



eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

The following exciting results are from a recent Industrial Temporary Services project that was completed by one of EC Sourcing Group's Manufacturing clients. The results are significant in that they not only highlight the incremental financial savings that can be achieved, but to also illustrate the cycle-time efficiency and process improvements that are direct benefits from the use of our fluid. Keep in mind that a spend category does not need to be this big to obtain similar results...our clients have had success down to the \$30K range.

The Project:

Number of locations:	14
Total of baseline spend:	\$3.3 Million
Number of participating suppliers:	29
Number of incumbent suppliers:	24
Number of auction sessions:	5 - 30 minute sessions
RFP projected savings:	\$422,000 (12.9%)
Incremental auction savings:	<u>\$126,000 (3.8%)</u>
Total projected savings:	\$548,000 (16.7%)

Other MAJOR Benefits:

Because of the tremendous efficiency built-in to EC eSourcing's tools, the cycle time for this project was only **18 days** from the first supplier notification e-mail to the last auction session. With 14 locations and 29 suppliers, the amount of time that would have been required to compile, structure and analyze that much information in Excel or Word would have been very time consuming.

During the course of the project, the RFP bids of 4 separate suppliers needed to be corrected. Because EC's solutions allow 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.

Throughout the course of the initial RFP bid and the Reverse Auction, the suppliers sent 27 bid-specific questions and 47 emails for clarification purposes. The tool's extensive communications suite allowed the Buyer's team to very quickly and efficiently review the questions and broadcast answers to all suppliers to ensure a complete and fair process. Handling this number of supplier questions in regular email or voicemail in this period of time would have been difficult administratively without the assistance of EC Sourcing. Lastly, the next time that this category needs to be negotiated, all of the information from this project will be stored in EC Sourcing eSourcing ready for re-use and to be reviewed for strategy refinement.

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

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