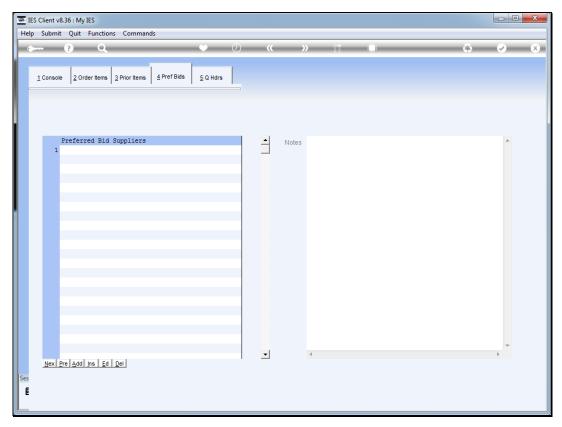
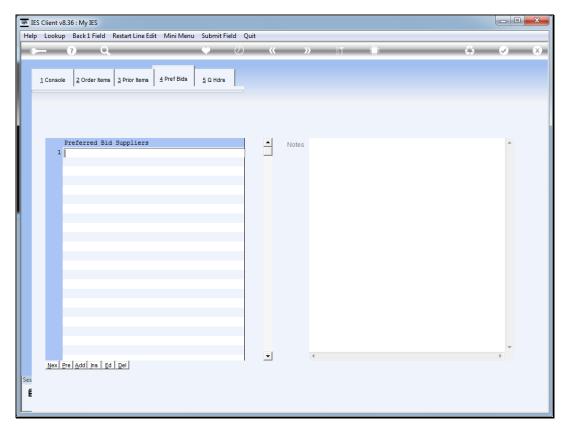


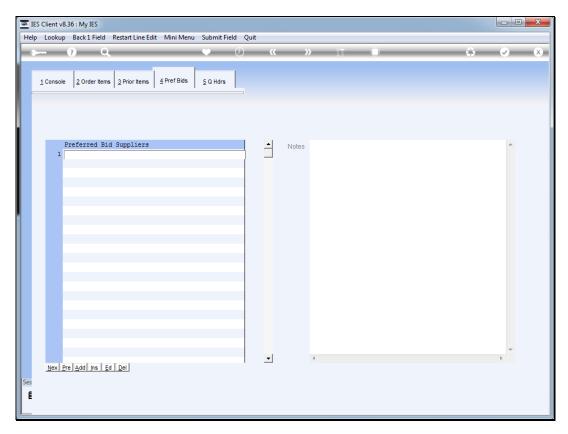
Slide 1 Slide notes: There are a number of ways to introduce Supplier Bidders on the quotation workflow. We start by looking at the Preferred Bidders option.



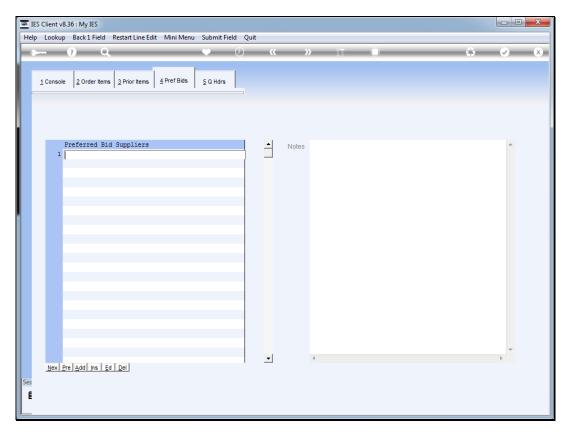
Slide 2 Slide notes: At 'Preferred Bid Suppliers' we may list any number of Suppliers available to all Items on the quotation.



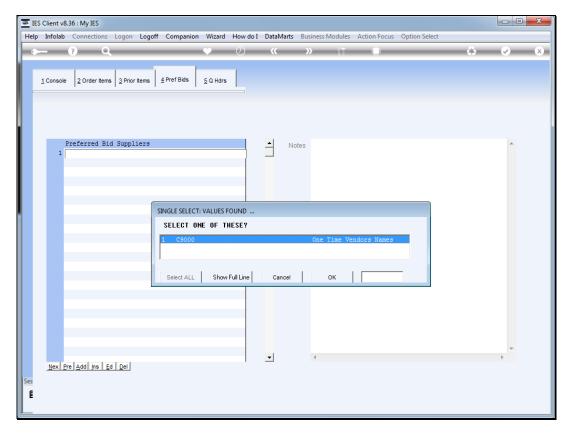
Slide 3 Slide notes:



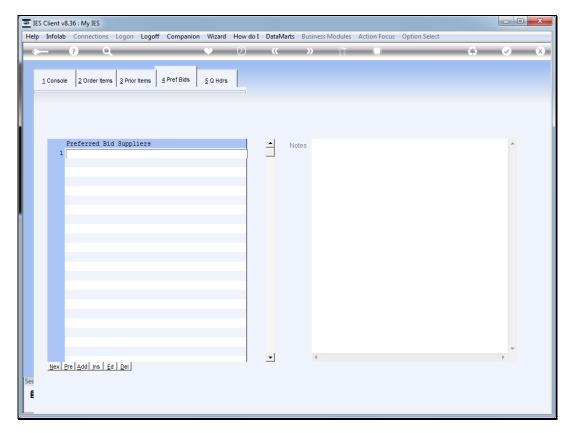
Slide 4 Slide notes:



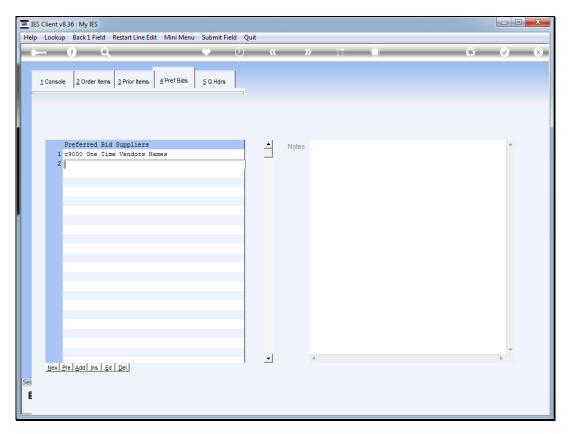
Slide 5 Slide notes:



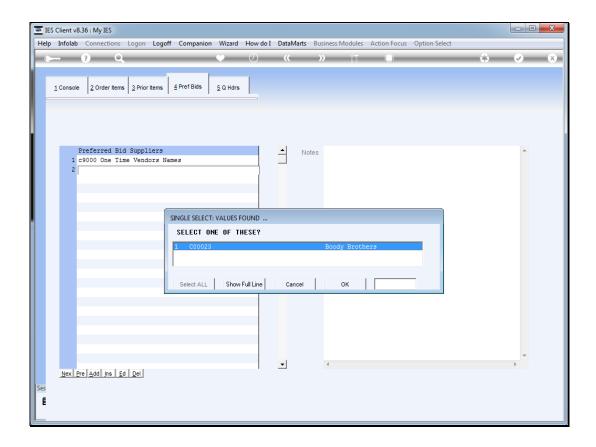
Slide 6 Slide notes:



Slide 7 Slide notes:

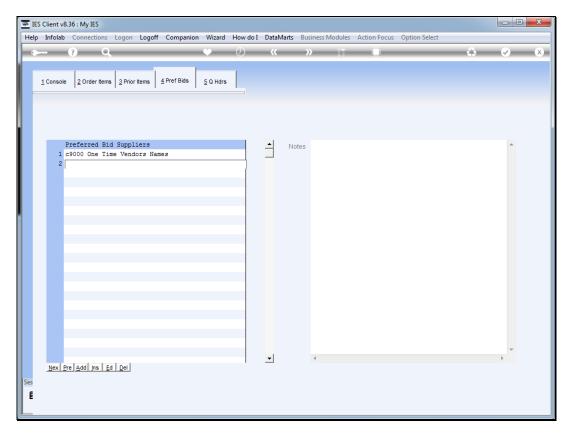


Slide 8 Slide notes:

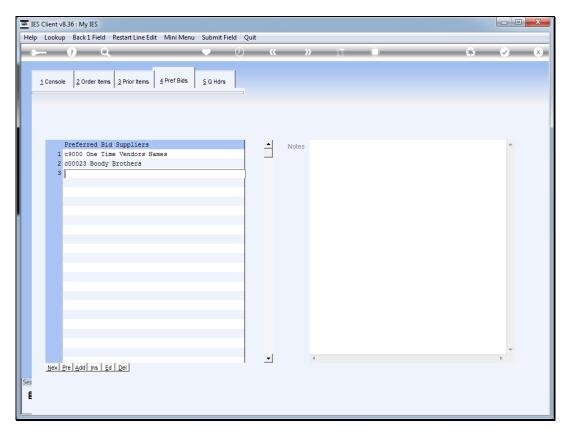


Slide 9

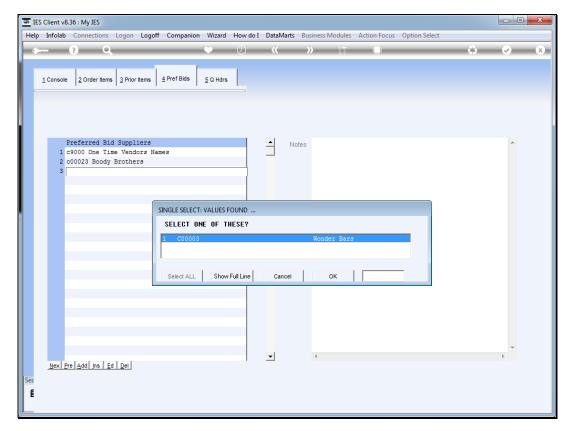
Slide notes: We can lookup these Suppliers from current Supplier Accounts and we can also introduce new Accounts when typing "new".



