

CoreSource™

Frequently Asked Questions



INTELLACORE
BUSINESS BEYOND BORDERS

What are the benefits of CoreSource™?

CoreSource technology enables buyers and suppliers to strengthen their existing relationships while also having the opportunity to build new ones through real-time bidding and the ability to instantaneously exchange information. The purchasing events and real time messaging services available through CoreSource allow for faster, more efficient bidding and negotiation which allows suppliers to know exactly what their buyers are requesting, and buyers to know what their suppliers are able to provide.

What is the value to suppliers?

Once you become a qualified, registered supplier of CoreSource, your company information will be retained in the CoreSource public supplier directory under the categories of products or services that corresponds to your company business. This directory is available to registered buyers who are looking for new suppliers in specific categories. This directory listing brings new business to suppliers with no effort. Also, registered suppliers are able to strengthen their relationships with their registered, existing buyers. Not only are they able to retain the business of their buyers, but they may stand to improve their business through the effects of real time bidding, including reduced cycle time and more bid requests.

How are events logged and organized?

Once an event is closed, a leading bidder is selected, and the negotiations process is started between buyers and suppliers. The event is then stored under the "inactive" tab under its corresponding event type (RFI, RFQ, Auction, Reverse Auction). The events classified as "inactive" are stored permanently under this tab for easy reference.

What is the difference between a Request for Quotation and a Reverse Auction?

In a request for quotation (RFQ), vendors submit proposals in real-time, but instead of seeing the other bidders and a price, suppliers see a bid notice which informs them as to whether or not they are the leading bidder. The supplier now has an opportunity to submit new offers in confidence. Since a buyer must evaluate proposals and manually change the leading bidder selection, the supplier may now offer service, delivery, quality or anything that plays to the strength of the vendor without tipping off the competition.

A Web-RFQ is an ideal procurement tool for purchases where technical evaluations are ongoing, price visibility is an issue or where there are multiple factors involved. It features the streamlined bidding advantages of a reverse auction, but offers more flexibility to the buyer and the vendors.

A Reverse Auction is a powerful tool that forces suppliers to bid down their prices within the bidding time frame. This event is usually a more competitive, faster option than the RFQ and is solely based on pricing, not on any other non-quantitative aspects such as delivery, service or quality. Also, where RFQs have limited visibility of current bids between the invited suppliers, reverse auctions are transparent regarding the lowest bid price and also may contain visible information to invited suppliers about their competition.

CoreSource FAQs

Can you register as both a buyer and supplier?

Yes, companies can register as a buyer or as a supplier. The registration process is the same for both suppliers and buyers

How do you communicate with suppliers outside the system?

The system only enables communication between registered users. If you wish to communicate with a buyer or supplier outside the system, they must become a registered user.

What if you forget your user name and/or password?

Please contact CoreSource Support for user name and password assistance at 412-455-5362 or coresourcesupport@intellacore.com.

Can CoreSource be used internationally?

CoreSource was created to facilitate both domestic and international buyers and suppliers. Numerous languages are supported by the system including English, Spanish, French and Mandarin Chinese

How do I get started?

Visit our website to register as a buyer or as a supplier at:

<https://intellacore.msasource.com>

How does CoreSource differ from other purchasing systems?

Unlike other purchasing systems, CoreSource is a real-time web based application that does not require any additional software. Therefore, it can be accessed at any time from any available internet capable device.

To register please call or visit:

412.693.2000 phone

412.202.6461 fax

<http://www.intellacore.com>

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