

FlexRFP™ Travel & Expense Automation Case Study - Using Reverse Auction technology to maximize savings

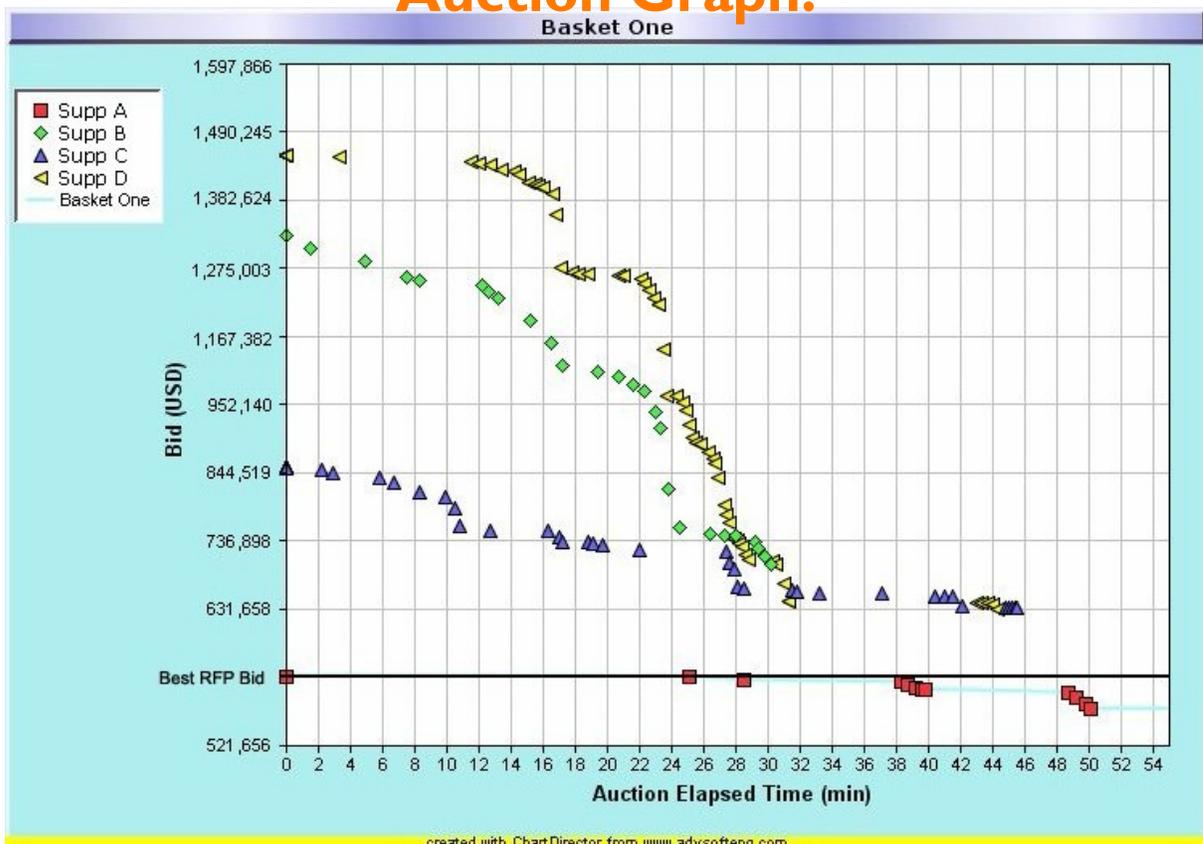
Background:

A global diversified manufacturing client needed to investigate and implement an Enterprise-Wide Travel & Expense Automation Software solution. They decided to form a cross functional project team to evaluate potential providers and utilize FlexRFP™ to streamline and automate the bid process and related communications.

Strategy:

- Auction was preceded by a 100 RFI questions
- Cross functional team scored suppliers qualitative answers to down select before auction
- After RFP pricing was received, items were added to an 'auction basket' as seen below

Auction Graph:



Additional Notes:

- This event helps to dispel the myth that auctions are only suitable for “commodities” or “pencils and paperclips.”
- 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 competitive reverse auction event.

Your roadmap to Easier, Faster, and Improved Sourcing

About EC Sourcing Group

While there are other eSourcing solutions from which to choose, why should you choose **FlexRFP™** from EC Sourcing? Very simply, because we understand what you do. We are former Fortune 500 sourcing professionals. We know exactly the kind of day-to-day sourcing issues you deal with and have developed a powerful, elegant solution that makes your job easier, faster, more efficient and more profitable.

Guided by our vast sourcing experience, we've designed our product around your needs.

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

Trust Our Experience and Expertise

Because we're managed and staffed solely by expert **sourcing professionals**, you can count on EC Sourcing to deliver and support a solution that is right on target – and right on the money. Our solutions are **affordably priced** and feature a host of logical acquisition options that allow you to get the feature-rich solution you've been looking for.

Our view on eSolutions

Our decades of experience have taught us that companies have unique sourcing needs and processes. With that in mind, we've built a solution that features flexible implementation options that can accommodate the unique needs of our clients. Our solutions generate a real, lasting ROI and are:

1. Flexible and ready to accommodate your current process, rather than dictating it.
2. Easy to learn and use for all buyer users. Your self-sufficiency and confidence are critical to long-term use and ROI. If it is too complex or hard to use, most users will go back to using emails, spreadsheets and Word® documents.
3. Effortless to use – requiring no training for buyers or suppliers. Our solutions are designed to be enjoyable to use – encouraging collaboration between you and your suppliers.
4. Easy to navigate – featuring a clean, uncluttered interface that makes it easy for beginners or advanced users.

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