

## FlexRFP™ Case Study—Janitorial Services

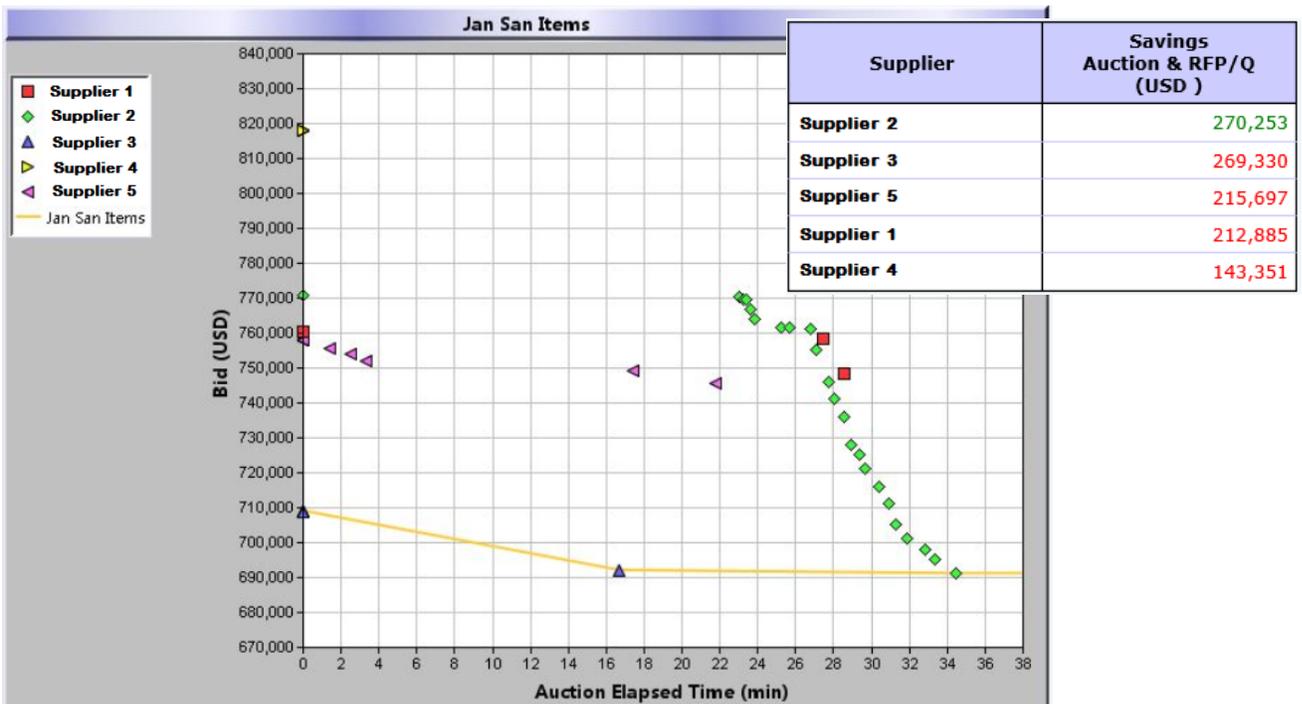
Using EC Sourcing Group’s technology suite to maximize savings

**Background:**

A pharmaceutical client wanted to consolidate their janitorial spend across their over 250 USA locations. Since they had \$1.1M in baseline spend with five suppliers, the theory was that there was significant savings potential and an opportunity to reduce their number of suppliers in the category. FlexRFP™ was their way to major savings.

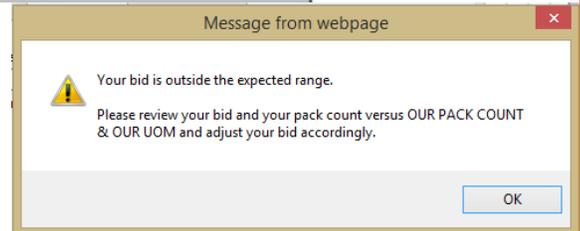
**Project Details:**

- An initial web based RFP was performed to ensure that each supplier correctly understood each item, pack count, UOM, etc.
- All 5 suppliers had been an incumbent for several years
  - This results in all suppliers having something to gain and something to lose during the auction



**Results:**

- The client used FlexRFP™’s Bid Price Validation Feature before the auction, which prevents suppliers from bidding too high or too low relative to the current price to ensure that all suppliers’ bid on the same item, same pack, same UOM. If a supplier attempts to bid outside the specified range, the supplier receives a nondescript message, seen here.
- At the end of the auction, the client had two suppliers with over 30% savings and one supplier with over 25% savings, which meant they had three good award options from three current suppliers and they could select the supplier with the best service and price combination.



## *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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