



ENOVIA Sourcing Central

Product Objective

ENOVIA® Sourcing Central™ is a negotiation and request-for-quote (RFQ) management application for engineered products and services. It provides functionalities that enable global organizations to streamline collaboration between customers, buyers, and suppliers. The result is better and faster sourcing practices that drive key profit, cost, and time-saving decisions in the design and sourcing of direct materials and engineered goods and services.

Product Overview

ENOVIA Sourcing Central reduces operational costs and increases profit margins by leveraging components, bills of material (BOM) and related data to improve time to market when building RFQs. Automating the global sourcing process helps to standardize sourcing practices, improve operational efficiencies, and reduce costs by eliminating paper based processes and cutting travel time and expenses. By aggregating all sourcing data into a single location, buyers can easily view and track progress, which allows managers to focus on value-added activities, such as strategic supplier development, aggregation of commodity spending, supplier performance and compliance monitoring.

Product Highlights

Buyer Desks

Buyers can work in commodity, program, or regional teams to support the structure of the organization and provide maximum identification of cost savings. Buyer desks include assigned buyers, parts, RFQs, approved supplier lists (ASLs), and the RFQ templates associated to them.

Sourcing Templates

The powerful RFQ template capabilities enable standardization of the sourcing process across the organization in support of a commodity program and BOM based sourcing strategies. As a result, buyers can quickly create complex RFQs from these templates with mandatory and optional input data for customers, buyers, and suppliers.

Electronic RFQ

Each RFQ can have standard terms and conditions, award attributes, and contract quality deliverables. Buyers add multiple suppliers to the RFQ as needed or based on stored approved supplier lists (ASLs). The buyer can also specify line item splits or bundle the entire RFQ into packages for aggregating spend. All RFQ line items are associated directly to part and BOM information managed in ENOVIA® Engineering Central™, and even automatically creates line items using all or part of the BOM data. In addition, RFQs can be created using BOM data imported into the ENOVIA system from other systems. ENOVIA Sourcing Central automatically tracks RFQ changes and sends notifications to stakeholders throughout the process.

Negotiation

Buyers can manage multiple rounds of RFQs. Each round of the RFQ, allows the buyer to specify supplier lists and line items, which can be unique per round. ENOVIA Sourcing Central preserves complete historical information on each round of bidding. Buyers can apply granular access controls to include more stakeholders in the review process without compromising security.

Key Customer Benefits

- Enhance process standardization and the efficiency of the RFQ process
- Improve collaboration between engineering, purchasing, and strategic suppliers by delivering real-time, secure access to documents, specifications, product data and change information
- Lower operational costs, shorten supplier turnaround time on responses and improve bid quality
- Minimize cost and delivery setbacks and improve downstream quality by reviewing supplier change requests and suggestions earlier in the development process
- Provide a central location to collaborate on sourcing activities



Product Highlights (continued)

Decision Support and Analysis

Buyers can use standard reports and dashboards to analyze supplier responses and compare specific line items and data to justify awards. Suppliers can enter response data in their local currency and/or unit of measure, but the buyer can convert this data into a common unit in order to make informed comparisons.

Name	Round	State	Owner	Quote Requested By Date	Response Status	Package	Workspace Folders
RFQ: 1000	1	Started	Smith, John	8/30/2001	0/4	3	Package: 2238
RFQ: 2000	2	Sent	George, Rebecca	8/30/2001	1/2	3	Folder: 5000
RFQ: 3000	4	Response Completed	Tenon, Alice	8/30/2001	0/2	3	Folder: 5000
RFQ: 4000	2	Started	Swanson, Albert	8/30/2001	2/2	3	
RFQ: 5000	1	Sent	Watak, Thomas	8/30/2001	0/2	3	Folder: 5000
RFQ: 6000	5	Started	Chamberlain, Tim	8/20/2001	1/2	3	Package: 2238
RFQ: 7000	6	Started	Chamberlain, Tim	8/20/2001	0/0	3	Folder: 5000
RFQ: 8000	3	Started	Andersen, Samantha	8/20/2001	0/0	3	Folder: 5000
RFQ: 9000	3	Sent	Black, Brenda	8/20/2001	0/3	3	Folder: 5000
RFQ: 9900	1	Started	Smith, Debbie	8/20/2001	2/2	3	Package: 2238
RFQ: 1000	1	Started	Smith, John	8/30/2001	0/4	3	Package: 2238
RFQ: 7000	2	Sent	George, Rebecca	8/30/2001	1/2	3	Folder: 5000

Cross-functional Sourcing Collaboration

Buyers can create repeatable and/or ad hoc workflows for cross-functional review and approval related to RFQs and the quotation responses that are received. ENOVIA Sourcing Central automatically alerts buyers, designers, and suppliers of key events in the sourcing process. Buyers can review additional

information provided by Suppliers in the form of attachments, comments, and engineering change requests (ECRs) which can then be evaluated by the design team as part of overall evaluation of awarding business.

Microsoft Excel Export

Buyers can export RFQs to formatted Microsoft Excel files for off-line editing. Required fields are highlighted in these files minimizing data entry errors.

Name	Title	Rev	Ver	Type	Actions	Classification	Description	State
DOC: 8000083	Intellectual Property Agreements	1	1	Document			Intellectual Property Agreements	Exists
DOC: 8000096	Warranty Costs	1	1	Document			Warranty Costs	Exists
SA:1111111	SA-1111 RC: Attachments							
DOC: 8000018	Standard Terms and Conditions	1	1	Document			Standard Terms and Conditions	Exists
DOC: 8000012	Standard Contract	1	1	Document			Standard Contract	Exists

The Role of ENOVIA V6 and PLM 2.0

ENOVIA Sourcing Central supports PLM 2.0, product lifecycle management online for everyone, and the ENOVIA V6 values: global collaboration innovation, single PLM platform for intellectual property (IP) management, online creation and collaboration, ready to use PLM business processes, and lower cost of ownership.

About ENOVIA

ENOVIA is the recognized leader in delivering collaborative PLM solutions. We enable companies from a broad range of industries to dramatically accelerate innovation, time-to-market and revenue generation by collaboratively developing, building and managing products. Our solutions facilitate the sharing of concepts, content and context across product lifecycles and throughout value chains of employees, customers, suppliers and partners.

ENOVIA collaborative PLM solutions help global enterprises bring together people, processes, content and systems to achieve a compelling competitive advantage. Our interoperable solutions unify and streamline processes across the product lifecycle, enabling companies to easily and cost-effectively work on projects within and outside of their enterprises. Our adaptable, scalable technology is built to accommodate the ever-changing marketplace.

About Dassault Systèmes

As world leader in 3D and Product Lifecycle Management (PLM) solutions, the Dassault Systèmes group brings value to more than 90,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire life cycle of products from conception to maintenance. Our offering includes integrated PLM solutions for product development (CATIA®, DELMIA®, ENOVIA®, SMARTEAM®), mainstream product 3D design tools (SolidWorks®), 3D components (Spatial/ACIS®) and SIMULIA®, DS' open scientific platform for realistic simulation. Dassault Systèmes is listed on the Euronext Paris (#13065, DSY.PA) stock exchange. For more information, visit 3ds.com.



For additional information, contact us at:
 Dassault Systèmes Enovia Corp. 900 Chelmsford Street, Lowell, Massachusetts 01851
 978.442.2500 • ENOVIA.com • 3DS.com