

# eSourcing in Action

An on-going series of real life case studies

## FlexRFP™ Construction Case Study - Using EC Sourcing Group's technology suite to maximize savings

### Background:

Recently, a manufacturing client needed to expand their operations due to revenue growth and increased production demand. They set out to expand the footprint of an existing facility and renovate the original floor plan at the same time. Already a seasoned user of our FlexRFP™ strategic sourcing solution for the negotiation of production-related items, they wanted to achieve the same hard dollar savings and control over the negotiation process while trying to select a construction contractor.

### The Project:

- Project components included everything from site work, masonry and carpentry, to door frames and structural steel.
- FlexRFP™'s Request for Information (RFI), Request for Pricing (RFP) and Reverse Auction modules were employed to complete the bidding process.
- Preliminary supplier submissions to the architect were \$3.3 million.

## The Savings:

RFP projected savings:	\$422,000 (12.9%)
Incremental auction savings:	\$126,000 (3.8%)
Total projected savings:	\$548,000 (16.7%)

### Additional Benefits:

- Using FlexRFP™, the cycle time for this project was **only 20 days** from first supplier notification e-mail to last auction session.
- During the course of the project, the RFP bids of 3 separate suppliers needed correction.
  - Because FlexRFP™ allows your team real-time access to the data, these issues were corrected immediately, before the RFP due date.
  - If the bids were received on their due date as Excel documents sent over email, it would have taken some time for the mistakes to be uncovered and then those suppliers would have had to resend their bids for correction, further delaying the process.
- Project success solidified the FlexRFP™ process as a *Best Practice* for the future.

## *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.

#### **Contact Us:**

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