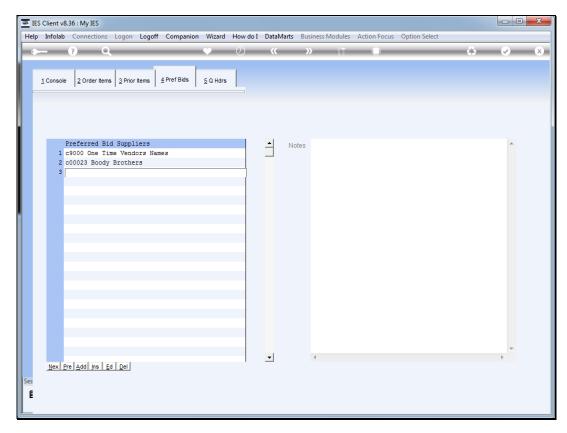
Slide 10 Slide notes:



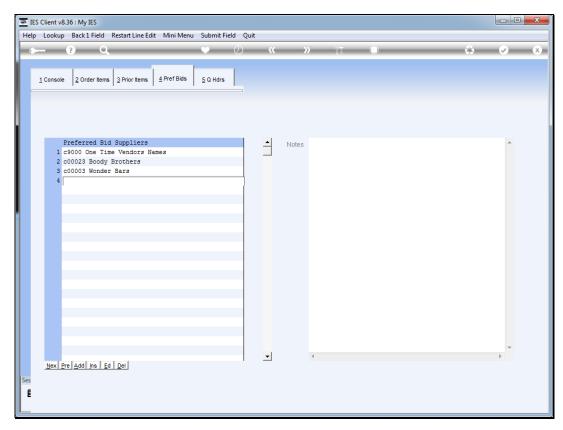
Slide 11 Slide notes:



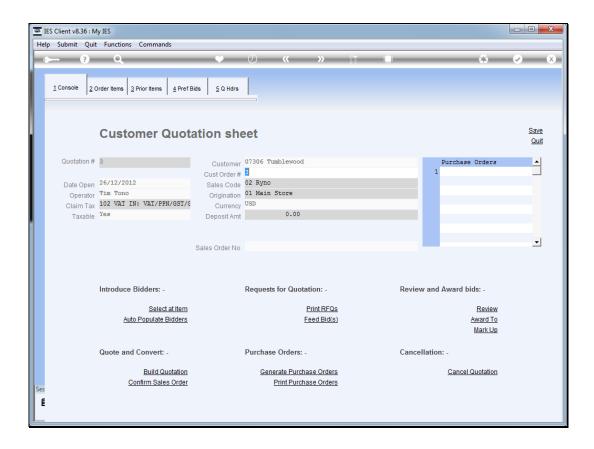
Slide 12 Slide notes:



Slide 13 Slide notes:

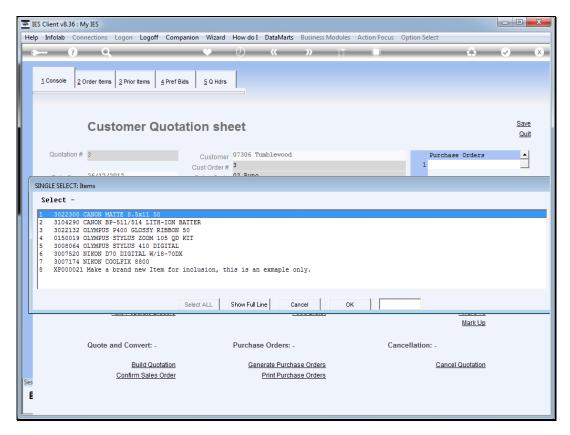


Slide 14 Slide notes: Now that we have some preferred Suppliers listed here, let us see what potential that holds.

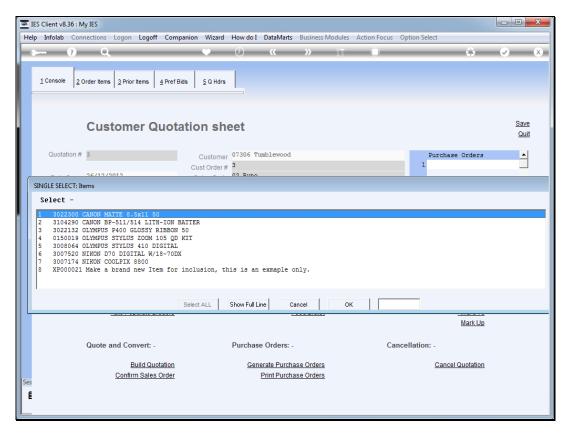


Slide 15

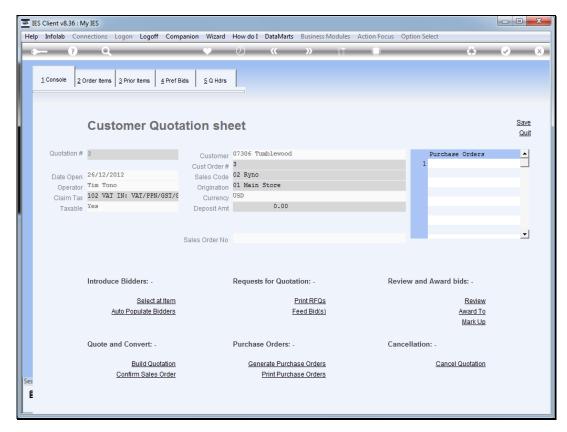
Slide notes: At the 'Introduce Bidders' menu area, we have an option called 'Select at Item'. This is the option that allows us to enter each Item on the Quotation and select bidders for that Item.



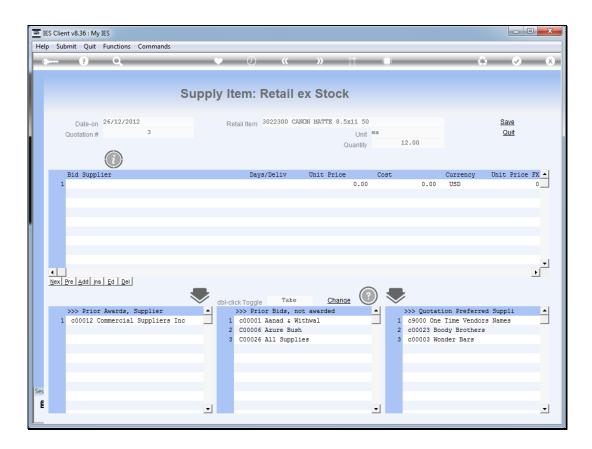
Slide 16 Slide notes:



Slide 17 Slide notes:

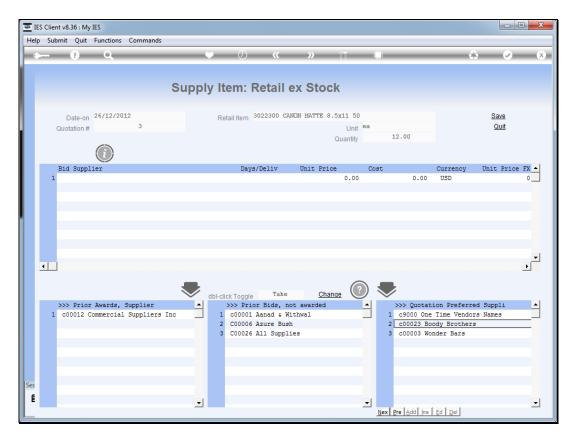


Slide 18 Slide notes:

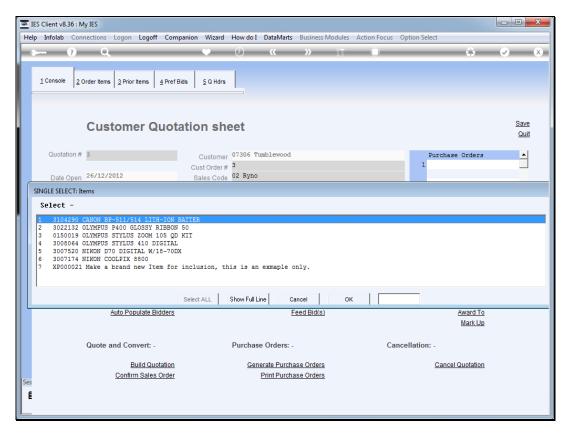


Slide 19

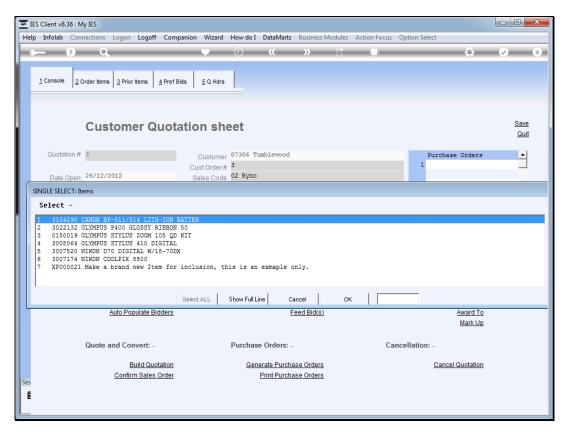
Slide notes: At the area called 'Quotation Preferred Suppliers' we can see the list of Suppliers that we entered before as 'Preferred Bidders'. This list will be present for each Item, making it easy to select as and when we want to apply any of these bidders for an Item.



