



# eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

**Background:**

A client in the Chemical Manufacturing Industry wanted to streamline bidding related to small parcel shipping, rid themselves of time consuming manual analysis, and generate competition between their two incumbents. FlexRFP™ with Supplier Bid Feedback was the solution to timely savings.

**Project Goals:**

1. Create competition
2. Reduce analysis and reporting time
3. Clearly communicate with suppliers
4. Maximize savings
5. Streamline the process

**Execution Strategy:**

- Invited 3 suppliers to participate
- Setup over 1500 items (point to point locations) across 8 service types
- Suppliers compiled their bids in Excel and then uploaded them into FlexRFP™
- FlexRFP™ analysis and reporting rapidly analyzed supplier bids
- FlexRFP™ auto-generated supplier bid feedback reports to increase competition (see example below)

**Results:**

- Project cycle time was reduced by 35% versus previous years
- Project savings were approximately 20%.
- Suppliers did not complain about the multiple round aspect of the project with feedback
- Project was easy for suppliers

**Example Supplier Bid Feedback Report:**

Service/Description	Supplier	Bid Feedback % Variance Range from Best Bid
2nd Day	Supplier # 1	11% - 15%
Ground	Supplier # 1	1-5%
Ground Home Delivery	Supplier # 1	1-5%
International Economy	Supplier # 1	56% - 60%
International Priority	Supplier # 1	46% - 50%
Priority Overnight	Supplier # 1	31% - 35%
Standard Overnight	Supplier # 1	6% - 10%
2nd Day	Supplier # 2	6% - 10%
Ground	Supplier # 2	21% - 25%
Ground Home Delivery	Supplier # 2	16% - 20%
International Economy	Supplier # 2	46% - 50%
International Priority	Supplier # 2	66% - 70%
Priority Overnight	Supplier # 2	0%
Standard Overnight	Supplier # 2	0%

**Notes:**

1. Feedback was provided at the "Summary" level by service type
2. Only variance range was provided
3. Suppliers were provided this report and then entered their 2nd round bid in a new bid column (on-line)
4. 1st round bid is locked during 2nd round bidding
5. Report is viewed on-line or can be dumped to excel

**Other bid feedback options:**

1. Can use other bid feedback options: best bid, rank, and quartile ranking (hidden in this example)
2. Buyer chooses bid feedback range (this example is 5 (1-5%, 6-10%, etc.))
3. Allow suppliers to view feedback & bid at same time

*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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