



# eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

## Background:

Recently, a manufacturing client needed to expand their operations due to revenue growth and increased production demand. They set out to expand the footprint of an existing facility and renovate the original floor plan at the same time. Already a seasoned user of our EC eSourcing strategic sourcing solution for the negotiation of production-related items, they wanted to achieve the same hard dollar savings and control over the negotiation process while trying to select a construction contractor.

## The Project:

- Project components included everything from site work, masonry and carpentry, to door frames and structural steel.
- EC eSourcing’s Request for Information (RFI), Request for Pricing (RFP) and Reverse Auction modules were employed to complete the bidding process.
- Preliminary supplier submissions to the architect were \$3.3 million.

## The Savings:

RFP projected savings:	\$422,000 (12.9%)
Incremental auction savings:	\$126,000 (3.8%)
Total projected savings:	\$548,000 (16.7%)

## Additional Benefits:

- Using EC eSourcing the cycle time for this project was **only 20 days** from first supplier notification e-mail to last auction session.
- During the course of the project, the RFP bids of 3 separate suppliers needed correction.
  - Because EC eSourcing allows your team real-time access to the data, these issues were corrected immediately, before the RFP due date.
  - If the bids were received on their due date as Excel documents sent over email, it would have taken some time for the mistakes to be uncovered and then those suppliers would have had to resend their bids for correction, further delaying the process.
- Project success solidified the EC eSourcing’s process as a *Best Practice* for the future.

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.*