Supplier Selection - "Round Robin" Process

Multiple lists of participating Suppliers will be created according to the EDC and Customer Segment.

These lists will be updated as Suppliers opt into the program and opt out of the program (on quarterly basis).

When the Round Robin Process is initiated:

    - The proper list of available suppliers is obtained

        (Lists are based on the Operating Company & Class)

    - The system will select the next supplier from the list to be offered & mark as offered

    - If offered Supplier is accepted by customer – tracking table will be updated as selected

    - If offered Supplier is not accepted by customer – update tracking table with not selected

The next time the Round Robin function for the same Operating Company & Class is called, the next supplier in that specific list will be offered. Once the process reaches the bottom of the list, the process will start over.

Supplier Selection - "Round Robin" Example

EDC / Customer Segment Territory (Round Robin Tracking)

Participating Supplier	Date / Time (Time of interface call)	Offered (Cust ID)	Accepted (Cust ID)
Supplier A	2/26/13 13:12	Cust 3	Cust 3
Supplier B	2/26/13 13:13	Cust 5	
Supplier C	2/26/13 13:14	Cust 6	Cust 6
Supplier D	2/26/13 13:17	Cust 7	Cust 7
Supplier A	2/26/13 13:20	Cust 8	Cust 8
Supplier B	2/26/13 13:22	Cust 9	Cust 9

** While multiple customer conversations will likely be happening simultaneously, for ease of understanding, this example set represents that Customers come in sequentially (Customer 1 then Customer 2, then Customer 3, etc.)

- **Customer 1** DOES know supplier they desire (not included in Round Robin Tracking)

- **Customer 2** DOES know supplier they desire (not included in Round Robin Tracking)

- **Customer 3** DOES NOT know supplier they desire, Round Robin process IDs Supplier A as next in list to offer and customer accept

Supplier A.

- **Customer 4** DOES know supplier (Supplier C as example) – not included in Round Robin Tracking.

- **Customer 5** DOES NOT know supplier they desire, Round Robin process IDs next Supplier in Participating Supplier list (Supplier B) and   customer does NOT accept Supplier B

- **Customer 6** DOES NOT know supplier they desire, Round Robin process IDs next Supplier in Participating Supplier list (Supplier C) and customer accepts Supplier C

- **Customer 7** DOES NOT know supplier they desire, Round Robin process IDs next Supplier in Participating Supplier list (Supplier D) and customer accepts Supplier D

- **Customer 8** DOES NOT know supplier they desire, Round Robin process IDs next Supplier in Participating Supplier list (Start over with Supplier A) and customer accepts Supplier A

- Etc.

*** This tracking is for the Round Robin Process only. Alternative tracking for all referrals accepted will be used for overall Standard Offer tracking.