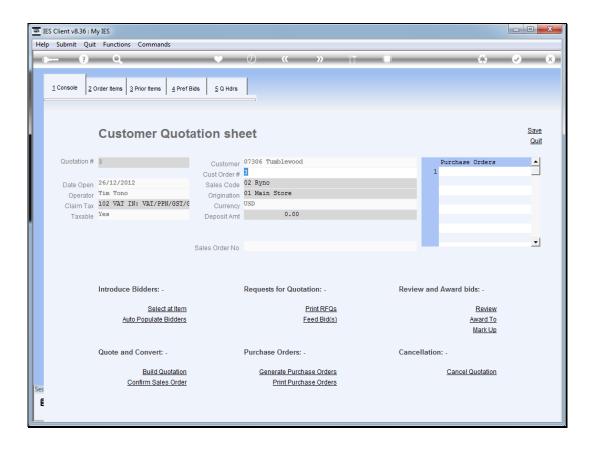
Slide 20 Slide notes:



Slide 21 Slide notes:

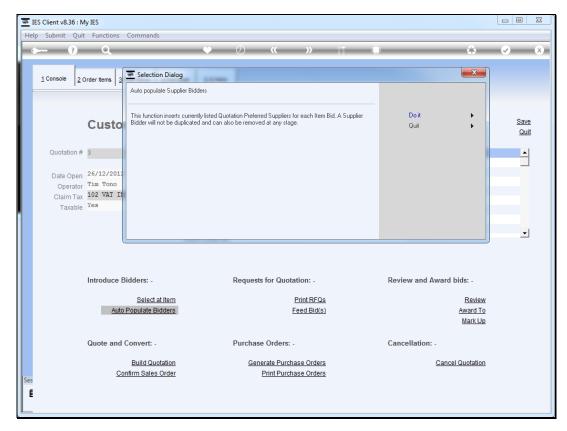


Slide 22 Slide notes:

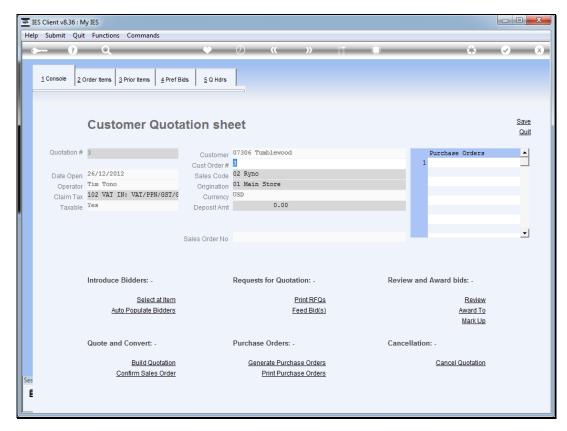


Slide 23

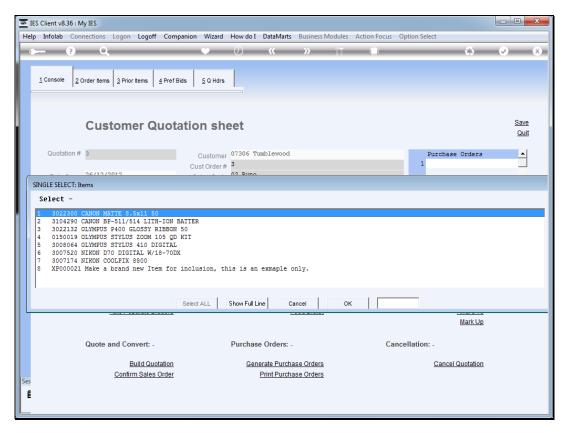
Slide notes: However, we also have an option to 'Auto Populate Bidders', and if we use that, then the preferred bidders are not merely available at each Item, but already included in the list of bidders. Let's have a look.



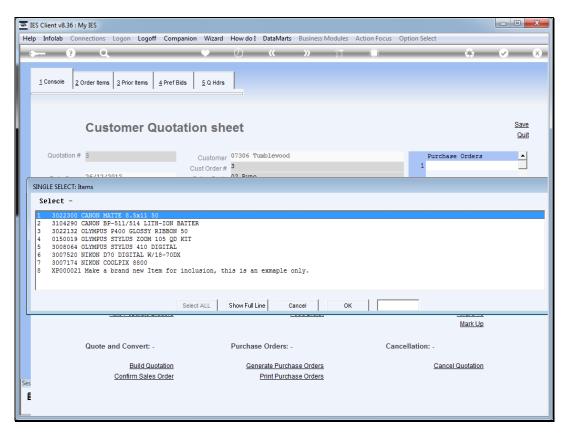
Slide 24 Slide notes:



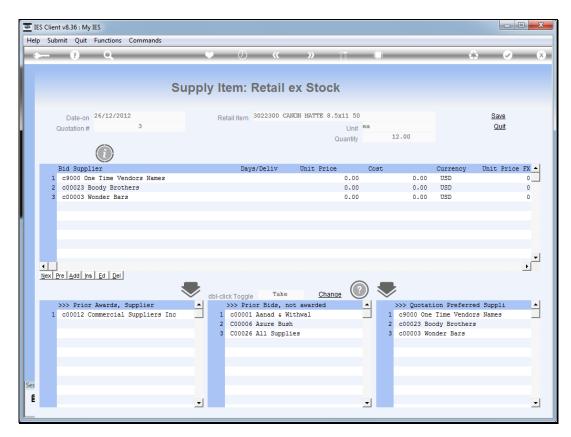
Slide 25 Slide notes:



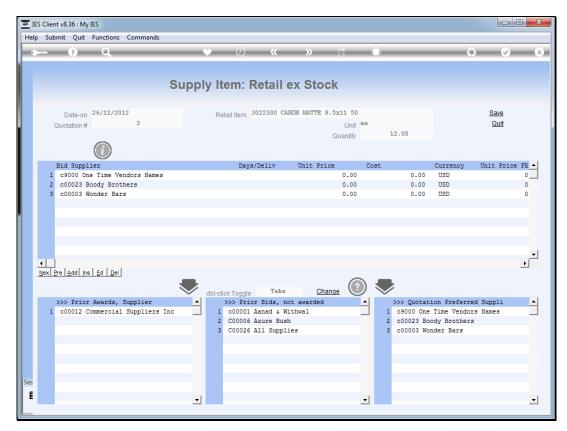
Slide 26 Slide notes:



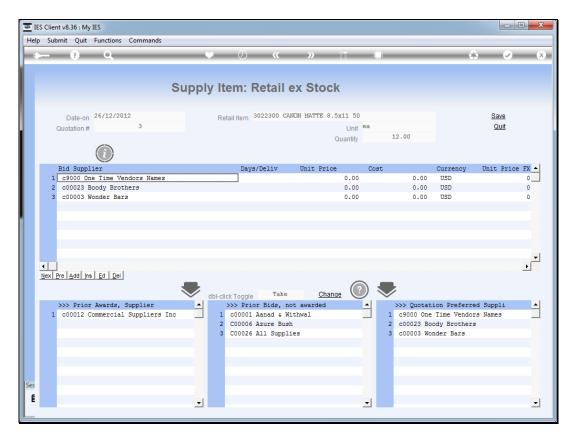
Slide 27 Slide notes:



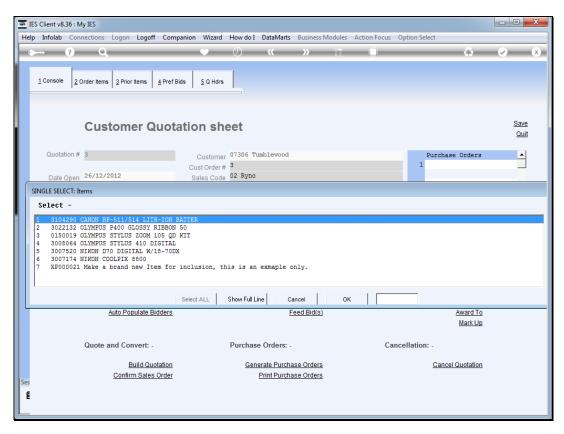
Slide 28 Slide notes:



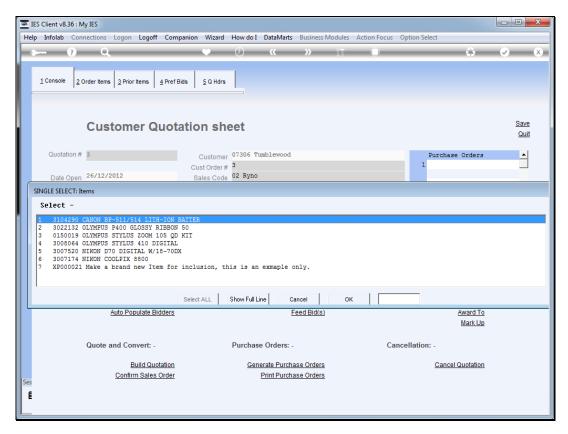
Slide 29
Slide notes: As we can see, the preferred bidders are now fully selected as bidders for the Item.



