



QAD SOURCING

Manufacturers face ongoing challenges in selecting the lowest cost and optimal source of supply for the many raw materials, products and services they procure. Businesses often do not accurately account for costs beyond the purchase price of goods, like tooling, transportation, lead times, duties, taxes, fees and other factors. When selecting new suppliers without an established track record, manufacturers risk production problems, quality issues and delays. Further, sourcing materials and goods from global suppliers requires the agility to work in multiple languages and meet local regulations.

Manufacturers often fail to effectively collaborate with suppliers during the sourcing process. Relying on manual communication methods increases sourcing cycle times, burdens buyers and planners and increases the likelihood of NPI delays and stock outages.

Cost optimization, on-time delivery, consistent quality, sustainability standards, proper quantities, continuity of supply and other factors all play a role in choosing the right supplier. To assess supplier risk, the financial health of the supplier should be considered in any sourcing decision. Manufacturers also cannot overlook a supplier's industry status and safety practices, as these can impact their own company's reputation.

Customers now demand on-time and in full orders within shorter timeframes, placing an ever greater importance on supplier selection. With the greater role suppliers play in optimizing the end-to-end supply chain from raw materials to the end customer, manufacturers need to get their sourcing decisions right.

BENEFITS

- Reduce COGS and lower indirect procurement costs
- Boost contract compliance and reduce contract leakage
- Improve supplier selection to mitigate supply risks
- Simplify supplier discovery
- Accelerate sourcing cycle times
- Predict final product costs with greater accuracy
- Eliminate manually intensive sourcing efforts
- Reduce supplier-related risks and ensure compliance
- Free up procurement resources to focus on more strategic initiatives

SOLUTION OVERVIEW

As part of [QAD Adaptive ERP](#), QAD Sourcing manages the electronic RFQ process with suppliers, from recording requirements to the RFI, RFQ, contracts, and finally the order. It identifies and qualifies suppliers, helps negotiate best-value agreements, standardizes processes and manages sourcing knowledge. Further, it adapts to your company's necessary workflows, based on [your standards](#). The solution facilitates [communication between manufacturers and suppliers](#) while reducing error-prone, manually intensive sourcing processes.

- **Automate and streamline** critical tasks across the sourcing lifecycle
- **Identify best-value award decisions** based on total cost, not just on unit price
- **Support all forms of tendering** including specifications, GAEB file, RFI, tenders, jacket sheet procedures or a complex cost breakdown
- **Capture past event information** in categories for more successful RFQs, RFIs and online auctions
- **Effectively define and track project progress**, teams involved, communication, documents, tasks, dependencies and more
- **Accurately analyze and evaluate** bids with automatic scoring and receive automated event recommendations
- **Ensure that organizational procurement activities and supplier collaboration** are systematic, structured and transparent
- **Initiate multiple types of auctions** from RFQ bids and manage auctions across multiple lots
- **Leverage QAD Auctions** to accelerate negotiation processes and maximize sourcing efforts
- **Define the status of all possible tasks** and control user and or role access based on the appropriate process stage

For more information on how QAD Sourcing can help your company, please contact your account representative, or [contact QAD](#) at +1-805-566-6100 or email info@qad.com.

