Vendor Management

Member of the FlexRFP^{TM} Family

ec sourcinggroup

What Are Your Challenges?

Do you have trouble finding, updating & maintaining supplier related documents?

Is obtaining supplier related documents overly cumbersome and time consuming?

Is performing annual supplier questionnaires difficult and tedious?

The performance of vendor partners now more than ever directly affect a companies' competitiveness, operating efficiency and cost structures, especially in an ever increasing state of globalization and outsourcing.

Assess vendor capabilities

Validate financial solvency

Review product/service quality & pricing

Maintain contracts and business documents

Evaluate on-going performance

The number of suppliers, the increasing number of outsourced functions, and a growing mass of unsynchronized data compromise the daily efficiency and most importantly the productivity of the entire organization. The efficient management of vendor relationships is no longer an organizational luxury. It is now an operational & corporate profit necessity.

The Solution

Automated On-Boarding

Proactive Supplier Monitoring

Consistent Performance Management

Streamlined Communication

It is critical to have a vendor management solutions partner with the intimate knowledge of the vendor management function and proven tools that are easy to implement. Vendor management solutions should organize information from all vendors into a single comprehensive system.

The ability to retrieve supplier information and related signed documents in a structured, yet flexible questionnaire like manner that allows for easy access and retrieval.

A web based solution that once setup keeps track of questionnaire due dates and document expiration and sends proactive notification to suppliers to ensure dates are met.

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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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