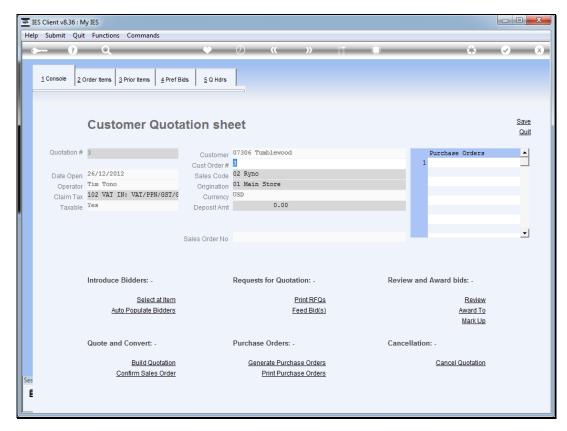
Slide 30 Slide notes:



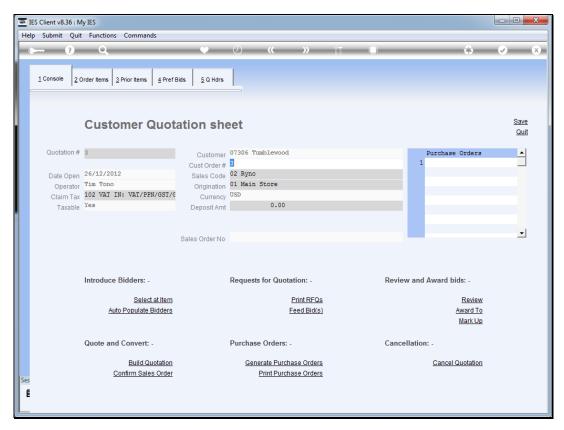
Slide 31 Slide notes:



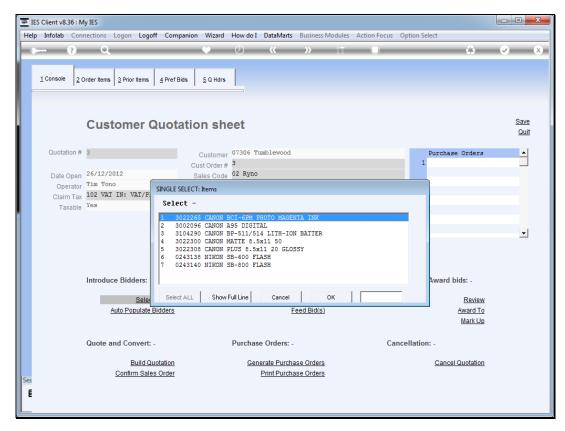
Slide 32 Slide notes:



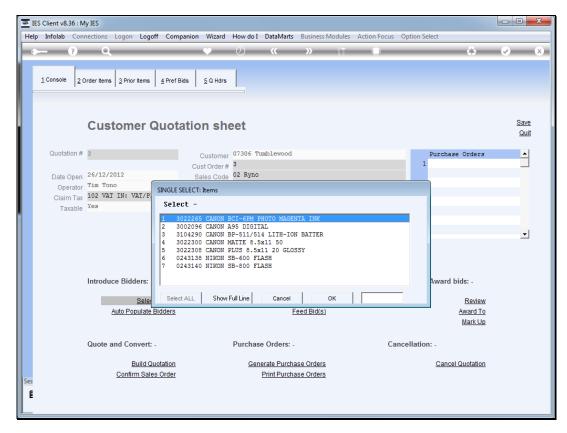
Slide 33 Slide notes:



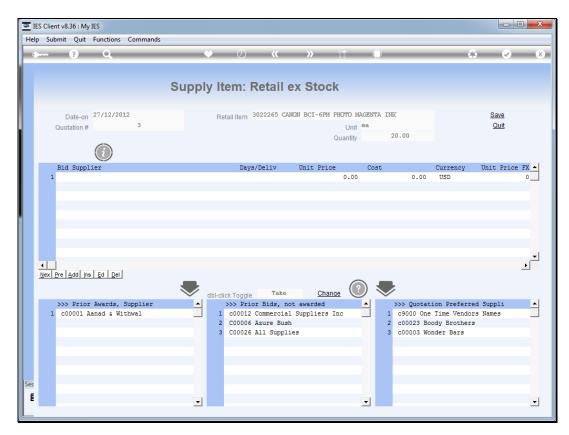
Slide 34
Slide notes: Now, we have removed the pre-selection of bidders so that we can explore our options for bidder selection further.



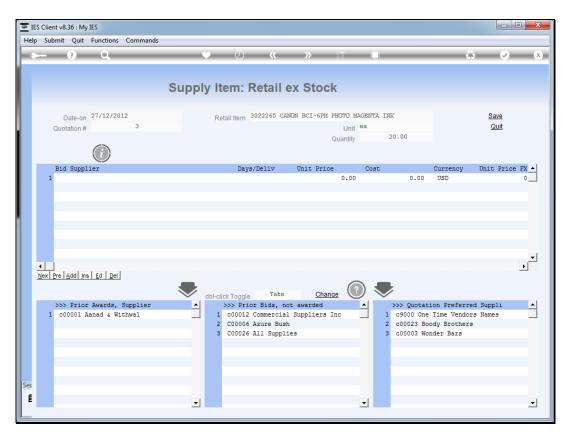
Slide 35 Slide notes:



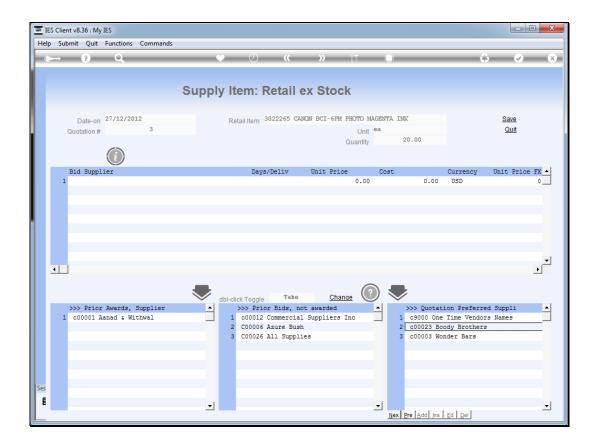
Slide 36 Slide notes:



Slide 37 Slide notes:

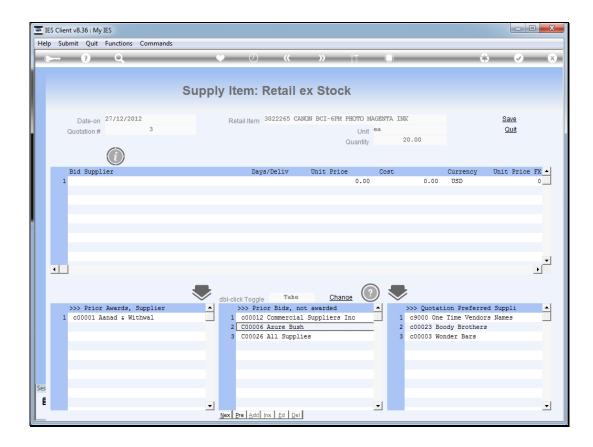


Slide 38 Slide notes: Now, we can see for each Item that we have the list of 'Quotation Preferred Suppliers' to choose from, if there are any.

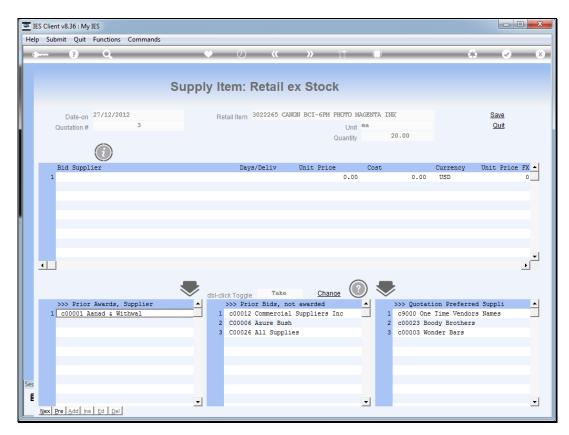


Slide 39

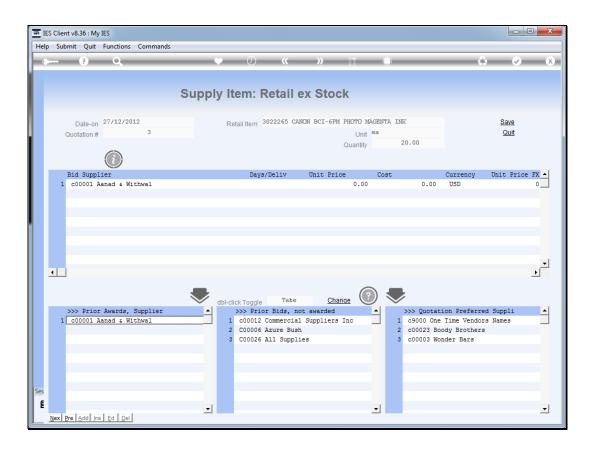
Slide notes: And when this Stock Item was ordered before, for any Customer, not just this Customer, then we also have prior bid Suppliers to choose from.



