



# eSourcing in Action

*Using EC eSourcing to Streamline & Automate the Impossible*

## **Background**

A large manufacturing industry client needed to source raw materials . With hundreds of suppliers, millions in spend and over a thousand items, they a new process to manage the unmanageable. EC eSourcing was their solution.

## **Project Goals**

1. Increase competition & savings
2. Reduce cycle time
3. Clear communication with suppliers
4. Transparency
5. Organize the chaos

## **Details**

<b>Participating Suppliers</b>	<b>317</b>
<b>Total Annual Spend</b>	<b>\$216 Million USD</b>
<b>Number of Items</b>	<b>1,632</b>
<b>Number of Spec Documents</b>	<b>1 per item; 1,632</b>
<b>Number of attached documents required from each supplier</b>	<b>4 per item; 6,528</b>
<b>Cycle Time (Release to Due Date)</b>	<b>30 days</b>

With projects this large, it's easy to see how the sourcing process can become complex and disorganized. With the following automated EC eSourcing features, projects this large are quite manageable:

- Upload ALL items from excel
- Upload ALL specs in MASS from ONE zip file
- Auto HIDE or SHOW items by item category or by specific items
- Suppliers upload bids from excel; download ALL specs to ORGANIZED zip files

*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.*