



eSourcing in Action

Using EC eSourcing to Streamline & Automate the Impossible

Background:

A pharmaceutical client wanted to consolidate their Lab Supplies spend across their over 250 USA locations. Since they had \$9M in baseline spend with two primary and one other supplier, the theory was that there was significant savings potential and an opportunity. EC eSourcing was their way to major savings.

Project Details:

- An initial web based RFP was performed to ensure that each supplier correctly understood each item, pack count, UOM, etc.
- A 120 question survey with a cross functional team scoring was employed to determine the most qualified supplier and to bring the team together

Section	Points	Score	
		Supplier 1	Supplier 2
Total	100	71.23	70.78
6.0 Reputation and Experience	9.09	6.62	6.47
7.0 Management Resources	3.41	2.79	2.8
8.0 Relationship Management	3.41	2.08	3.19
9.0 Delivery Requirements	2.27	1.89	1.83
10.0 Logistics	1.14	0.94	0.86
11.0 Ordering Requirements	10.23	8.55	8.23
12.0 Program Design	22.73	15.83	15.67
12.1 Pricing Related Questions	7.95	6.93	3.99
13.0 Certifications/Awards	1.14	0.87	0.9
14.0 Contingency Planning	1.14	0.93	0.97
15.0 Supplier Profile – General Information	5.68	4.85	4.9
16.0 Supplier Profile – Business Information	5.68	3.23	3.12
17.0 Supplier Profile – Legal Business Information	2.27	1.14	2.27
18.0 Supplier Profile – Company Classification	5.68	2.62	2.66
20.0 Supplier Profile – Documentation	1.14	0.75	0.52
21.0 Supplier Profile – Compliance and Ethics	6.82	6.56	6.58
22.0 Environmental Compliance	4.55	2.86	4.06
22.1 Supplier Profile – Declaration of Business Relationship	2.27	0.87	0.87
23.0 Innovation Idea	1.14	0.9	0.9

Auction Savings:	1,648,000
Rebate Savings:	1,000,000
Total	\$ 2,648,000

Key Results:

- Over **\$2.5M** in savings over the course of a five year contract
- The client used EC eSourcing’s Bid Price Validation Feature before the auction, which prevents suppliers from bidding too high or too low relative to the current price to ensure that all suppliers’ bid on the same item, same pack, same UOM.
- At the end of the auction, the client had two suppliers with over 30% savings and one supplier with over 25% savings, which meant they had three good award options from three current suppliers and they could select the supplier with the best service and price combination.

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

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