Slide notes: And likewise, if this Item has ever been ordered before, for any Customer, then we will have a list of 1 or more prior Suppliers who were awarded before to supply this Item.

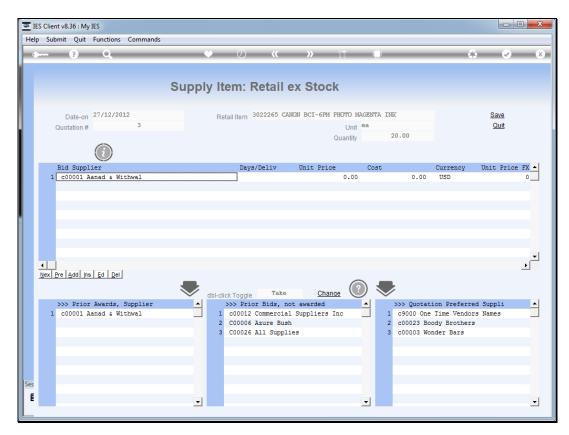


Slide 41 Slide notes:

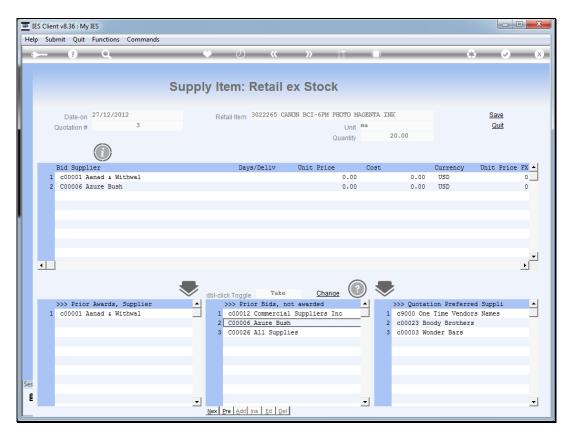


Slide 42

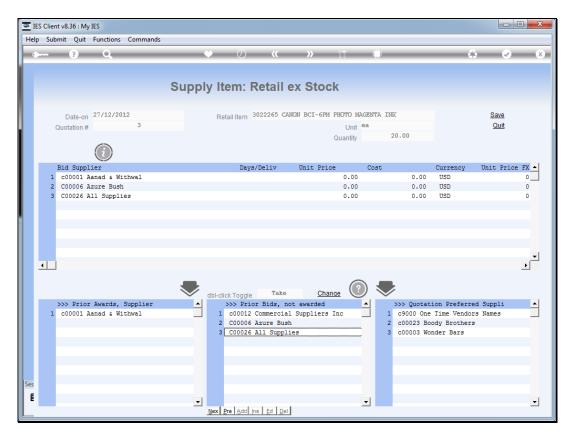
Slide notes: We can select from any of these groups of Suppliers with a dbl-click on the Supplier, to introduce that Supplier as a bidder now for the current Item.



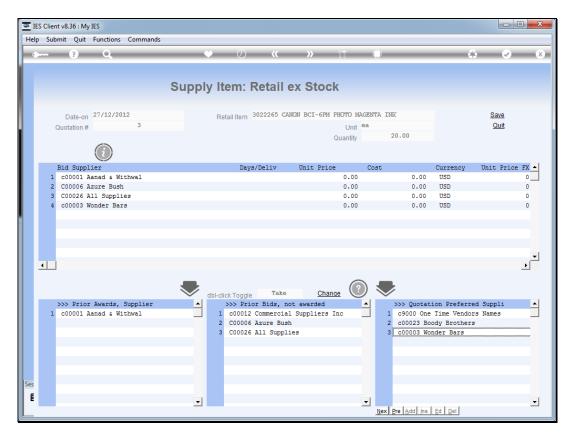
Slide 43 Slide notes:



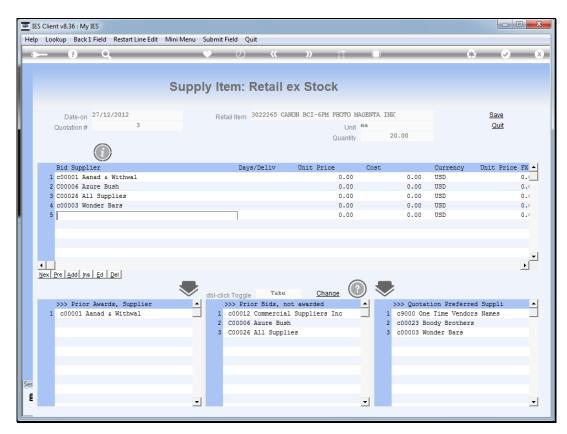
Slide 44 Slide notes:



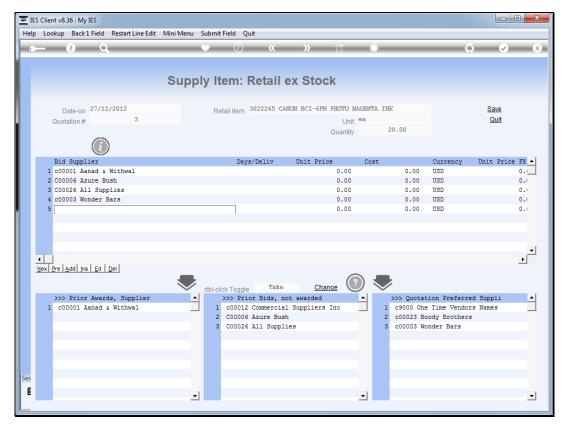
Slide 45 Slide notes:



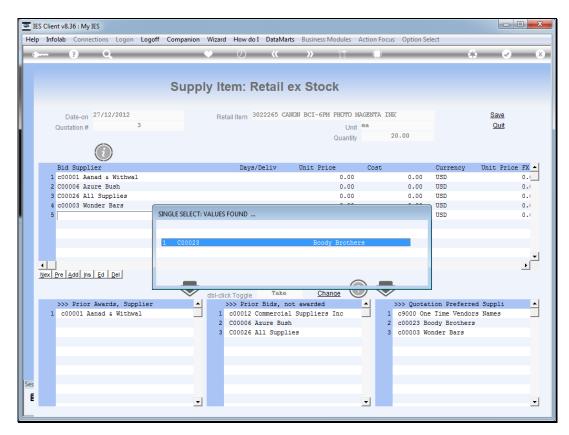
Slide 46 Slide notes:



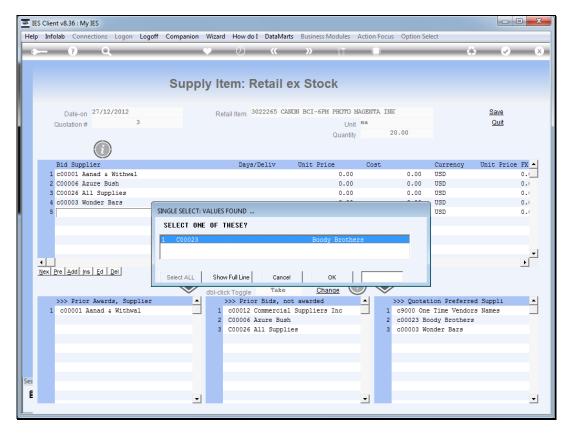
Slide 47 Slide notes:



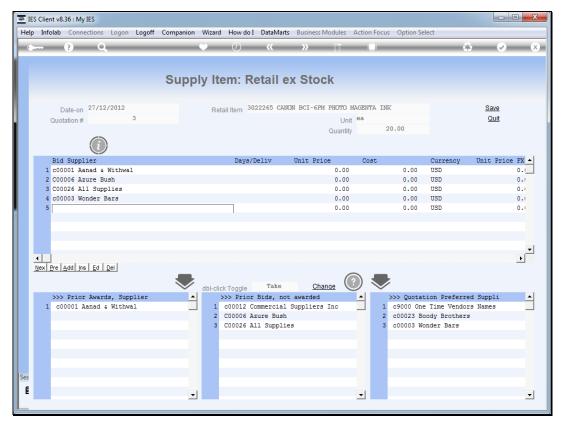
Slide 48
Slide notes: We can also select directly from the Supplier master.



