

A next gen eSourcing solution to transform your Sourcing Process

eSourcing has been around for more than 2 decades. Why is it that the adoption of eSourcing is still so poor? Why is the limited adoption restricted to the use of online auctions and that too, for a small sub-set of total spend?

Krinati Sourcing answers these questions. Companies across the globe use it to conduct RFIs and RFPs (Direct Spend, Capex, Packaging & Logistics spend) Online Auctions (Indirect spend) and Forward Auctions (Scrap Disposal). Greater spend coverage, greater value!

GUIDED UI

Ensure high adoption of the solution due to the UX-driven solution

EASY PRICING SHEETS

Create complex pricing sheets in minutes, easy for supplier to participate as well

MORE THAN ONLINE AUCTIONS

RFIs, RFPs, Approval Notes, Knowledge Templates – maximize spend coverage

OUR CORE VALUE

“Ensure Customer Success”

THE PROBLEM

- **Low compliance, weak audit trails** due to predominant use of email, excel and phone during a supplier selection process
- **Poor productivity** due to lack of knowledge retention within the purchase team
- **Poor collaboration** among cross-functional teams which is vital for strategic sourcing events
- **Suppliers not competitively tested** for better rates

THE SOLUTION

- **Move to online RFIs and RFPs** and automated response comparison, maintain audit trails of all communication and award decisions
- **Conduct online Auctions** to competitively test suppliers. This is proven to deliver ~9-11% additional savings for amenable spend
- **Leverage knowledge templates** to reduce sourcing cycle times and share best practices quickly and easily
- **Engage with cross-functional teams** while conducting strategic sourcing events, resulting in improved outcomes

THE OUTCOME

Digitalize the entire sourcing process	Improve stakeholder collaboration
Do more than just online auctions	Get more spend under eSourcing

CUSTOMER VOICE

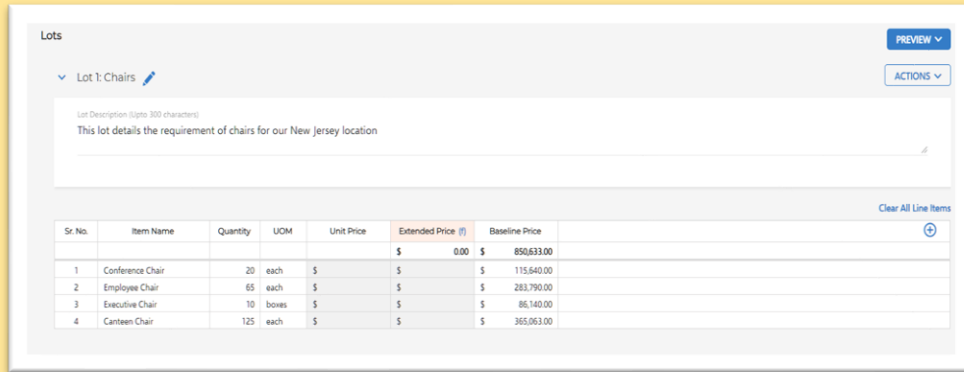
“With our investment in Krinati, we not only realized significant bottom-line savings, but also drove best practice processes in our sourcing function.”

MD & CEO OF A LEADING LIFE INSURANCE COMPANY

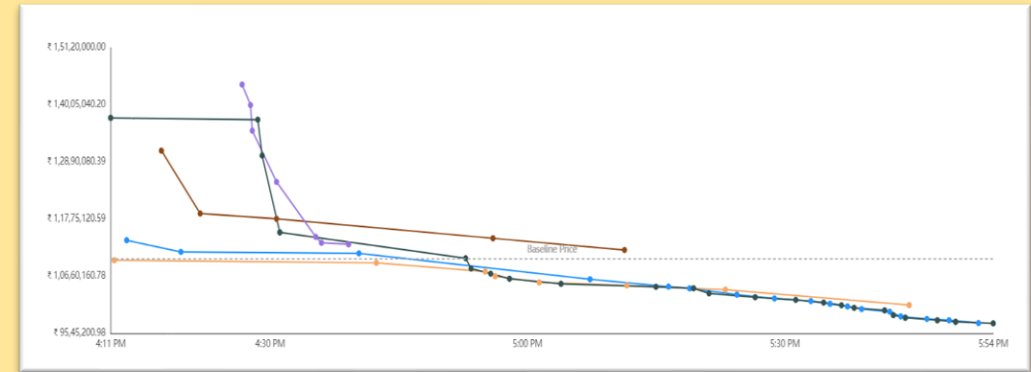
“During the pandemic, adoption of Krinati Sourcing helped us become more productive while remote. We use Krinati for RFPs and Auctions - both reverse and forward. With several categories being negotiated frequently due the volatile pricing, the solution helped us significantly reduce sourcing times.”

CPO OF A GLOBAL LEADER IN MEN’S SHAVING PRODUCTS

Solution functionalities vie with the industry best to deliver maximum value for our customers - Krinati Sourcing



Sr. No.	Item Name	Quantity	UOM	Unit Price	Extended Price (I)	Baseline Price
1	Conference Chair	20	each	\$	\$ 0.00	\$ 850,633.00
2	Employee Chair	65	each	\$	\$	\$ 115,640.00
3	Executive Chair	10	boxes	\$	\$	\$ 283,790.00
4	Canteen Chair	125	each	\$	\$	\$ 365,063.00



General:

- Set Pre-Qualifying Criteria for suppliers
- Invite team members to collaborate within a Sourcing Event
- Create knowledge templates for Pricing & Questionnaire

Questionnaire:

- Drag and drop question types to build the questionnaire
- Hidden sections & questions
- Dependent questions
- Assign weights to sections or questions; have evaluators score them

Pricing Sheet:

- Copy-paste directly from excel onto the UI
- Add multiple price terms to capture TCO
- Min-Max values for each price term
- Alternate bids by suppliers
- Lot specific invitation to suppliers (RFPs & Auctions)
- Lot Ceiling Price & Supplier-specific Ceiling Price (RFPs & Auctions)
- Auto-analyze responses/savings as bids are received

Auctions:

- Reverse & Forward Auctions
 - Bid Actions for the supplier
 - Enters line item prices, submit lot price
 - Enters lot price, provide line item prices post auction
 - Submits lot prices, do not provide line item prices
 - Auction Feedback to suppliers
 - All bids (option to reveal or not reveal number of bidding suppliers)
 - Rank with Best Bid
 - Rank with Next Bid
 - Rank only (option to reveal Rank to Rank 1 only)
 - Best Bid only
 - Blind (no feedback)
- Dutch Auctions – Partial and Full Quantity bidding

Advanced:

- Transformation Bidding (ability to compare prices from dis-similar suppliers while conducting RFPs and Auctions)
- Competitive RFPs