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Keeping Spend on Target

## SupplierNews - January 2017

### Catalog Summary Information

Supplier ID - Name	Last Update (Product Count)	*Username / Password
222210 - Mailing test - batch A - cat 1	41978 (333)	(NotAssigned) / (NotAssigned)

**\*Note:** -These are credentials for the SampleSQCustomer site which allows you to view and search products like a SciQuest customer. [Click here](#) to log into the SampleSQCustomer site.

To log into your SciQuest Portal to manage your catalog(s), [click here](#).

### IMPORTANT ALERT: Security Measure Update is Being Postponed

In the December 2016 issue of SupplierNews as well as in a separate message sent few days prior to that, SciQuest announced a security upgrade that would enable Perfect Forward Secrecy (PFS) and disable low and medium security ciphers on the SciQuest platform. The dates for these changes were originally scheduled for January 14, 2017 in UIT and March 11, 2017 in Production. **We are postponing this security update.**

On January 6, 2017 for a period of 12 hours, preliminary testing was conducted in the UIT environment and based on those results along with customer feedback, SciQuest has determined that the current target dates will be extended for both environments. SciQuest will provide another update once a new target date for each environment is confirmed.

Thank you for your patience while we work to ensure a smooth transition to the enhanced security measures. We will inform you as soon as we have determined new schedule for these updates. If you have any questions, please contact our support group (+1 800-233-1121, Option 2) or create a Supplier Support request by filling in the [Supplier Support Request form](#).

## Product Description in Hosted Catalog Is it Same/Similar on Your Punch-Out?

If you are using the Level II Punch-out functionality when buyers purchase your products in the SciQuest Procurement Applications, this topic is for you. This functionality allows you to provide hosted content so that the products can be searched/viewed along with other hosted catalogs right in the SciQuest Procurement Application. However, instead of viewing price and adding the product to cart, the buyer has to click on 'Order from Supplier' link provided for the product which takes the buyer to the supplier's punch-out site. The buyer adds product to the shopping cart in the supplier's punch-out site and brings it back to the SciQuest Procurement Application.

While this allows the buyer to view dynamic pricing, it can be confusing experience if the product details in the supplier's hosted catalog and punch-out site are substantially different. This issue is further exacerbated by the fact that the site layout, product detail layout in the punch-out site is substantially different in the SciQuest Procurement Application and supplier's punch-out site. The buyer might think that the products in the two environments are different and end up unnecessarily spending time to confirm they are the same or worse, not purchase the product.

To minimize buyer confusion and adverse experience;

- Ensure that the Product Description (displayed in the SciQuest Procurement Application) and the name of the product (displayed in the punch-out site) are identical or at least match as closely as possible
- If you are adding more text to either of these values, at least ensure that the initial part is same
- If you are adding more text to the Product Description simply to make it searchable, be aware that you can add such text to the 'Searchable Keywords' attribute rather than clutter up Product Description value

You can readily see how the buyers view products in your catalog offered via the Level II Punch-out functionality by visiting the SampleSQCustomer site. Please refer to the December 2016 issue of SupplierNews for more details about the SampleSQCustomer site.

## Is Your Hosted Catalog Engaging the Buyers?

The product details in your hosted catalog will determine how effectively the products get searched and how completely they provide the information the buyer needs to make a purchasing decision. The buyer is likely to ignore factors such as competitive pricing and supplier preference – factors beyond your control – if the product data is richer, more convincing about product fit. We provide Data Completeness Reports (DCRs) three times a year to find any data gaps that might be hampering purchasing decision, based on buyer feedback that we receive. E.g. with two products being equivalent, buyer might go in for one of them simply because the supplier has indicated clearly that the product will be shipped within two days of confirmed order.

As a standard process, we will generate DCR for your catalog(s) based on hosted content as of January 27 and send it to you the second week of March, as part of the March issue of SupplierNews. Please refer to the DCR we sent back in November 2016 to determine what data gaps need to be closed, if any, and edit catalog content as needed before January 27.

Note that the SampleSQCustomer site has been set up so you can look at how the catalog content is searched and viewed by the buyers of the SciQuest Procurement Applications. You can also readily see examples of best practices for hosted content. Please refer to the December 2016 issue of SupplierNews for more details about the SampleSQCustomer site.

## Questions?

For questions about topics in this newsletter, please contact:

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[Request Supplier Support >>](#)

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