

## FlexRFP™ Case Study—Wire & Cable

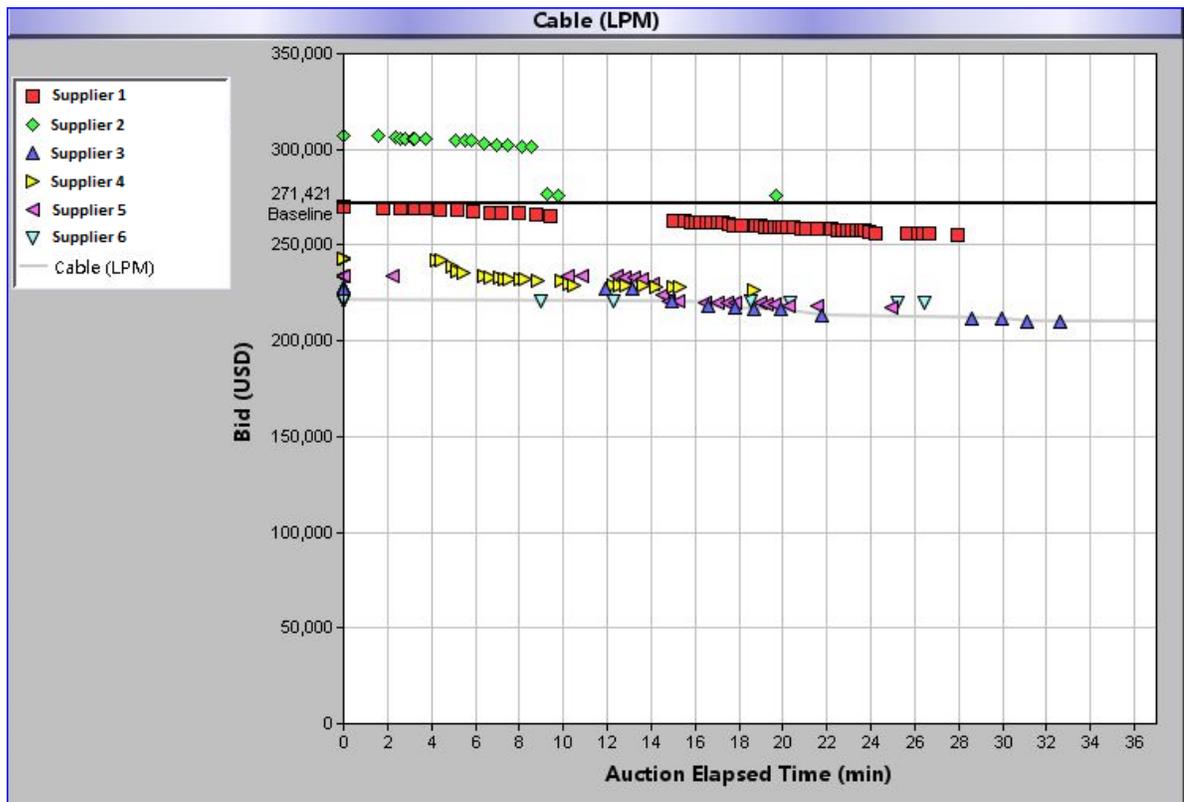
Using EC Sourcing Group's technology suite to maximize savings

### **Background:**

A manufacturing client wanted to leverage their company-wide spend for wire & cable and consolidate from nine vendors down to two. They were also seeking to significantly reduce pricing, as well as run a reverse auction on a market basket of their largest spend items.

### **Project Details:**

- ◆ Auction was preceded by 150 RFI questions
- ◆ RFP for 100+ line items sent to 9 suppliers
- ◆ Only top 6 suppliers from the RFI & RFP round were invited to the auction
- ◆ Items were added to three auction baskets



### **Summary:**

The client saved a total of 30% across both the RFP and auction process and they successfully consolidated their supply base from nine suppliers down to two.

## *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:**

Toll Free: (866) FLEX - RFP  
(866) 353 - 9737

E-Mail: [sales@ec sourcing.com](mailto:sales@ec sourcing.com)

Visit Us: [www.ecsourcinggroup.com](http://www.ecsourcinggroup.com)

**EC Sourcing Group, Inc.**  
18 Cattano Ave.  
Morristown, NJ 07960

*Sourcing. Simplified.*