



eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

Background:

A retailer looking to achieve more efficiency and better results for Ocean Freight wanted to achieve the following:

- Understand the willingness to bid per lane
- Reduce analysis and reporting time
- Communicate in a more efficient and consolidated manner with suppliers
- Maximize savings and service levels.

Execution Strategy:

- Invited over 10 carriers to participate
- A 20 question RFI was developed to qualify suppliers on important service criteria
- Setup over 500 items (lanes) for bid using upload from excel feature
- Suppliers compiled their bids in Excel and then uploaded them into EC eSourcing.
- EC eSourcing analysis and reporting module was used to rapidly analyze suppliers' bid performance
- EC eSourcing auto generated supplier bid feedback reports (see example below).
- Feedback reports were provided to suppliers in-between RFP bid rounds online.
- Secondary bid round data was uploaded into EC eSourcing in the same manner as 1st round

Results:

- Project start to finish time was reduced by 35% versus previous years
- Project savings were approximately 19%.
- Suppliers did not complain about the multiple round aspect of the project with feedback.
- Project was easy for suppliers

| Item # | Origin Port | Destination | Equipment | Supplier Name | Bid Feedback | |
|--------|-------------|-------------|-----------|---------------|--------------|------------------|
| | | | | | Rank | % Variance Range |
| 10005 | Port # 1 | Port A | Type 1 | Supplier # 1 | 3 | 1% - 5% |
| 10006 | Port # 2 | Port B | Type 1 | Supplier # 1 | 3 | 1% - 5% |
| 10007 | Port # 3 | Port C | Type 1 | Supplier # 1 | 4 | 1% - 5% |
| 10008 | Port # 4 | Port D | Type 2 | Supplier # 1 | 4 | 6% - 10% |
| 10009 | Port # 5 | Port A | Type 1 | Supplier # 1 | 6 | 16% - 20% |
| 10010 | Port # 6 | Port B | Type 1 | Supplier # 1 | 7 | 16% - 20% |
| 10011 | Port # 7 | Port C | Type 1 | Supplier # 1 | 8 | 21% - 25% |
| 10012 | Port # 8 | Port D | Type 1 | Supplier # 1 | 8 | 16% - 20% |
| 10013 | Port # 9 | Port A | Type 2 | Supplier # 1 | 3 | 1% - 5% |
| 10014 | Port # 10 | Port D | Type 1 | Supplier # 1 | 4 | 6% - 10% |

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.