



eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

Background:

Transportation services is a common expense for most companies. Unfortunately, most companies do not have a “preferred” vendor pool and transportation costs vary greatly depending on the car service used.

By establishing a preferred vendor pool, the client was able to A) negotiate lower rates with each preferred vendor, and B) communicate to all employees that a preferred vendor list was now available.

Project Details:

Suppliers Participating: 16
Project Length: 4 weeks
Number of Items: 184
RFI Questions: 80
Goal: To implement a company-wide transportation services rate card for all employees.
Spend: Over \$1 million per year
Savings: Over \$100,000

Round 1

Region Covered	Car Type	From	To (Destination, Airport Code or Zipcode)	Supplier Bids					
				Vendor 1			Vendor 2		
				Standard Rack Rate Per Ride (\$) - Bid Value (USD)	Current Discounted Rate Per Ride (\$) - Bid Value (USD)	New Proposed Discounted Rate Per Ride (\$) - Bid Value (USD)	Standard Rack Rate Per Ride (\$) - Bid Value (USD)	Current Discounted Rate Per Ride (\$) - Bid Value (USD)	New Proposed Discounted Rate Per Ride (\$) - Bid Value (USD)
Manhattan	Sedan	5th Avenue	South St. Seaprt	26	26	25	35	29	29
Manhattan	SUV	5th Avenue	South St. Seaprt	160	160	150	120	100	100
Manhattan	Van	5th Avenue	South St. Seaprt	210	210	190	216	180	180
Manhattan	Sedan	5th Avenue	Union Sq.	25	25	24	33	27	27
Manhattan	SUV	5th Avenue	Union Sq.	160	160	150	120	100	100
Manhattan	Van	5th Avenue	Union Sq.	210	210	190	216	180	180
Manhattan	Sedan	5th Avenue	Washington Sq.	26	26	25	31	25	25
Manhattan	SUV	5th Avenue	Washington Sq.	160	160	150	120	100	100
Manhattan	Van	5th Avenue	Washington Sq.	210	210	190	216	180	180

Round 2

Region Covered	Car Type	From	To (Destination, Airport Code or Zipcode)	Supplier Bids					
				Vendor 1			Vendor 2		
				Standard Rack Rate Per Ride (\$) - Bid Value (USD)	Current Discounted Rate Per Ride (\$) - Bid Value (USD)	New Proposed Discounted Rate Per Ride (\$) - Bid Value (USD)	Standard Rack Rate Per Ride (\$) - Bid Value (USD)	Current Discounted Rate Per Ride (\$) - Bid Value (USD)	New Proposed Discounted Rate Per Ride (\$) - Bid Value (USD)
Manhattan	Sedan	5th Avenue	South St. Seaprt	26	26	24	35	29	28
Manhattan	SUV	5th Avenue	South St. Seaprt	160	160	150	120	90	86
Manhattan	Van	5th Avenue	South St. Seaprt	210	210	190	216	150	143
Manhattan	Sedan	5th Avenue	Union Sq.	25	25	24	33	27	26
Manhattan	SUV	5th Avenue	Union Sq.	160	160	150	120	100	95
Manhattan	Van	5th Avenue	Union Sq.	210	210	190	216	150	143
Manhattan	Sedan	5th Avenue	Washington Sq.	26	26	24	31	25	24
Manhattan	SUV	5th Avenue	Washington Sq.	160	160	150	120	100	95
Manhattan	Van	5th Avenue	Washington Sq.	210	210	190	216	150	143

Summary:

- Using the automated reporting in EC eSourcing, the company quickly compared prices for all services ever used.
- Using two rounds of bidding eliminated 10 suppliers from the pool.
- After the second round closed, the client established a set rate card with 5 winning transportation vendors.
- Based on the final bids, the client projects next year savings to be >\$100,000.

Sourcing. Simplified.



“After implementing and using EC Sourcing in North America, we expanded the system to Europe, LATAM and APAC. Global implementation was extremely successful because our dedicated account manager knew procurement and understood our needs first-hand.”

*Vice President Global Procurement
\$4B Diversified Holding Company*

Our Solutions & Approach

EC Sourcing Group offers robust yet easy to use technology for today's strategic sourcing & procurement professional. Created for and by industry procurement and sourcing veterans, EC Sourcing Group's solutions are engineered completely with procurement leaders & sourcing practitioners like you in mind. We understand exactly the kind of day-to-day data and stakeholder-management issues you deal with and have developed a suite of powerful, elegant solutions that makes your job easier, faster, more efficient and more profitable.

We offer the following modules in our solution:

- ⇒ [EC eSourcing \(eRFI, eRFX, eAuctions\)](#)
- ⇒ [EC Optimize \(Bid-Scenario & Award Optimization\)](#)
- ⇒ [EC Supplier \(Supplier Management\)](#)
- ⇒ [EC Spend \(Spend Analysis & Category Analytics\)](#)
- ⇒ [EC Contracts \(Contract Visibility & Management\)](#)
- ⇒ [EC Workflow \(Project Workflow\)](#)
- ⇒ [EC Insights \(Decision Support Insights for Leadership\)](#)

In addition, each customer has a dedicated account manager that is a former sourcing & procurement professional who will train your team during actual events. Having worked with hundreds of procurement leaders across thousands of sourcing & procurement project scenarios, we can also offer ad-hoc sourcing advice or be a sounding board for idea generation and innovations as well.

READ OUR CUSTOMER REVIEWS HERE:

<https://www.ecsourcinggroup.com/category/user-reviews/>

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

Sourcing. Simplified.