

**National Electronic Commerce Coordinating Council Survey
Purchasing Electronic Commerce Systems - Vendor Survey**

Vendor Name: *The Leadership Companies, Inc.*

Web Address: *Tiac@Leadershipworldwide.com*

Survey Contact Name: *John P. Mahoney* **Phone Number:** *(978) 264-2900*

Survey Contact Email Address: *Jmahoney@leadershipworldwide.com*_____

Address: *42 Davis Road*

Address2: _____

City: *Acton* **State:** *MA* **Zip Code:** *01720*

Sales Phone Numbers: **Voice:** *N/A*_____ **Fax:** _____

Sales Email Address: *N/A*_____

Functions Performed Name(s) of Product(s) and Modules Purchasing, Consumables, etc Platform Used Cost			
<i>Purchase Ware®</i>	<i>Contracts Management Quote Management</i>	<i>Windows NT or Web Centric</i>	<i>\$79,000.00 Unlimited use license per server</i>

System architecture - i.e. Mainframe, Client Server , Web

Client Server and Web Interface (Netscape 4.0/Internet Explorer 4.0)

Operating system(s) - i.e. PC, LAN, WAN, DOS, Windows, NT, 95, 98, Macintosh

Windows NT 4.0

Hardware requirements

- Processor, 386, 486, Pentium, Pentium II, Pentium III
- RAM
- Harddrive

PC486 or higher, 24 Mbytes RAM

Type of application Single user, LAN, WAN, Enterprise

Enterprise or Single User if needed

Client server? Explain

Type of client(s) and how updated - Thin, Full, etc.

Client Server (Full) Web Centric (Thin)

Networking and versions required and supported - i.e. Banyan, Novelle, NT, etc.

All

Programming language(s) from which the application was created - Powerbuilder, C++, HTML, other web programs

Multiple

Computer platform used - Mainframe, AS 400, Sun, Client server

Client Server

Accounting systems integration and method of integration

SQL database – integration as specified by client

Is the system capable of long accounting streams, what is the number of characters available for the accounting stream?

Each data element has a data definition to be mapped with customers needs.

Other known third party interfaces- SAP, People soft, mechanical maintenance systems, consumable supplies systems, menu planning systems, etc

- ISP for SAP

- Integrated with all transaction systems as customer specified including legacy systems

Data warehousing - Does the application utilize a data warehouse? What database programs and versions support the database? i.e. Oracle, Sybase, etc.

No

Reporting - Does the application have a report generation system? Can other report programs easily use data from the application. i.e. Crystal reports, etc.

Yes – contains own user friendly report manager.

No training required. Reports are in word, excel or print image.

Contract catalogues - Does the application(s) support internet catalogues? Briefly explain.

Supports import from standard spread sheets

Maintain internet catalogues - Strategy for maintaining internet catalogues. Contractor maintained catalogue, business maintained catalogue, etc.

N/A – not a transaction system

Internet sites - Provide an example of internet site(s) which have internet catalogues. Provide a name of a contact person and telephone number which might be published.

Annual maintenance costs - What are the annual application maintenance costs and what do they include?

Support and maintenance is \$9,500.00/year per server and includes telephone support, technical support on site if needed for application problems. Resolution schedule available.

Help desk or vendor support - What are the vendor support days and hours? How are client calls first handled? i.e. real person answers, automated call system, etc

5 days per week 8:00 AM – 5:00 PM Est. No need or request for additional support from customers. Very little needed due

to stability of product.

Electronic signature capable - Is the program electronic signature capable? Explain

No

Purchasing Functions

Vendor management activities

☐ Yes ☒ No Vendors are automatically purged?

☒ Yes ☐ No Vendors are automatically selected, with policy priorities factored (minority and small business)

☒ Yes ☐ No Notice distribution of Invitation to bids and Requests for proposal via

☒ Yes ☐ No email

☒ Yes ☐ No FAX

☒ Yes ☐ No hard copy

☐ Yes ☐ No other. Explain_____

☐ Yes ☒ No On demand electronic distribution of ITBs and request for proposals

☐ Yes ☒ No FAX on demand system

☒ Yes ☐ No Internet download, explain

☐ Yes ☐ No No other - explain

☐ Yes ☐ No Vendor performance

☒ Yes ☐ No Vendor notes screen

☒ Yes ☐ No Vendor performance screen

☐ Yes ☒ No Vendor notes and performance screens linked

Purchase Orders

☐ Yes ☐ No Can forms be easily modified N/A

- ☐ Yes ☐ No Do purchase orders look as they are printed?
- ☐ Yes ☐ No Can blanket purchase orders or contracts be used?
- ☐ Yes ☐ No Can contracts be searched for goods and services, how?
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Invitation to bids

- ☒ Yes ☐ No Are Invitation to Bid templates available
- ☒ Yes ☐ No What standard PC Suites software can be used used? i.e. Microsoft Office, Groupwise, Lotus Suite
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- ☒ Yes ☐ No Ability to use standard terms and condition language
- ☒ Yes ☐ No Ability to choose standard language for each invitation to bid or RFP
- ☒ Yes ☐ No Ability to modify standard language for each invitation to bid or RFP
- ☒ Yes ☐ No Can the invitation to bid be downloaded from internet, How?
- ☐ Yes ☒ No Sealed bids - can the system handle sealed bids? Vendor provides electronically and sealed in a system until date and time for bid opening. Explain
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Purchase orders and contracts

- ☒ Yes ☐ No Can appropriate Terms and conditions be copied to purchase orders and contracts, how?

Operating system of application through client server network or web network

- ☒ Yes ☐ No Can Purchase orders and contracts be printed at remote locations? How?
Once linked, que to printer
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- ☐ Yes ☒ No Online requisitioning from agency customers, How?
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- ☐ Yes ☒ No Is System capable of electronic routing and approvals. Briefly explain.
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- ☒ Yes ☐ No Is system capable of workload assignment and status. Briefly explain.

Yes, contract status, owners, and notes available for each contract

- ☐ Yes ☒ No Will system document purchasing process milestones or timelines? Briefly explain.
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☒ Yes ☐ No Will the system provide leadtime analysis

☒ Yes ☐ No Will the system record and prompt for pending actions?

☒ Yes ☐ No Does the system have commodity code capability? How does the keyword search work? What commodity codes are usually used?

- load your company's standard codes electronically or manually

☒ Yes ☐ No Does the program allow for forms to be downloaded? How?

☐ Yes ☒ No EDI Capable, explain

☐ Yes ☒ No Does the system support on-line receiving? Explain

Not a transaction system

☐ Yes ☒ No Does the system support two and three matches? Not a transaction system

☒ Yes ☐ No Does the system provide integrated electronic commerce. explain.

☒ Yes ☐ No Does the system support delegated purchasing? Explain how it works.

Basic premise is centralized contract development by skilled and trained purchasing professionals with decentralized execution by end users.

☒ Yes ☐ No Does the system provide purchase history?

☒ Yes ☐ No Does the system provide a documented audit trail?

☐ Yes ☒ No Has the system been integrated with an asset management. An asset management system can be fixed assets or consummable supplies. Provide systems integrated with and explain.

☐ Yes ☐ No Can the system perform auto contract reprocurement based on par levels. Provide examples.

No idea what this means.

☒ Yes ☐ No Does the system provide and document a life cycle analysis function?

☐ Yes ☒ No Does the system provide for hazardous material marking

☐ Yes ☒ No Has the system been integrated with a barcoding system? How has it been integrated?

☒ Yes ☐ No Does the program have built in security features?

☒ Yes ☐ No Does the system have ability to archive information.

Funding strategies available - What kind of funding strategies are available. i.e. vendor pays fee, etc. Explain.

Not needed dut to level of total cost for license and training

Other issues or future plans

The PurchaseWare® application is a program to support the direction and role of the purchasing professional. That is not to do the transaction but to provide the transaction system and support to end users based upon contracts in place by purchasing.

Please, return the survey to the person on the accompanying letter by April 26, 1999