

Spend Analysis

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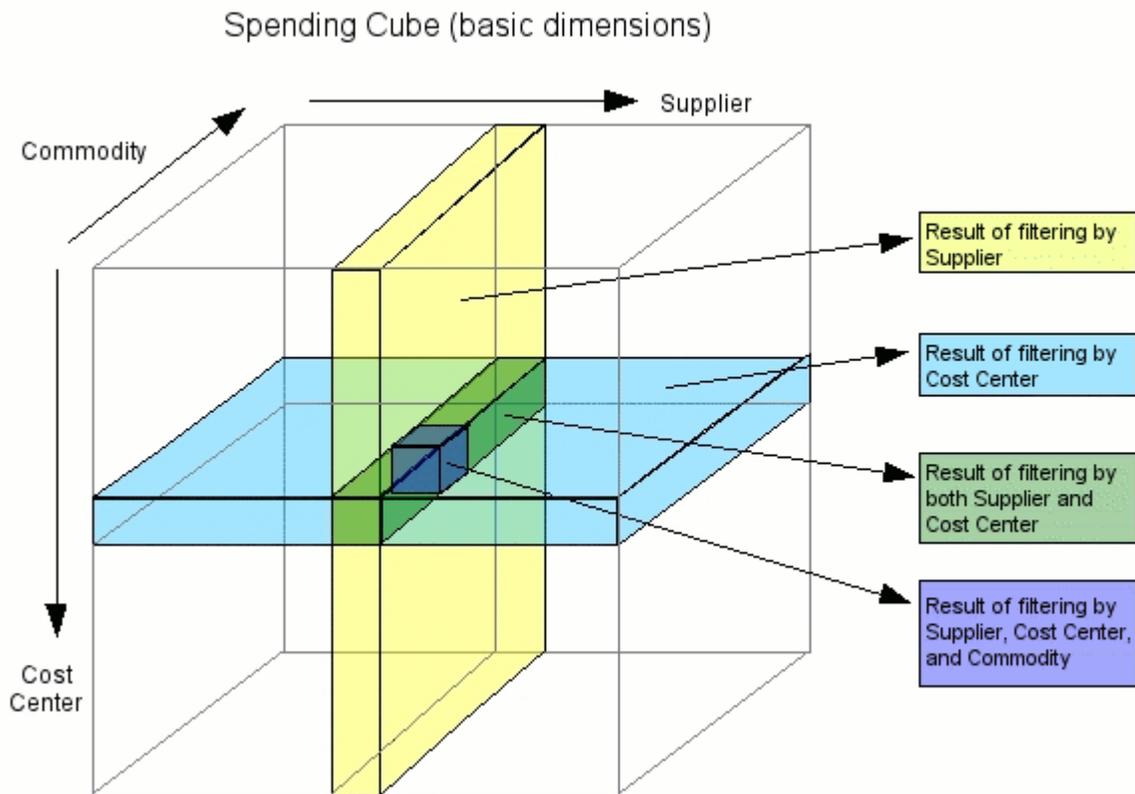
ec
sourcinggroup

Superior Spend Analysis Capability

FAST A high quality spend analysis can be generated by business users in as little as 2-3 weeks, dramatically reducing time to value.

FLEXIBLE Refinements to classifications, hierarchies and other data structures can be made in real time, allowing immediate incorporation of input from users, commodity managers and other stakeholders without the need for a lengthy republish cycle.

PRODUCTIVE Unique drill-down and reporting capability, coupled with the real-time data structure modification capability, enables unparalleled depth and flexibility of spend analysis unmatched by any other tool.



Spend analysis is a process for gaining insight about the behavior of buyers and suppliers, and then applying that insight to drive quality procurement decisions. Ideally, the spend analysis process:

- Combine data from different payment systems into a single common dataset
- Enhances the dataset by adding commodity dimensions and other key procurement information
- Provides insightful and powerful tools for examining and analyzing the data.

Spend Analysis

One of the most important things to know about EC Sourcing as a company and its philosophy of doing business is to know the backgrounds of our company's principals. As founders of EC Sourcing Group, we previously held positions similar to most of our clients, in helping to direct the Strategic Sourcing efforts of a well-known Fortune 500 company. This means we grasp the practical and everyday requirements of the supply management solution you seek.

We began by extensively reviewing the current solutions in the marketplace, and we liked the overall concept of applying a technology tool to the Sourcing process. However, we found that the tools available fell short in several key areas important to everyday sourcing professionals like:

1. Most are designed by IT people, not from Sourcing, Purchasing or Procurement viewpoints
2. Most are too complex for the average user (both, buyer & supplier) and did not address the day-to-day realities of what actually occurs when doing the work
3. Most require too much training and therefore don't even get used once their purchased
4. Most are inflexible "you have to do it their way" or "you can't do that in the system"
5. Most are too auction-focused, & sometimes take an adversarial approach towards suppliers

Our Unique Differences

- Founded by Strategic Sourcing Professionals with a focus on developing tools & services that are:
 - Flexible to meet the unique needs of each client
 - Easiest-to-use, taking less than 3 hours to learn, so they get used & stay in use
 - Familiar by capturing & managing data your way without requiring you to change your current process
 - SAAS / IT friendly, thereby requiring no IT involvement
 - Supplier-friendly to insure their willing participation
- We believe software companies shouldn't be telling you what's important to your business or how to organize and manage your sourcing data
- We offer many easy ways to do business with us, including flexible zero-risk payment options
- Above all else, we value our clients; therefore, we understand the importance of follow-up, and follow through in every aspect of our service and support.

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