

## FlexRFP™ Case Study - Natural Gas

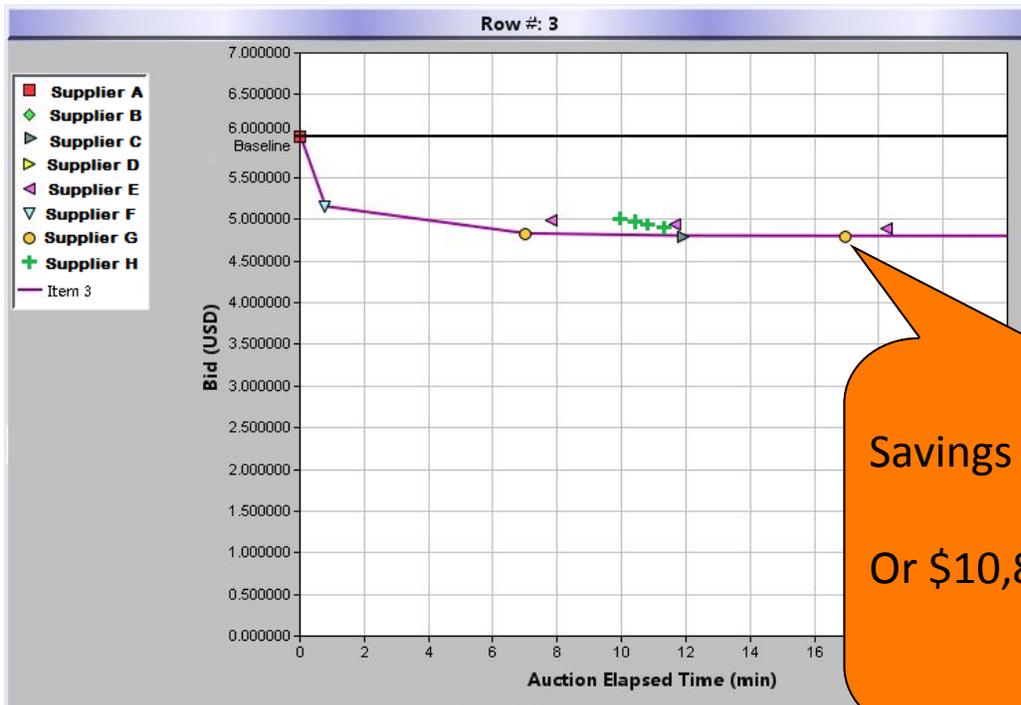
Using EC Sourcing Group's reverse auction to maximize savings

### Background:

Each year natural gas becomes more prominent in the energy market. Since this commodity is relatively indistinguishable from one supplier to another, the reverse auction is an extremely lucrative platform to drive down price. An ECSG client in the energy business was looking for several different contract terms ranging from 12 months to 5 years. Through hosting a reverse auction, the client was able to gain tremendous savings across each contract term.

### Project Details:

Suppliers Participating: 8  
Reverse Auction Time: 22 minutes  
Number of Items: 5  
RFI Questions before Auction: 4  
Goal: To achieve savings while selecting an appropriate contract term.



Savings of over 20%  
Or \$10,890 per year

### Summary:

- The five line items in the auction represented different contract terms; 12, 24, 36, 48, and 60 months. The graph above shows the 36 month contract term.
- The total savings in this auction translates to just under \$33,000 with an auction that lasted 22 minutes. That means the client **saved \$1,485 per minute!**
- With the addition of the RFI module, the consultancy was also able to capture: usage swing tolerance, payment terms, credit requirements and administrative fees for each participating supplier.

## *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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