

eSourcing in Action

An on-going series of real life case studies

FlexRFP™ Case Study—Raw Materials

Using FlexRFP™ to organize Massive amounts of data

Background

A client in the retail industry needed to source raw materials. With hundreds of suppliers, millions in spend and over a thousand items, they needed a new process to manage the unmanageable. FlexRFP™ was their solution.

Project Goals

1. Increase competition & savings
2. Reduce cycle time
3. Clear communication with suppliers
4. Transparency
5. Organize the chaos

Details

Participating Suppliers	317
Total Annual Spend	\$216 Million USD
Number of Items	1,632
Number of Spec Documents	1 per item; 1,632
Number of attached documents required from each supplier	4 per item; 6,528
Cycle Time (Release to Due Date)	30 days

With projects this large, it's easy to see how the sourcing process can become complex and disorganized. With the following automated FlexRFP™ features, projects this large are much more manageable:

- Upload ALL items from Excel *in seconds*
- Upload ALL specs from ONE zip file & FlexRFP™ automatically attaches to items
- Suppliers upload bids from Excel; download ALL specs to ORGANIZED zip files

Your roadmap to Easier, Faster, and Improved Sourcing

About EC Sourcing Group

While there are other eSourcing solutions from which to choose, why should you choose **FlexRFP™** from EC Sourcing? Very simply, because we understand what you do. We are former Fortune 500 sourcing professionals. We know exactly the kind of day-to-day sourcing issues you deal with and have developed a powerful, elegant solution that makes your job easier, faster, more efficient and more profitable.

Guided by our vast sourcing experience, we've designed our product around your needs.

OUR SOLUTION:

- Is Easy to Learn and Use
- Reflects Your Day-To-Day Reality
- Is a Faster, Easier Start-up – resulting in faster ROI
- Increases Buyer Acceptance – leading to more spend under management
- Requires No Training for Suppliers – making it easier for suppliers makes it easier for you
- Seamlessly integrates with your chosen process

Trust Our Experience and Expertise

Because we're managed and staffed solely by expert **sourcing professionals**, you can count on EC Sourcing to deliver and support a solution that is right on target – and right on the money. Our solutions are **affordably priced** and feature a host of logical acquisition options that allow you to get the feature-rich solution you've been looking for.

Our view on eSolutions

Our decades of experience have taught us that companies have unique sourcing needs and processes. With that in mind, we've built a solution that features flexible implementation options that can accommodate the unique needs of our clients. Our solutions generate a real, lasting ROI and are:

1. Flexible and ready to accommodate your current process, rather than dictating it.
2. Easy to learn and use for all buyer users. Your self-sufficiency and confidence are critical to long-term use and ROI. If it is too complex or hard to use, most users will go back to using emails, spreadsheets and Word® documents.
3. Effortless to use – requiring no training for buyers or suppliers. Our solutions are designed to be enjoyable to use – encouraging collaboration between you and your suppliers.
4. Easy to navigate – featuring a clean, uncluttered interface that makes it easy for beginners or advanced users.

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