



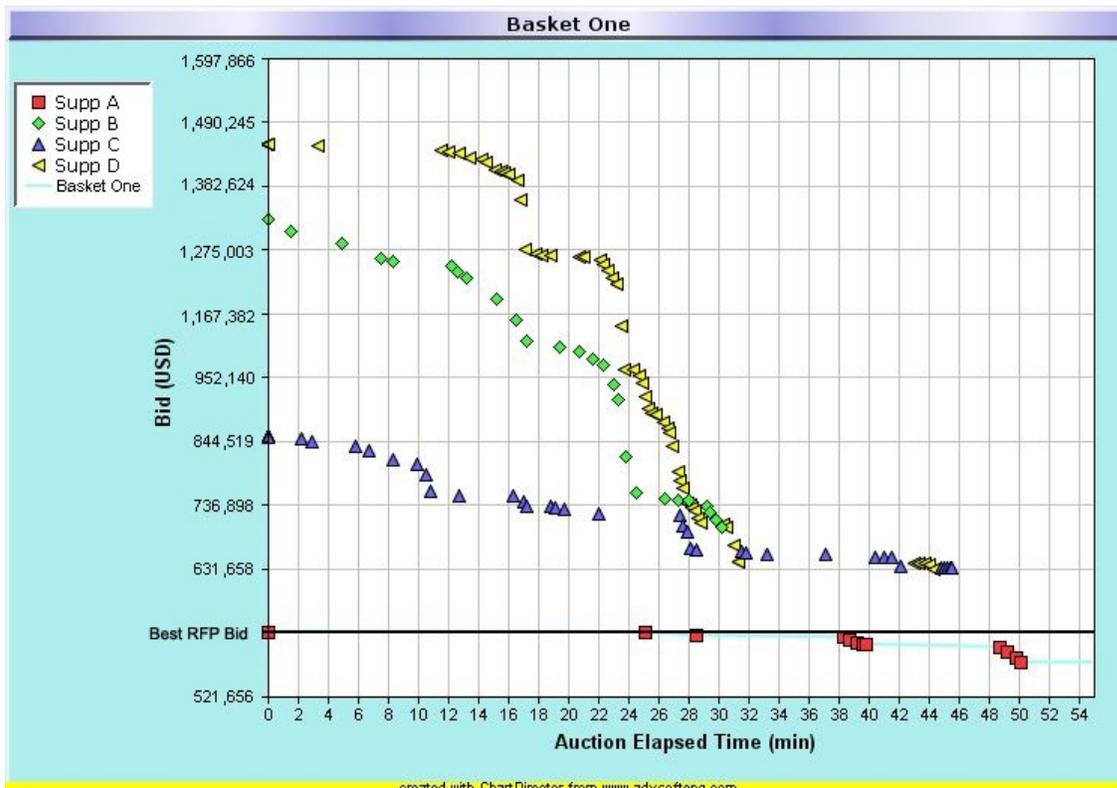
eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

The graph below shows the final stage (Reverse Auction) of a recent strategic e-sourcing event for the purchase of Enterprise-Wide Travel & Expense Automation Software. This negotiation consisted of 6 suppliers, over 100 qualitative "RFI" questions and approximately 50 "RFP" line items. After RFP pricing was received, the items were added to an "auction basket" for the final step in the negotiation. Please note that there was no good historical pricing, so the "baseline price" shown below was based on the lowest RFP pricing provided during the RFP.

During the auction sessions, the pricing moved from between 20.3% and 44% compared to quoted RFP pricing. We feel that the most important factor for success was that the event was not just an auction by itself; but rather a very strategic RFI and RFP that was used to set the stage for a very successful reverse auction event.

This event also helps to dispel the myth that auctions are only suitable for "commodities" or "pencils and paperclips" as is often heard. The reality is that a reverse auction such as this can add value to the multi-round negotiation for any areas of spend where there is competition for the requirement.



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.