



eSourcing in Action

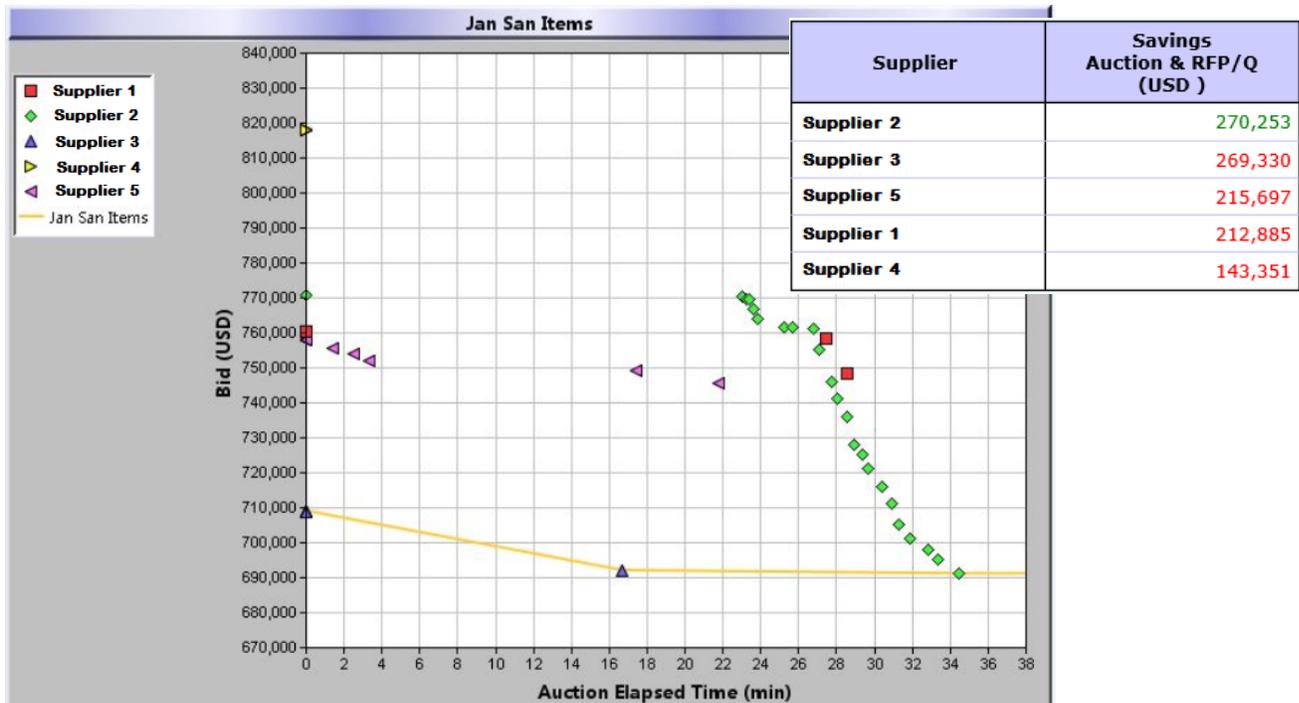
Using EC eSourcing to Streamline & Automate the Impossible

Background:

A pharmaceutical client wanted to consolidate their janitorial spend across their over 250 USA locations. Since they had \$1.1M in baseline spend with four suppliers, the theory was that there was significant savings potential and an opportunity to reduce their number of suppliers in the category. EC eSourcing was their way to major savings.

Project Details:

- An initial web based RFP was performed to ensure that each supplier correctly understood each item, pack count, UOM, etc.
- All 5 suppliers had been an incumbent for several years
 - This results in all suppliers having something to gain and something to lose during the auction



Results:

- The client used EC eSourcing’s Bid Price Validation Feature before the auction, which prevents suppliers from bidding too high or too low relative to the current price to ensure that all suppliers’ bid on the same item, same pack, same UOM. If a supplier attempts to bid outside the specified range, the supplier receives a nondescript message, seen here.
- At the end of the auction, the client had two suppliers with over 30% savings and one supplier with over 25% savings, which meant they had three good award options from three current suppliers and they could select the supplier with the best service and price combination.



“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.