

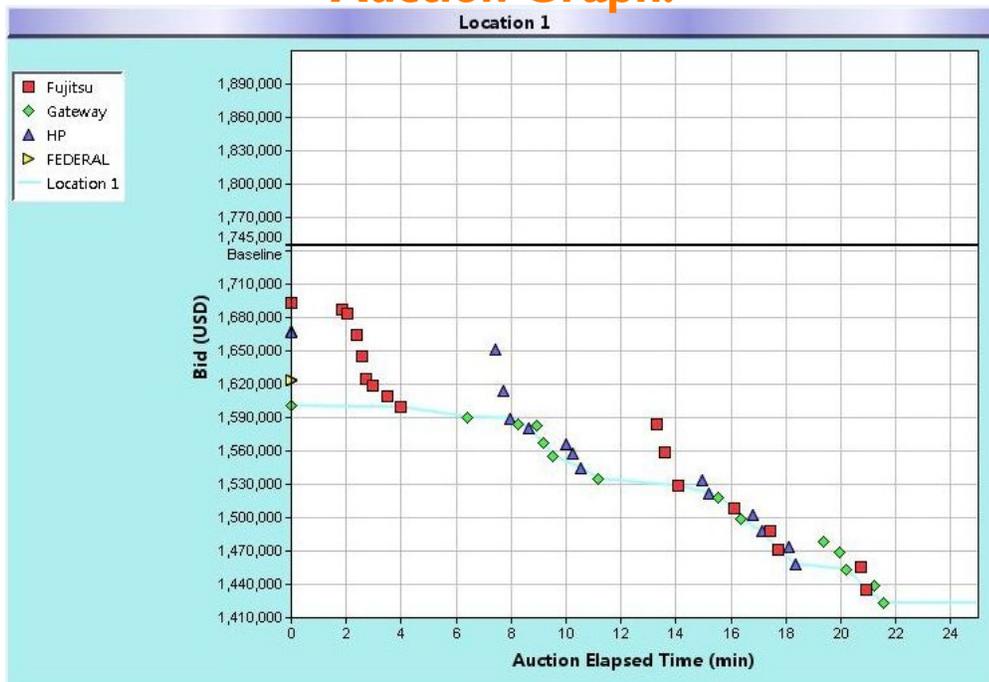
FlexRFP™ Industrial Temporary Labor Case Study

Using EC Sourcing Group's technology suite to maximize savings

Background:

The following exciting results are from a recent Industrial Temporary Services project that was completed by one of EC Sourcing Group's Manufacturing clients. The results are significant in that they not only highlight the incremental financial savings that can be achieved, but also illustrate the cycle-time efficiency and process improvements that are direct benefits from the use of our fluid FlexRFP™ e-sourcing toolkit.

Auction Graph:



The Project

Number of locations	14
Total of baseline spend:	\$3.3 million
Participating suppliers:	29
Incumbent suppliers:	24
Auction sessions:	5-30 minute sessions

The Savings

RFP projected savings:	\$458,700 (13.9%)
Incremental auction savings:	\$138,600 (4.2%)
Total projected savings:	\$597,300 (18.1%)

Efficiency Benefits:

Because of the tremendous efficiency built-in to FlexRFP™'s fluid approach to the strategic sourcing process and real-time analysis tools, the cycle time for this project was **only 18 days** from the first supplier notification e-mail to the last auction session. With 14 locations and 29 suppliers, the amount of time that would have been required to compile, structure and analyze that much information in Excel or Word would have been very time consuming.

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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