

FlexRFP™ Case Study - Car Services

Using EC Sourcing Group's eRFx Module to maximize savings

Background:

Transportation services is a common expense for most companies. Unfortunately, most companies do not have a "preferred" vendor pool and transportation costs vary greatly depending on the car service used.

By establishing a preferred vendor pool, the client was able to A) negotiate lower rates with each preferred vendor, and B) communicate to all employees that a preferred vendor list was now available.

Project Details:

- Suppliers Participating: 16
- Project Length: 4 weeks
- Number of Items: 184
- RFI Questions: 80
- Goal: To implement a company-wide transportation services rate card for all employees.
- Spend: Over \$1 million per year
- Savings: Over \$100,000

Round 1

Region Covered	Car Type	From	To (Destination, Airport Code or Zipcode)	Supplier Bids					
				Vendor 1			Vendor 2		
Manhattan	ALL	ALL	ALL	Standard Rack Rate Per Ride (\$ - Bid Value (USD))	Current Discounted Rate Per Ride (\$ - Bid Value (USD))	New Proposed Discounted Rate Per Ride (\$ - Bid Value (USD))	Standard Rack Rate Per Ride (\$ - Bid Value (USD))	Current Discounted Rate Per Ride (\$ - Bid Value (USD))	New Proposed Discounted Rate Per Ride (\$ - Bid Value (USD))
Manhattan	Sedan	5th Avenue	South St. Seaprt	26	26	25	35	29	29
Manhattan	SUV	5th Avenue	South St. Seaprt	160	160	150	120	100	100
Manhattan	Van	5th Avenue	South St. Seaprt	210	210	190	216	180	180
Manhattan	Sedan	5th Avenue	Union Sq.	25	25	24	33	27	27
Manhattan	SUV	5th Avenue	Union Sq.	160	160	150	120	100	100
Manhattan	Van	5th Avenue	Union Sq.	210	210	190	216	180	180
Manhattan	Sedan	5th Avenue	Washington Sq.	26	26	25	31	25	25
Manhattan	SUV	5th Avenue	Washington Sq.	160	160	150	120	100	100
Manhattan	Van	5th Avenue	Washington Sq.	210	210	190	216	180	180

Round 2

Region Covered	Car Type	From	To (Destination, Airport Code or Zipcode)	Supplier Bids					
				Vendor 1			Vendor 2		
Manhattan	ALL	ALL	ALL	Standard Rack Rate Per Ride (\$ - Bid Value (USD))	Current Discounted Rate Per Ride (\$ - Bid Value (USD))	New Proposed Discounted Rate Per Ride (\$ - Bid Value (USD))	Standard Rack Rate Per Ride (\$ - Bid Value (USD))	Current Discounted Rate Per Ride (\$ - Bid Value (USD))	New Proposed Discounted Rate Per Ride (\$ - Bid Value (USD))
Manhattan	Sedan	5th Avenue	South St. Seaprt	26	26	24	35	29	28
Manhattan	SUV	5th Avenue	South St. Seaprt	160	160	150	120	90	86
Manhattan	Van	5th Avenue	South St. Seaprt	210	210	190	216	150	143
Manhattan	Sedan	5th Avenue	Union Sq.	25	25	24	33	27	26
Manhattan	SUV	5th Avenue	Union Sq.	160	160	150	120	100	95
Manhattan	Van	5th Avenue	Union Sq.	210	210	190	216	150	143
Manhattan	Sedan	5th Avenue	Washington Sq.	26	26	24	31	25	24
Manhattan	SUV	5th Avenue	Washington Sq.	160	160	150	120	100	95
Manhattan	Van	5th Avenue	Washington Sq.	210	210	190	216	150	143

Summary:

- Using the automated reporting in FlexRFP™, the company quickly compared prices for all services ever used.
- Using two rounds of bidding eliminated 10 suppliers from the pool.
- After the second round closed, the client established a set rate card with 5 winning transportation vendors.
- Based on the final bids, the client projects next year savings to be >\$100,000.

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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