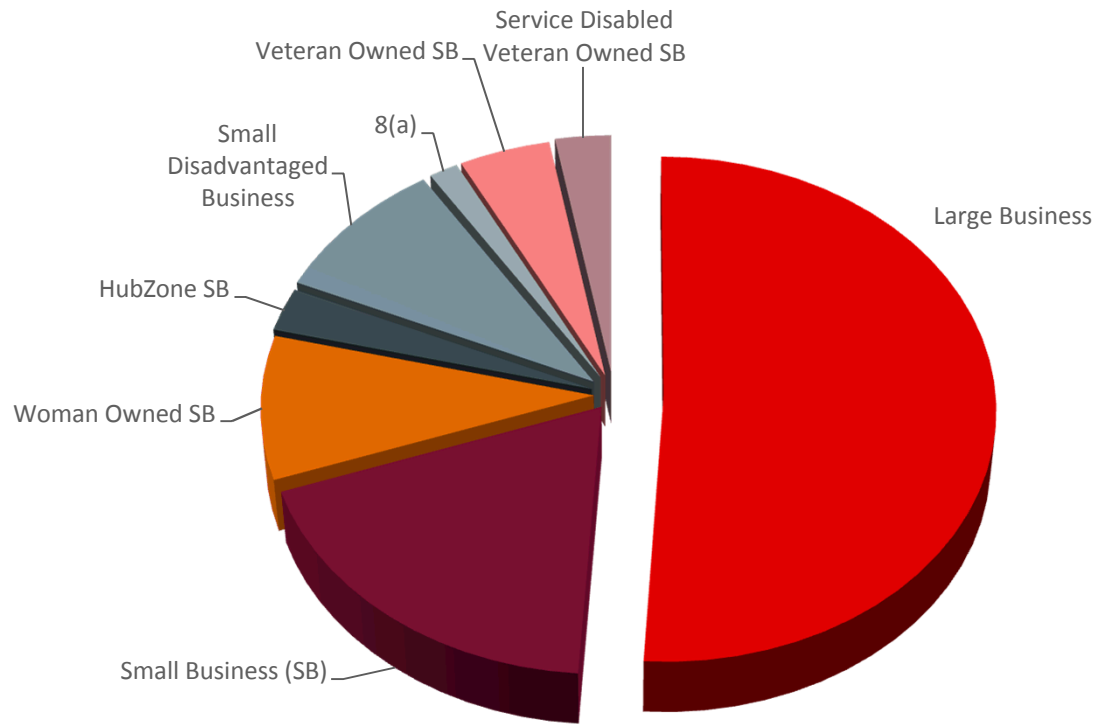# Company / Member Information

- Brief company description, i.e. industry, size
  - Sandia National Laboratories
    - Wholly-owned subsidiary of Lockheed Martin Corporation
    - A contractor to the U.S. DOE National Nuclear Security Administration (NNSA)
    - Missions include Nuclear Weapons, Defense Systems, Energy, and Homeland Security
    - # of employees: Sandia NM, Sandia CA

- Member name(s) and role(s) in the organization
  - Travis Thomas, Oracle Purchasing Functional Team Lead
  - Marie Gendreau, Oracle Purchasing Technical Team Lead
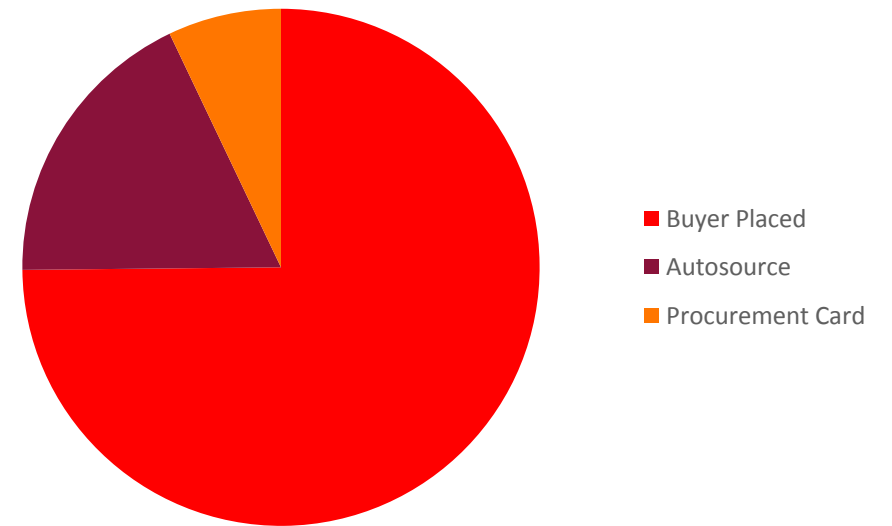
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Oracle and Third Party Products

