

Vendor Quote Management

At a Glance

As a global leader in enterprise communications services management, Sakon's suite of applications is the first complete solution for cost-based communications planning, operations, and spend control. Sakon's Vendor Quote Management solution offers a key set of quoting and vendor management capabilities. This functionality enables network and voice teams to set up custom templates across vendors, request RFI/RFQ from vendors, provide vendor notification and quote-to-order submission, and report on vendor pricing against other vendors. With Sakon's Vendor Quote Management, the enterprise gains control over, and a competitive advantage in, its strategic network sourcing endeavors.

Key Benefits

Improve staff efficiencies through quote request-to-order automation.

Compare quote responses across vendors along with vendor/quote scoring to ensure optimized selections.

Streamline vendor interactions resulting in improved bids as well as vendor performance metrics.

Make SD-WAN and other Network Transformation initiatives easier to manage and more cost effective.

Sakon Key Differentiators

Ease of Use – Purpose Built. The functionality is integrated into Sakon's leading SaaS platform and specifically designed to support quote management for communications services.

Customized Vendor Portal. The solution includes an intuitive online vendor interface to review quote requests, respond to pricing and service requirements and monitor the status of the selection process.

Quote to Order Integration. The completion of the quote award integrates seamlessly with the procurement process and workflow ensuring accuracy of orders, integrity of data and verifiable processes.

Business Challenge

The telecommunications infrastructure is critical for today's modern, digital business. It's a fast-growing estate that requires the management of legacy circuits and lines, as well as newer technology supported by a vast portfolio of vendors. And today it's on the move as mobile-first strategies, unified communications, Network as a Service (NaaS), Software Defined Networks (SDWAN), 5G and the Internet of Things (IOT) reshape the way businesses fundamentally operate. It's no longer simply a network, it's a communications ecosystem – and that heightens management and cost challenges.

Solution Overview

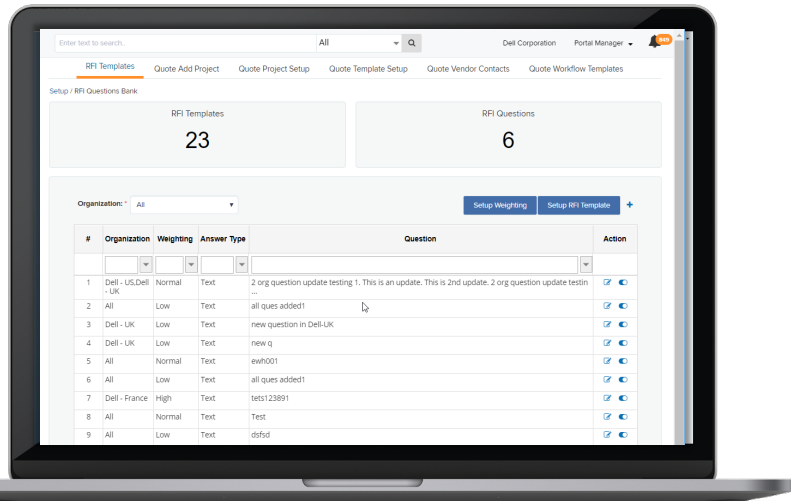
Sakon's Vendor Quote Management provides enterprises a user-friendly platform to easily manage the quoting and provisioning of communications services.

The solution is purpose built to be highly configurable by enterprises. It includes customizable templates that enable configurable RFQ/RFIs, as well as vendor specific email messages.

Quotes can be generated directly from a procurement request or an existing inventory item. Quote requests can be automatically routed to stakeholders for review. Once the quote is generated, users can leverage advanced features to manage the quote through the lifecycle. Features include real time alerts, RFI questions, a vendor library, customized email templates and user friendly dashboarding and analysis tools. In addition, Sakon's built in algorithms enable easy review and comparison of question responses as well as pricing.

The communications services provider interaction is captured via the Sakon Vendor Portal where the bid responders can directly enter RFQ answers and pricing. The Sakon system provides notification to Winning/Losing providers and sends the quote to the intended vendor as an order.

Key Capabilities



Quote Creation

Quotes are easily created either as a standalone request or an integrated part of an order workflow.

RFI Request Question Library

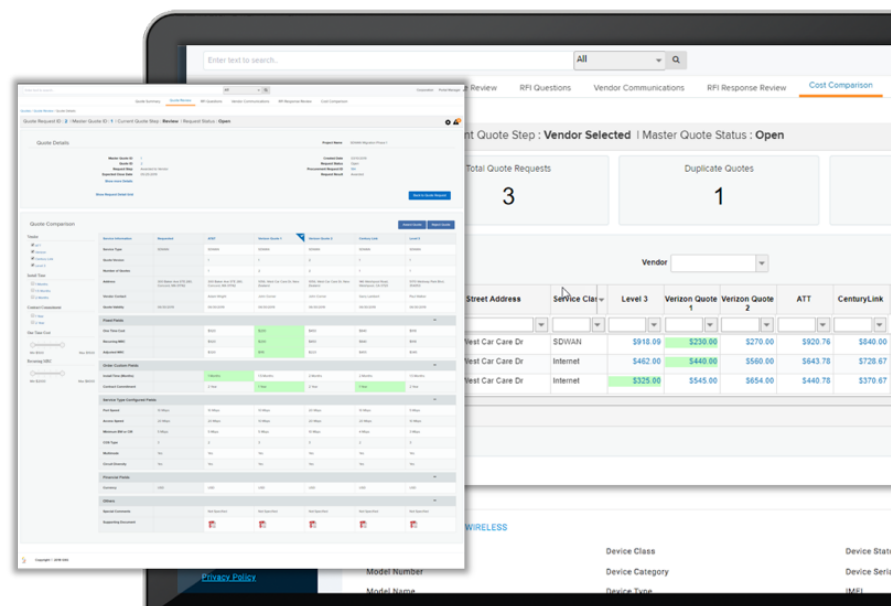
Create and access a library of commonly used questions and templates.

- Commonly used question library available to speed up RFP/RFI creation
- Questions can be further defined with relative scoring or weight

Vendor Response Dashboards

Dashboards provide a normalized view across vendors to compare pricing and terms.

- Enables side by side comparisons.
- Facilitates faster and better-informed decisions.
- Captures all vendor communications.
- Tracks all activity including emails and calls associated to the Quote.
- Communicate win / loss decisions to vendors and track vendor receipt



For more information, please visit:

<https://info.sakon.com/sakon-quote-module>

Sakon is a platform and services leader that has helped global enterprises organize, understand, and intelligently manage their communications and cloud services since 2003. With headquarters in Concord, Massachusetts and a Global Delivery Center in Pune, India, the Sakon team numbers more than 700 employees worldwide. Sakon serves over 200 enterprise customers, and its technology is used by the world's top systems integrators and outsourced-services providers. Learn more at www.Sakon.com.