



eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

Background:

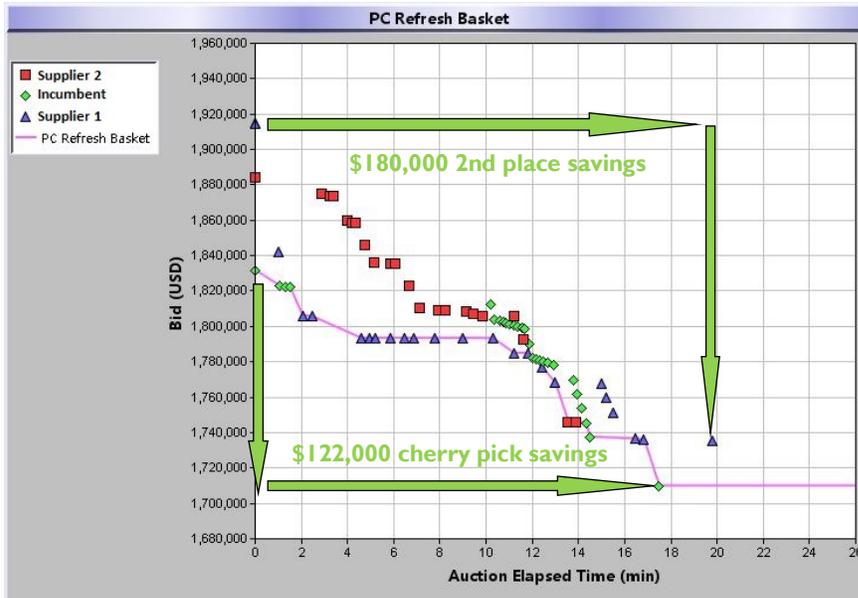
A not-for-profit health services corporation’s existing PC contract was due to expire in December. With contract expiration approaching, the purchasing department saw a great opportunity to go out to bid to attain lower rates for the upcoming years.

The Process:

First, a preliminary RFP was issued to evaluate all invited suppliers. After reviewing initial supplier responses, purchasing narrowed the supplier pool down to three finalists. These three finalists were then invited to participate in a live reverse auction. The auction consisted of three line items (Laptops, Desktops, Tablets) and was scheduled to last 20 minutes. Each supplier’s starting bid was the same as their RFP bid submission, serving as a ceiling price.

Purchasing set the auction up to include the three items in a basket—so that each line item total rolled up into a sum of all three items—which, in turn, was used to indicate supplier rank during the auction.

PC Basket Graph



Laptop Bid History (1 item)

| Bidder | Auction Bid Price (USD) | Auction Bid Time (US/Eastern) |
|------------|-------------------------|-------------------------------|
| Incumbent | \$ 1,150.00 | 10:17 AM |
| Supplier 1 | \$ 1,179.00 | 10:16 AM |
| Supplier 1 | \$ 1,189.80 | 10:15 AM |
| Supplier 1 | \$ 1,195.78 | 10:15 AM |
| Incumbent | \$ 1,170.12 | 10:14 AM |
| Incumbent | \$ 1,176.00 | 10:14 AM |
| Incumbent | \$ 1,181.91 | 10:14 AM |
| Incumbent | \$ 1,187.85 | 10:13 AM |
| Incumbent | \$ 1,193.82 | 10:13 AM |
| Supplier 2 | \$ 1,171.00 | 10:13 AM |
| Supplier 1 | \$ 1,201.79 | 10:12 AM |
| Supplier 1 | \$ 1,207.83 | 10:12 AM |
| Incumbent | \$ 1,199.82 | 10:12 AM |
| Incumbent | \$ 1,205.85 | 10:11 AM |
| Supplier 2 | \$ 1,205.00 | 10:11 AM |
| Supplier 1 | \$ 1,213.90 | 10:11 AM |
| Incumbent | \$ 1,211.91 | 10:10 AM |
| Incumbent | \$ 1,218.00 | 10:10 AM |
| Supplier 2 | \$ 1,215.00 | 10:07 AM |
| Supplier 2 | \$ 1,224.00 | 10:06 AM |
| Supplier 2 | \$ 1,233.00 | 10:05 AM |
| Supplier 2 | \$ 1,240.00 | 10:04 AM |
| Supplier 1 | \$ 1,220.00 | 10:04 AM |
| Supplier 2 | \$ 1,249.00 | 10:03 AM |
| Supplier 2 | \$ 1,259.00 | 10:02 AM |
| Incumbent | \$ 1,225.00 | 10:01 AM |
| Supplier 1 | \$ 1,229.00 | 10:01 AM |

The Results:

- Total Project Savings = \$780,105 (31.3%).
 - The preliminary RFP achieved over \$650,000 (26%) of savings against current pricing.
 - The reverse auction generated an additional \$122,000 (5%) of cherry pick savings.
 - Resulted in all three suppliers being within \$35k of each other, offering the team 3 attractive award options
- 70 supplier bids in under 20 minutes.
- Locked pricing for the next 3 years at a lower rate than they were currently paying.

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.