected Lots

# Submitting Your Bid

Console

- Event Messages
- Response History
- ▼ Checklist
  - ✓ 1. Review Event Details
  - ✓ 2. Review and Accept Agreement
  - ✓ 3. Select Lots
  - 4. Submit Bids**
- ▼ Event Contents

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All Content

Name ↑	Rank	Price
▼ 1 Pricing		
1.1 Test Item 1 ⓘ	<input type="checkbox"/>	* 1000 x USD

Decrement selected items by  value

Enter your price in the Price field  
Then, hit the yellow Submit Entire Response button

## Ariba eSourcing Overview

## Submitting Your Bid

Console

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[Event Messages](#)[Response History](#)

▼ Checklist

- ✓ 1. [Review Event Details](#)
- ✓ 2. [Review and Accept Agreement](#)
- ✓ 3. [Select Lots](#)
- 4. **Submit Bids**

▼ Event Contents

**All Content**

Name ↑	Rank	Price
▼ 1 Pricing		
1.1 Test Item 1 <span>?</span>	<input type="checkbox"/>	* 1000 x USD

Decrement selected items by  value

Enter your price in the Price field

Then, hit the yellow Submit Entire Response button

✓ **Submit this response?**

Click OK to submit.

Save |

After clicking Submit, you will get the pop-up shown above.

Click OK to finish submitting your bid



# Submitting Your Bid

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✓ Your response has been submitted.

**All Content**

Name ↑		Rank	Price
▼ <b>1 Pricing</b>			
<b>1.1 Test Item 1</b> ⓘ	<input type="checkbox"/>	<b>1</b>	* \$1,000.00 USD ⚙

Decrement selected items by  [value](#)

|

After successfully submitting your bid, you will see the confirmation message in green at the top of the screen advising your response has been submitted.

Additionally, if you are participating in an event that shows you your rank, you would see that in the column next to your bid.

# Additional Notes

All Content			
Name ↑	Rank	Price	
▼ 1 Pricing			
1.1 Test Item 1 ⓘ	<input type="checkbox"/>	1	* \$1,000.00 USD ⚙
Decrement selected items by <input type="text"/> <a href="#">value</a> <input type="button" value="Apply"/>			
<input type="button" value="Submit Entire Response"/> <input type="button" value="Update Totals"/> <input type="button" value="Reload Last Bid"/> <input type="button" value="Save"/>   <input type="button" value="Compose Message"/> <input type="button" value="Excel Import"/>			

Your bid could be lowered and a new bid submitted by following the same submission process, as long as time remained in Open Bidding.

The **Decrement selected items by** field acts only as a calculator. If you put a number in that field and hit apply, it would subtract that from your last bid to show you the calculation. The bid would not be submitted, it is only a calculation. You would still need to submit the bid, if you wanted, with the yellow Submit button.

The **Save** button only saves the bid locally, it does not submit the bid

The **Compose Message** button allows you to send a message to the buyer, which is sent both through the event and via e-mail



## Next Steps

Site (Location)	Name	Email	Phone
BNI (Richland, WA)	Tess Klatt	<a href="mailto:taklatt@bechtel.com">taklatt@bechtel.com</a>	509-371-2306
CHPRC (Richland, WA)	Josh Brimberry	<a href="mailto:joshua_m_brimberry@rl.gov">joshua_m_brimberry@rl.gov</a>	509-376-7334
MSA (Richland, WA)	James Damskov	<a href="mailto:James_R_Damskov@rl.gov">James_R_Damskov@rl.gov</a>	509-376-3704
WRPS (Richland, WA)	Scott Mason	<a href="mailto:scott_a_mason@rl.gov">scott_a_mason@rl.gov</a>	509-373-2270

eSourcing Information: <https://thescmgroup.com/strategictools.html>  
 Supplier Profile: <https://thescmgroup.com/profile.html>



# Questions

