

# E-SOURCING SOLUTIONS

*Achieve greater control over spend and increase performance efficiencies through an e-sourcing solution that fits your current processes and unique challenges.*

## **The Challenge:**

**Lowering the cost of goods and services is a top priority for most companies today; after all, it is one of the largest impacts to bottom line profitability.**

Many organizations face hurdles in effectively achieving that goal. Too often overburdened resources and lack of spend visibility lead to maverick spend and inconsistent and inefficient sourcing practices resulting in missed savings opportunities.

## **The Solution:**

**The powerful combination of the Intesource e-Sourcing suite and expert professional services help procurement professionals overcome these obstacles.**

At Intesource, we leverage our years of experience and wealth of supplier resources to provide you with a solid foundation. Although e-sourcing does not replace the strategic planning that goes into the sourcing process it does minimize many of the labor-intensive steps that take place in traditional negotiations. This improved process cuts sourcing time by up to 66%.

## **The Features:**

**Simply stated, e-sourcing is a set of online tools used by procurement professionals to negotiate contracts.**

Intesource's on-demand negotiation tools can be used to source a wide array of categories across both direct and indirect spends, including services. Additional e-sourcing benefits include:

- Cost savings - historically greater than 18% on average
- Time savings - 25-30% reduction of the overall sourcing time
- Exposure to thousands of new sources of supply
- Optimized planning process and product specifications
- The ability to combat price increases and gain increased visibility to current market pricing
- An audit trail for all procurement activities including RFQ, RFP, and RFI's

As part of our comprehensive and all inclusive e-Sourcing solution, Intesource offers consulting services to aid in identifying which categories will yield the most positive results. Buyers are able to source more products from traditional and "hidden" categories at lower costs, maximizing your return on investment – even through your current supplier.

Used as a standalone tool or as part of the Intesource e-Sourcing suite, organizations gain a competitive advantage by extending their buying channels, improving purchasing intelligence, reducing costs, and accelerating sourcing cycle times.

For more information on how you can benefit from e-Sourcing and the Intesource integrated software and services solution contact Len Kaplan, Vice President of Sales, at (949) 476-3715 or lkaplan@intesource.com.

## **Sample Savings Include:**

Generic Drugs **40%**

Background

Checks **77%**

Office Supplies **24%**

Facilities

Maintenance **29%**



*My experience with the Intesource process was one I will never forget. The years of sitting across the desk and negotiating the best possible price for the company is now a battle ground that is found on-line and between several vendors. Normally I would have negotiated between a few companies and would have spent over 30% more than I did going through this process. It's a winner in my book! I'll be back! "*

*Director of Distribution  
"The original innovators  
in grocery retail"  
Major California Retailer*