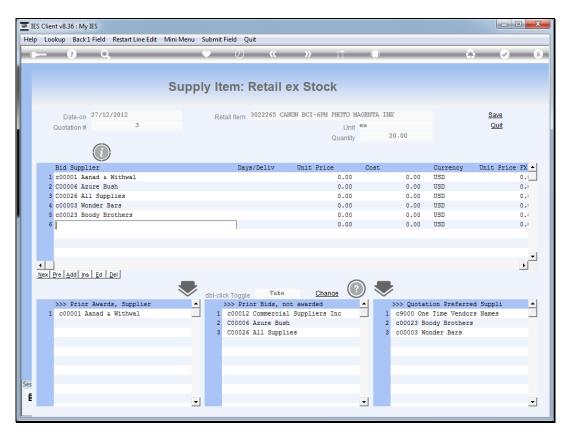
Slide 49 Slide notes:



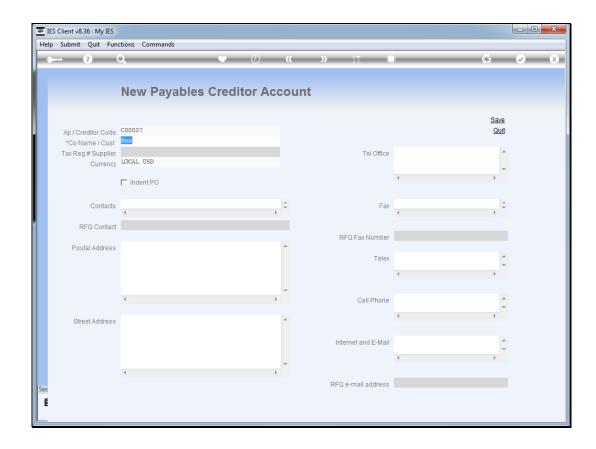
Slide 50 Slide notes:



Slide 51 Slide notes: And we can also introduce new Suppliers.

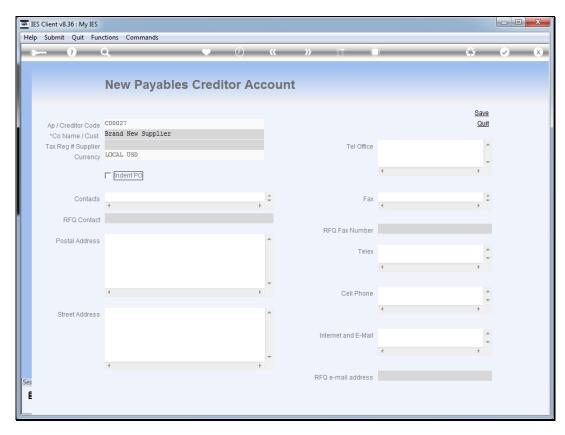


Slide 52 Slide notes:



Slide 53

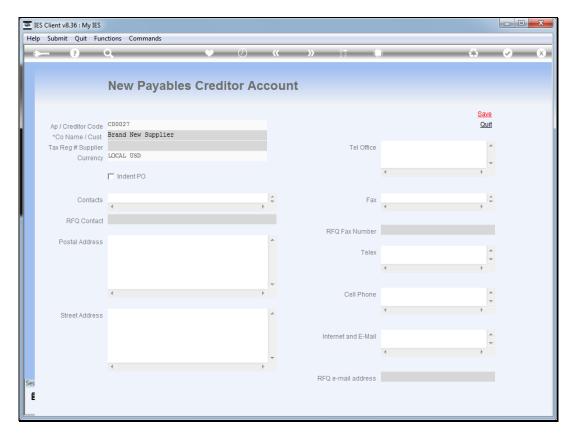
Slide notes: In the case of a new Supplier of course we will fill in some more detail than we are doing in this example, or we can also do it later at the Supplier Master.



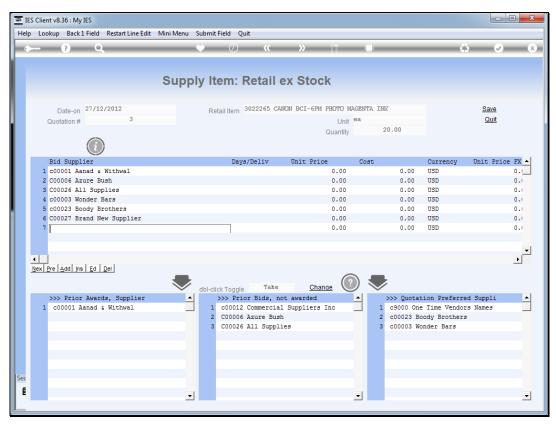
Slide 54 Slide notes:



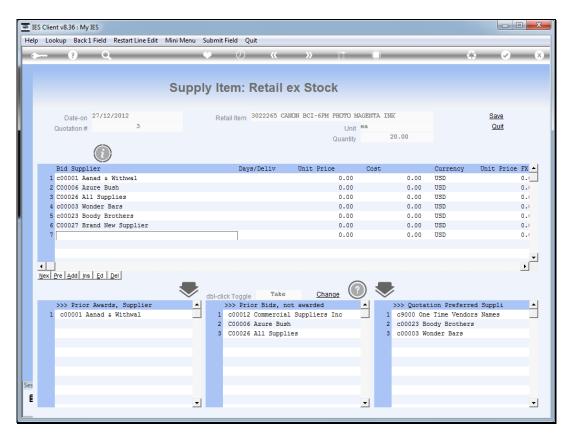
Slide 55 Slide notes:



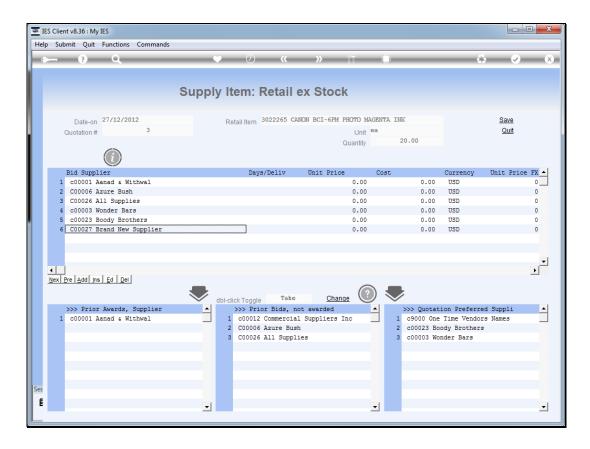
Slide 56 Slide notes:



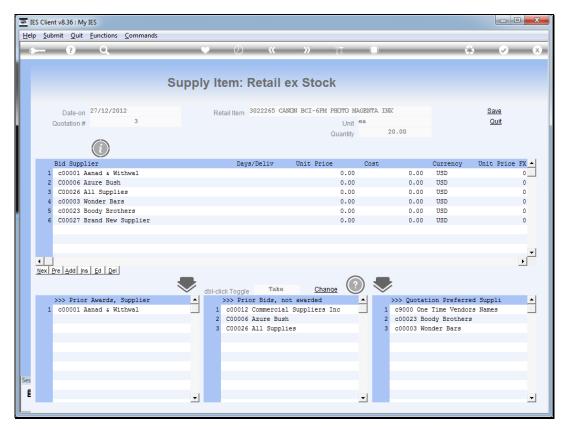
Slide 57
Slide notes: And we can see that the new Supplier Account has been created and included as a bidder here.



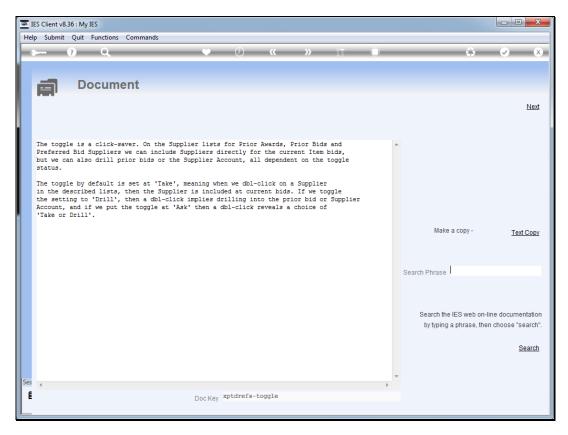
Slide 58 Slide notes:



Slide notes: Of course we may change, delete from and add to this list of bidders many times by returning to this item again and again if need be.



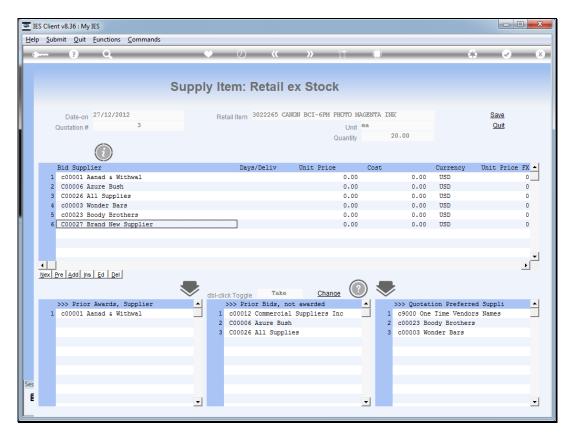
Slide 60 Slide notes: Now let's look at the toggle options.