- Current Oracle Products/Release versions
  - Current version
  - Procurement Roll-up (RUP) version, Oracle Financials, CRM, HCM, (please list individual products for each), etc.
    - Procurement RUP version _____
    - Internet Procurement
    - iSupplier Portal
    - Abstract
    - Buyer Work Center (Sourcing, PO, Supplier)
    - Supplier Lifecycle Management
    - Contracts
    - Oracle Financials (Payables, General Ledger, Projects, Receivables, Assets)
    - Oracle Discrete Manufacturing (Inventory, WIP, BOM, Engineering, Quality, Cost Management)
  - Languages implemented: English
  - # of Operating Units, Sites, Users: One OU, one site, 86 buyers, 67 delegated buyers
- Current Third Party Products/Release versions
  - Please identify non-Oracle solutions used to support any of the Source-to-Settle activities in your organization: Punchout to Vinimaya hosted catalogs.

Spend Analysis

Socioeconomic Spend

Large Business
Small Business (SB)
Woman Owned SB
HubZone SB
Small Disadvantaged Business
8(a)
Veteran Owned SB
Service Disabled Veteran Owned SB

Spend Mechanism

- Buyer Placed
- Autosource
- Procurement Card

Challenges

- Browser/Java version
  - Some things work in one browser that don't work in another browser (or work differently)
  - Testing challenges
  - May cause the need for separate patches for the same issue

- Resources
  - Maintenance vs. enhancements/new initiatives

- Technology Changes

- Application Reliability

- Hub, SLM

- Mandatory requirements/regulations

Strategic Drivers

- Key Corporate Procurement Initiatives
  - Provide intuitive supply chain solutions
  - Simplifying processes
- How has the uncertainty of the global economy affected your Procurement activities?
  - It is forcing efficiency and scalability efforts
- What keeps your CPO up at night?
  - Oversight bodies & meeting socio-economic goals
  - Reporting integrity
  - Contract quality and administration
  - Building trust with customers and business partners
- How is your procurement organization measured?
  - Customer satisfaction/cycle time/cost savings
  - Small business spend
  - Operating cost and Cost/Spend ratio
- How is this likely to change in the next 2 years?
  - Not likely

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Strategic Plan

- Milestones – next 6-12 months
    - Implement EDI
    - Enriched supplier data (SAM.gov web service)
    - Implement UPK in-application support
    - E-Solicitation Tool
    - PR change requests application
    - Additional validations for PO

Recent Procurement Achievements

Procurement Functionality and Applications

- Numerous applications designed and developed in APEX

- Facilitated RFID and chemical information transmission electronically from suppliers

- Integration with other non-Oracle databases (PR validations)

Procurement process changes (adaptations)

- P-Card purchases increasing

- Approved supplier validations

3 Year Plan

- Fusion vs. R12
  - Upgrade (very preliminarily) scheduled for 2018
- What information do you need from Oracle to complete your plan, i.e. business benefits and drivers?
  - Nothing needed from Oracle at this point
- Key procurement-related initiatives, including those that are not strictly Oracle solutions.
- Potential implementation of:
  - OATS
  - Hub
  - Endeca