



eSourcing in Action

Background

A publicly traded retail company was using two vendors to provide their corrugate services, amounting to \$1.2M of annual spend. With contract expiration approaching, they wanted to see if they could generate some savings by going out to market. By taking advantage of EC Sourcing Group's easy to use eSourcing Solution—including RFI score carding and soft auction, this company was able to generate substantial savings in a short period of time.

Key Numbers

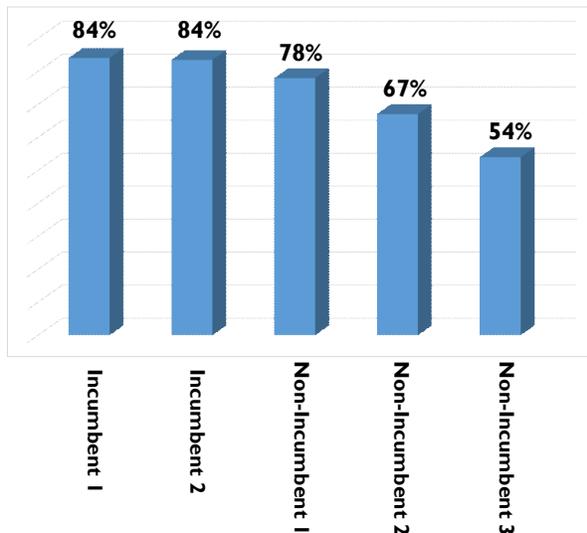
- 8 Suppliers invited to participate
- 5 Suppliers participated, 3 declined to participate
- 25 RFI questions
- 97 Line items for bid
- \$1.2M in annual spend
- 3 weeks—Project Length (Invitation to Final Bid Submission)

Summary

RFP submissions were received from 5 suppliers a week after the invitation was launched. EC eSourcing autoscored all suppliers' responses to the 25 RFI questions—generating a supplier score card. EC eSourcing also provided real time side by side reports of supplier pricing, highlighting best bid and savings against baseline (current) pricing. After Round 1, there was a total savings of \$164,314 (11.8%) from the two incumbents.

The retail company then decided to open a Round 2 for Best and Final Offers, utilizing our SoftAuction™ functionality. This strategy provided item level feedback to each supplier, driving the price down even further. Once Round 2 closed, the company used EC-eSourcing's 'Cherry-Pick' report feature to run various pricing scenarios.

RFI Scorecard



Final Pricing



The Results

Based on the RFI score card and final pricing received, the retail company awarded the business to 2 vendors— one being an incumbent, the other a new supplier. The RFI score card feature allowed them to comfortably move a piece of the business away from an incumbent to a new supplier because they scored so well in the RFI portion.

Within weeks, this customer was able to launch an RFP, review results, and negotiate down to the best price per item using EC eSourcing. This project resulted in over \$227,000 of savings against their baseline cost!

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.