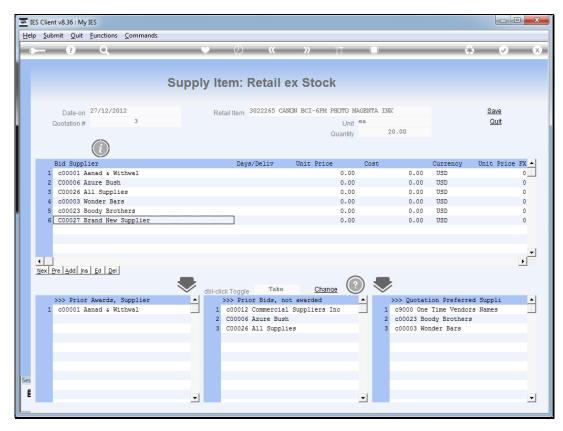
Slide 61 Slide notes: The toggle can be set at 'take', 'drill' or 'ask'.



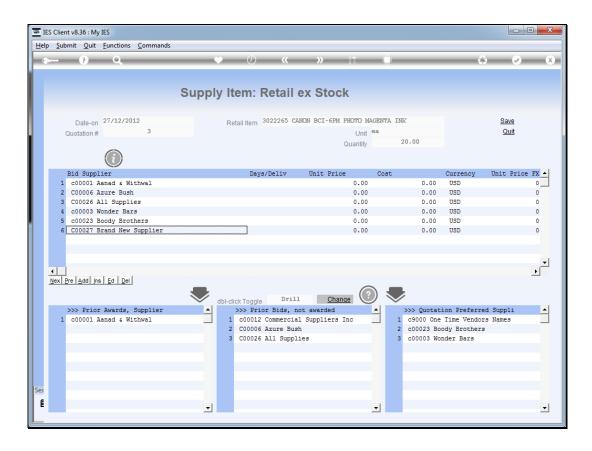
Slide 62 Slide notes:



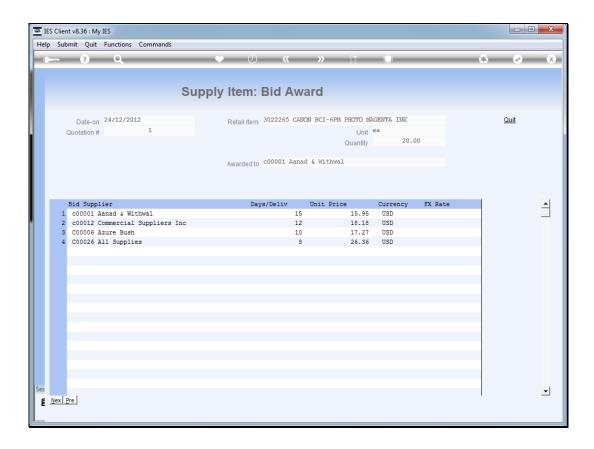
Slide 63 Slide notes:



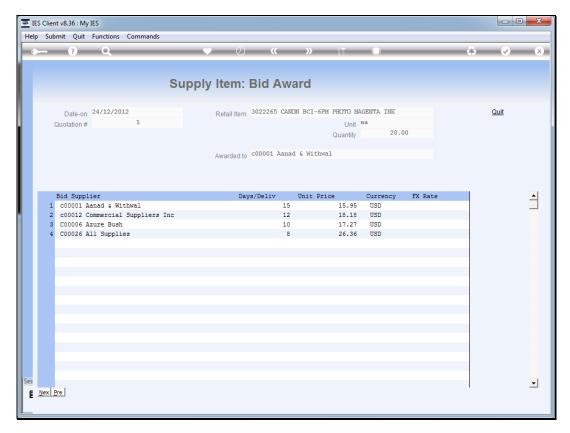
Slide 64 Slide notes:



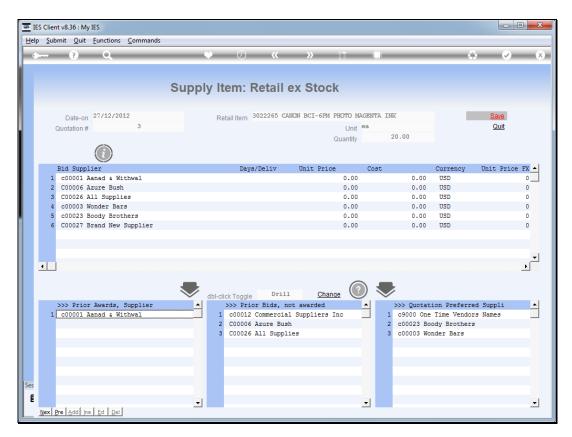
Slide notes: That means we can also drill into the prior history for the prior award and bid Suppliers of this Stock Item, or into the master Account of any Quotation Preferred Supplier.



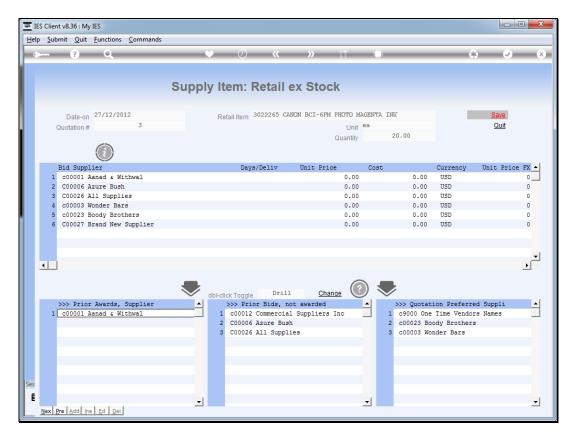
Slide notes: At the prior bid detail, we can see the prior date, quotation number, prices and delivery offered by the various Suppliers, etc.



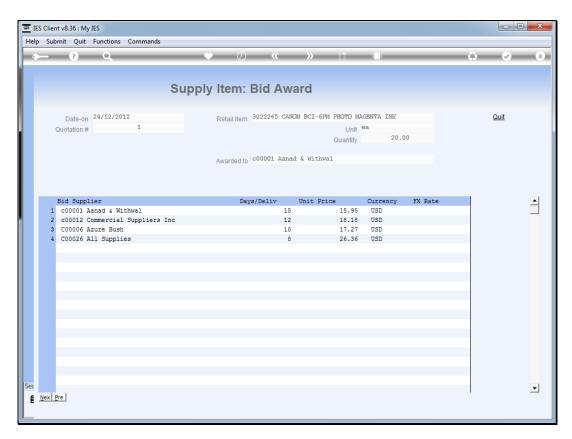
Slide 67 Slide notes:



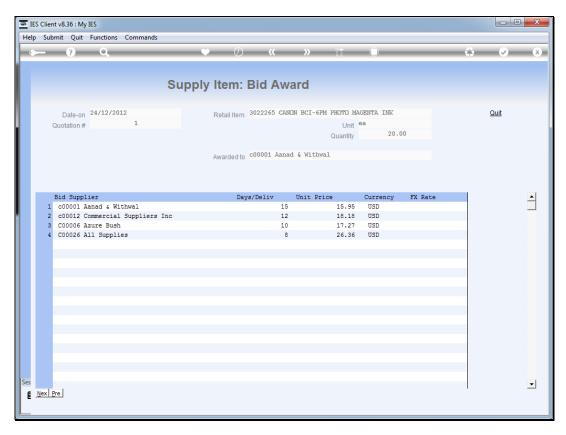
Slide 68 Slide notes:



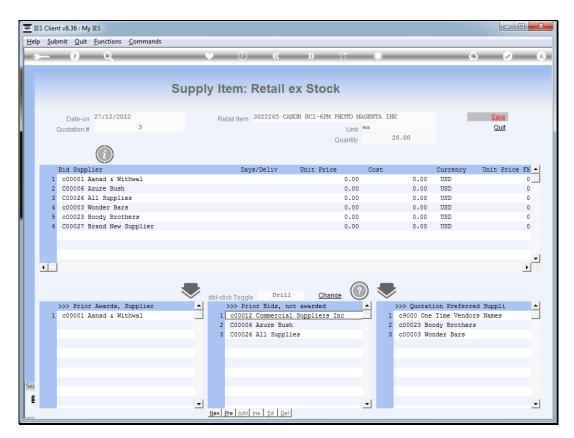
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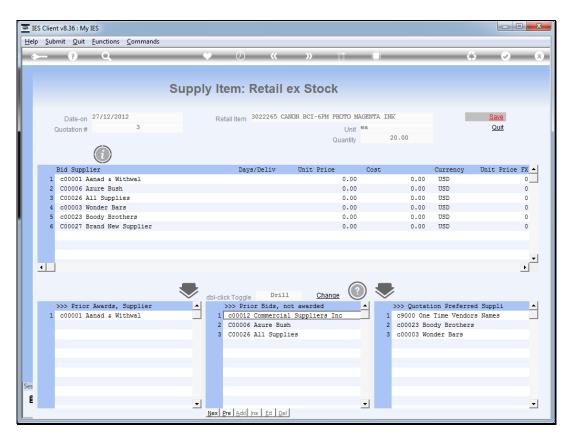
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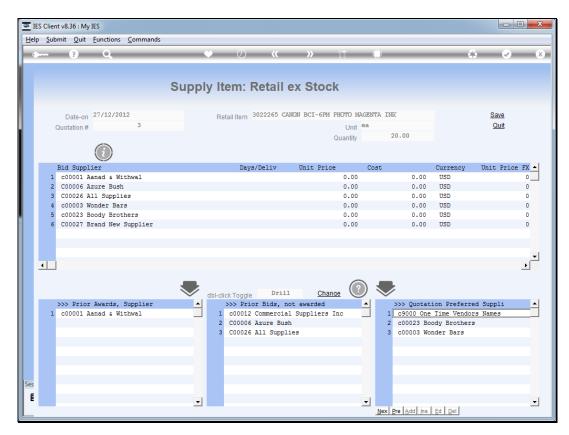
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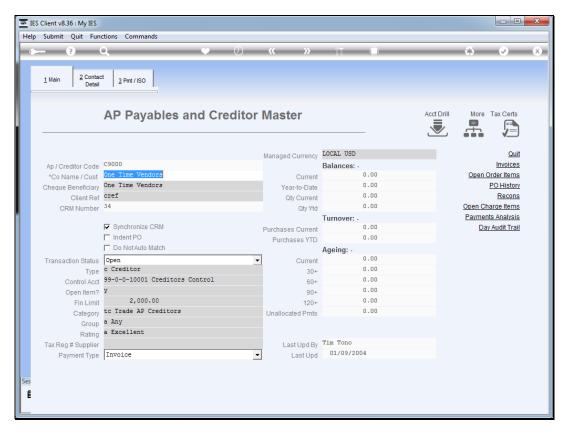
Slide 72 Slide notes:



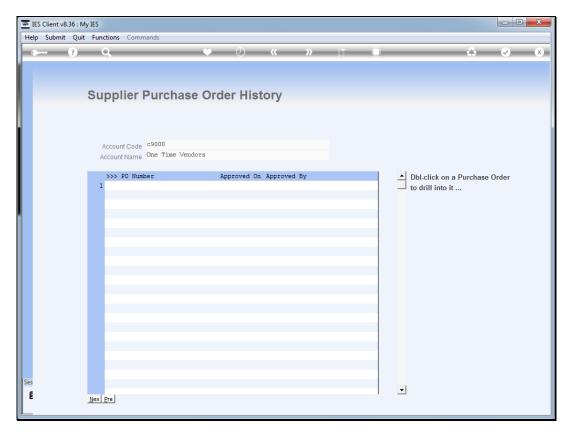
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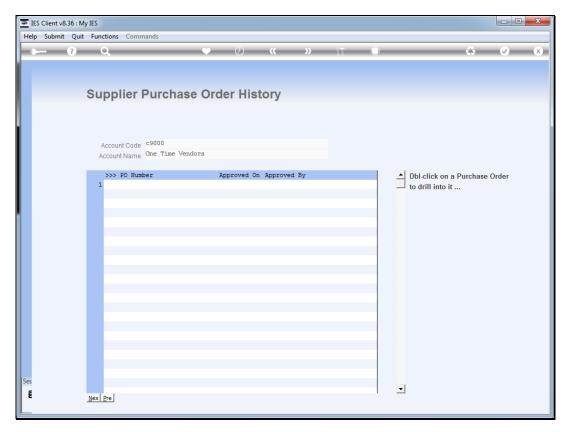
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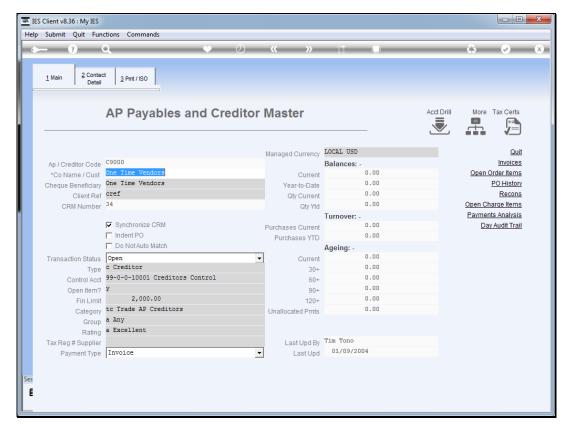
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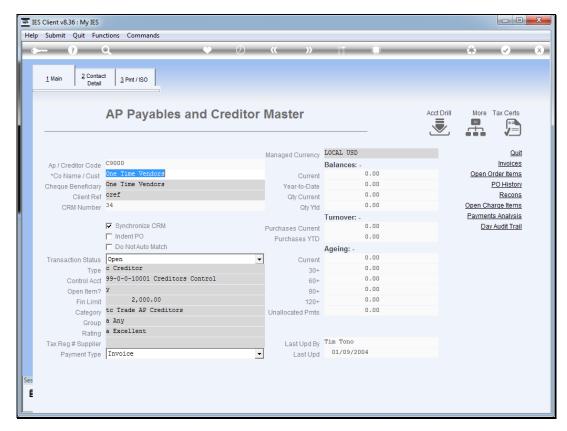
Slide 76 Slide notes:



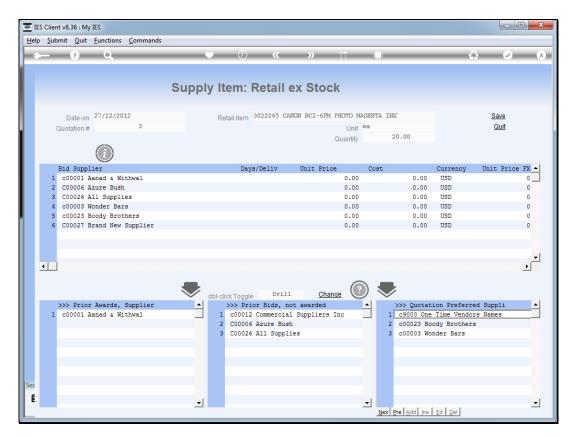
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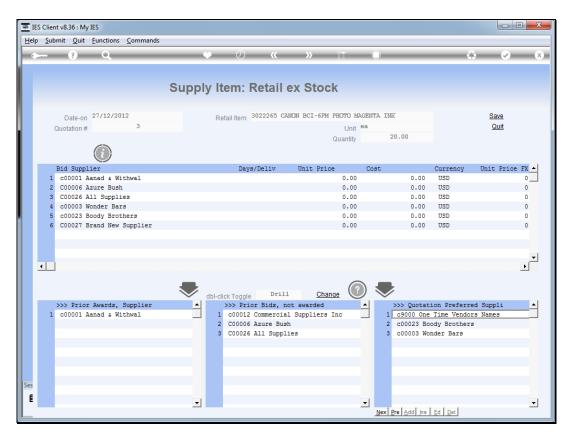
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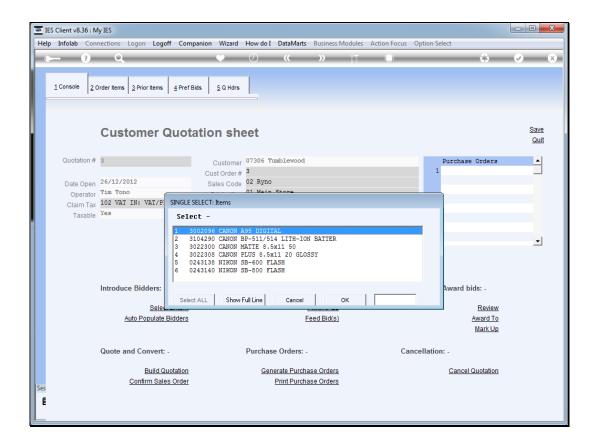
Slide 79 Slide notes:



Slide 80 Slide notes:

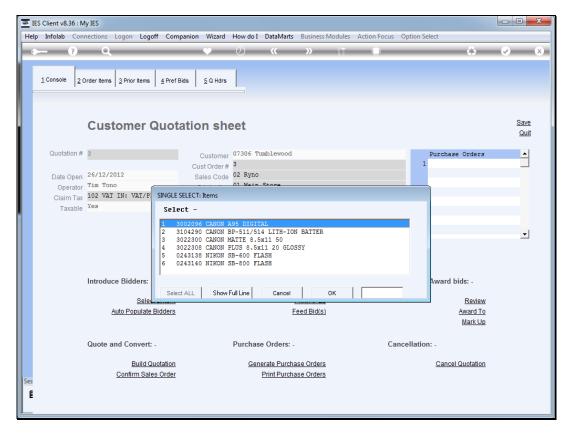


Slide 81 Slide notes:

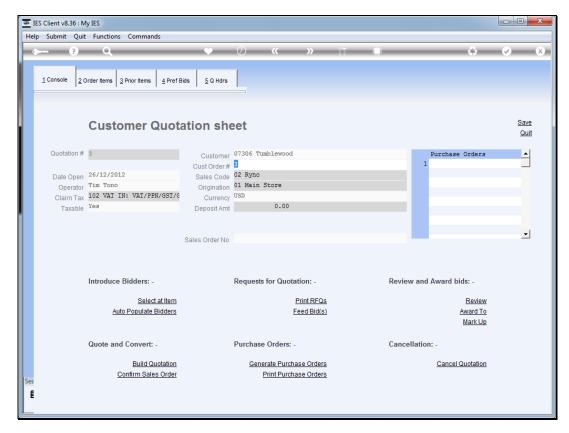


Slide 82

Slide notes: And in this manner we can continue with any or all of the Items on our quotation, to introduce bidders for each Item.



Slide 83 Slide notes:



Slide 84 Slide notes: