



Sourcing Manager

Manages sourcing workflows end-to-end by converting requisitions into RFQs, coordinating suppliers, structuring responses, and delivering policy-aligned recommendations that support faster, more confident decisions.



| **IFS** Loops

The Challenge Today

Procurement teams often receive purchase requisitions that require sourcing across fragmented supplier networks, inboxes, and systems. Creating RFQs, identifying eligible suppliers, chasing responses, and comparing quotes is highly manual and time-consuming. As volumes increase, teams struggle to respond quickly, apply sourcing rules consistently, evaluate bids consistently, and make confident sourcing decisions without delays or errors.

How it Works?

The Sourcing Manager Digital Worker manages the end-to-end PR-to-RFQ workflow, from determining when sourcing is required to preparing structured, policy-aligned recommendations for supplier selection.

Convert requisitions into RFQs



Assesses requisitions and initiates RFQs when sourcing is required.

Identify and invite eligible suppliers



Matches requisitions to qualified suppliers and initiates criteria based RFQ outreach.

Distribute RFQs and manage comms



Sends RFQs via email, tracks supplier responses, and issues follow-ups as needed.

Parse and extract supplier responses



Ingests incoming supplier quotes and extracts relevant pricing and terms.

Normalize and compare quotes



Structures and standardizes supplier responses for consistent comparison.

Prepare sourcing recommendations



Generates structured outputs to support faster, more informed sourcing decisions.

Apply sourcing rules and thresholds



Determines when sourcing is required and enforces policy-based constraints during the RFQ process.

Escalate exceptions when required



Flags sourcing exceptions and routes them for human review when policy or confidence thresholds are not met.

Integrations

Enterprise Applications



Collaboration



Email



Agentic Skills



RFQ Creation & Supplier Matching



Sourcing Request Intake & Planning



RFQ Communication & Coordination



Quote Analysis and Supplier Recommendation



Supplier Award & Purchase Order Creation

Smarter Sourcing Management



Key Problems Solved

- ✓ Eliminates manual effort in RFQ creation and supplier outreach.
- ✓ Reduces delays caused by missed responses and untracked follow-ups.
- ✓ Improves consistency when comparing supplier quotes and terms.
- ✓ Helps teams make faster, more confident sourcing decisions without increasing sourcing risk.

Business Value & Impact

 Faster sourcing decisions From requisition to supplier selection with less coordination & fewer handoffs.	 Better supplier responses Structured RFQs improve quote completeness & comparability across suppliers.	 Lower sourcing effort Reduces time spent creating RFQs, outreach, and tracking as volumes grow.	 High sourcing discipline Enforces consistent rules across sourcing events regardless of buyer or region.	 Clear, defensible outcomes Recommendations are structured and easy to review and audit.
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