

FlexRFP™ Corrugated Boxes Case Study

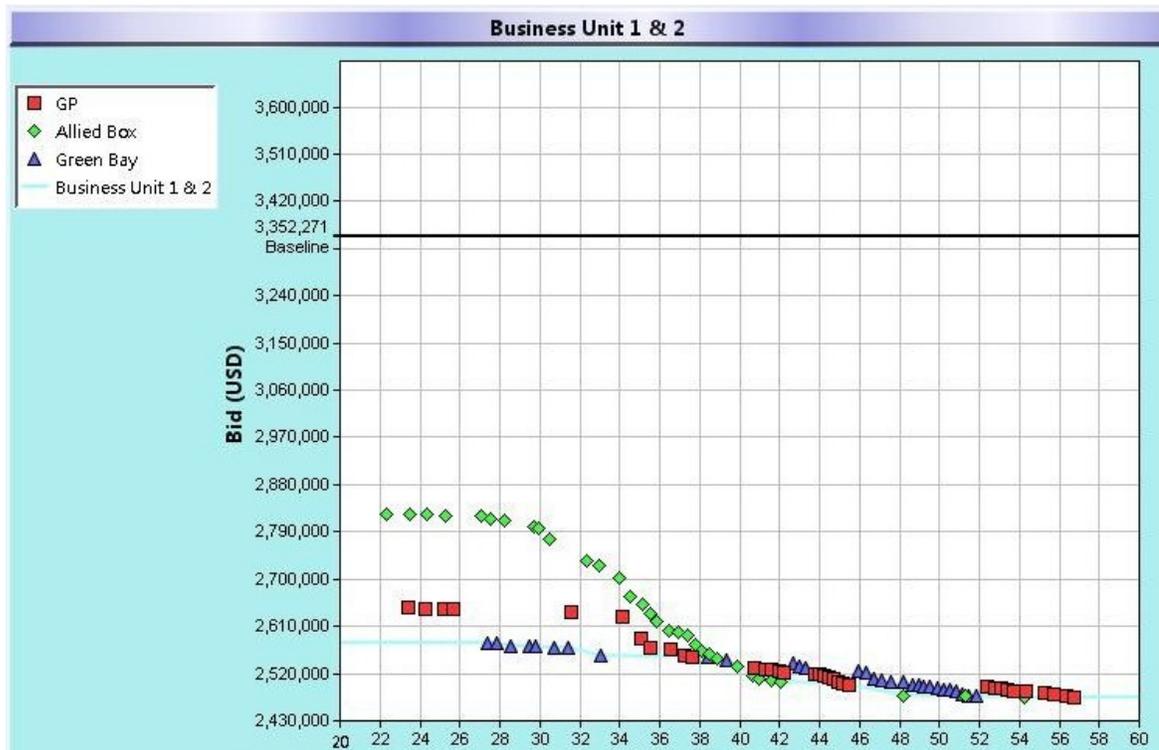
Background:

A new client within the Retail Apparel Industry, needed help reducing the cost of corrugated boxes to be used at a Midwest manufacturing facility. The Purchasing staff had been under pressure from the CFO to find ways to reduce cost and better articulate vendor award decisions.

Project Data:

Baseline Spend: \$3,352,271
 Number of Line Items: 8
 Number of Suppliers Participating: 6
 Project Goal: Single Source

Auction Graph:



The Corrugated BOX-ING Match:

Once the auction opened, each supplier was able to see their rank for each line item and for the entire award basket. Immediately, the incumbent supplier and the supplier that provided the best RFP bid squared off in a battle that extended the originally scheduled 20 minute event to a total of 56 minutes! There were a total of 168 bids with between 18 – 25 bids per item.

The Results:

At the end of the event, the two suppliers were still very close in price (less than \$1000), but the total savings had increased from **8.2% to 17%**...where the incumbent moved **10.8%** during the auction to meet the market.

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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