

## FlexRFP™ Ocean Freight Case Study - Using SoftAuction™ technology to maximize savings

### Background:

A client in the Retail Apparel Industry wanted to streamline ocean freight bidding, rid themselves of time consuming manual analysis, and streamline communication. FlexRFP™ with Supplier Bid Feedback was the way to timely savings.

### Project Goals:

1. Understand supplier willingness to bid on a per lane basis
2. Reduce analysis and reporting time
3. Communicate with suppliers in an orderly fashion
4. Maximize savings

### Execution Strategy:

- Invited over 10 carriers to participate
- A 20 question RFI was developed to qualify suppliers on important service criteria
- Setup over 500 items (lanes) for bid using upload from excel feature
- Suppliers compiled their bids in Excel and then uploaded them into FlexRFP™.
- FlexRFP™ analysis and reporting module was used to rapidly analyze suppliers' bid performance
- FlexRFP™ auto generated supplier bid feedback reports (see example below).
- Feedback reports were provided to suppliers in-between RFP bid rounds online.
- Secondary bid round data was uploaded into FlexRFP™ in the same manner as 1st round

### Results:

- Project start to finish time was reduced by 35% versus previous years
- Project savings were approximately 19%.
- Suppliers did not complain about the multiple round aspect of the project with feedback.
- Project was easy for suppliers

| Item # | Origin Port | Destination | Equipment | Supplier Name | Bid Feedback |                  |
|--------|-------------|-------------|-----------|---------------|--------------|------------------|
|        |             |             |           |               | Rank         | % Variance Range |
| 10005  | Port # 1    | Port A      | Type 1    | Supplier # 1  | 3            | 1% - 5%          |
| 10006  | Port # 2    | Port B      | Type 1    | Supplier # 1  | 3            | 1% - 5%          |
| 10007  | Port # 3    | Port C      | Type 1    | Supplier # 1  | 4            | 1% - 5%          |
| 10008  | Port # 4    | Port D      | Type 2    | Supplier # 1  | 4            | 6% - 10%         |
| 10009  | Port # 5    | Port A      | Type 1    | Supplier # 1  | 6            | 16% - 20%        |
| 10010  | Port # 6    | Port B      | Type 1    | Supplier # 1  | 7            | 16% - 20%        |
| 10011  | Port # 7    | Port C      | Type 1    | Supplier # 1  | 8            | 21% - 25%        |
| 10012  | Port # 8    | Port D      | Type 1    | Supplier # 1  | 8            | 16% - 20%        |
| 10013  | Port # 9    | Port A      | Type 2    | Supplier # 1  | 3            | 1% - 5%          |
| 10014  | Port # 10   | Port D      | Type 1    | Supplier # 1  | 4            | 6% - 10%         |

### Other bid feedback options:

1. Can use other bid feedback options: best bid and quartile ranking (hidden in this example)
2. Report is available on-line for viewing or can be dumped to excel
3. Buyer chooses bid feedback range (example above is 5 (1-5%, 6-10%, etc.)

## *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.

#### **Contact Us:**

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