



SOURCING **BUSINESS CASE**

eSourcing made simple!

Potential Challenge 1

Using email for tenders

Using email for tenders:

- Hides data in a variety of 'inboxes'
- Difficult to access centrally and collaborate
- Challenging to scale due to inefficiencies

Result: *Organisations lose sight of crucial data and competitiveness*

Using eSourcing

- Consolidates all tenders in one place & provides full auditability
- Offers repeatability, data insight and collaboration
- More efficient and additional suppliers can be added at a lower overhead
- Results in higher cost savings & time savings for improved efficiency

Key Challenge 2

Low Adoption of eSourcing

Poor adoption of eSourcing presents challenges:

- Data spread across email and eSourcing tools
- Inconsistent approach to tenders
- Unprofessional and inconsistent approach to Suppliers

Result: *Procurement team lacks a coherent strategy to build upon*

Using eSourcing

- Encapsulates learning within templates
- Drives good data to drive better decisions
- Allows procurement teams to act more proactively
- Create a single portal that looks professional and protects the brand

Key Challenge 3

Negotiating by eAuction

No or low adoption of eAuctions

- Leaves fewer options to negotiate the market price
- Face to face negotiation takes more time and thus is used sparingly
- Can result in the '3 bids and a buy' approach

Result: *Procurement teams miss out on potential savings*

Using eSourcing

- Another tool in your negotiation arsenal
- Quickly finds the market price* and generate more savings**
- Keeps suppliers on their toes and can create better relationships ***

* Events can still be run on a buyer's choice basis with a face to face discussion afterwards

** Average of 27 suppliers invited and 6 taking part across historic events on our platform

*** UWE research iAdapt where eAuctions are shown to create better relationships through transparency

Summary of Challenges

No or Low adoption of eSourcing tools

CHALLENGES	BENEFITS OF ESOURCING
Difficulty in consolidating incoming information	Centralised activities and integrated message board
Difficulty of comparing results from multiple suppliers	In-depth analytics reporting and events dashboard
Difficult to capture team knowledge	Easily captured in templates and fully auditable history
Poor team collaboration	User hierarchy for sharing
Reduced competitiveness	Easily increase # suppliers and use eAuctions
Presents internet security risks	Cloud based system that uses highest level of security
Can display a lack of professionalism	White labelling with company portal
Creating a coherent strategy	Generates a consistent approach internally and externally
Reactive methodology and lack of time	Proactive working and more projects accomplished

Key Benefits of Market Dojo for eSourcing

Adoption: Sourcing can be run on a pay-as-you-go basis and the intuitive interface is easy to adopt from the buyer and supplier side. *Our hosts do not need to train suppliers.*

Time saving: With Sourcing's intuitive look and feel, *our users save on average 30% of their time* when using us for quick quotes rather than emails. (This includes RFQ's sent to 20+ suppliers).

More competition: *On average hosts make savings of 16%* using Sourcing for an 'Request for Quotation' activities over email based processes.

Find the Market Price: *Clients save on average 23% from Ranked eAuctions* and 16% from Japanese. Most events are run on a buyer's choice basis.

Range of capability: *Our software allows for events to be created in minutes.* Advanced events can be created with many questionnaires, multi user scoring and complex lot structures with weighting.

Free Sandpit: *Create and run practice events in preparation for your live event.*

Additional Benefits of Market Dojo for eSourcing

General:

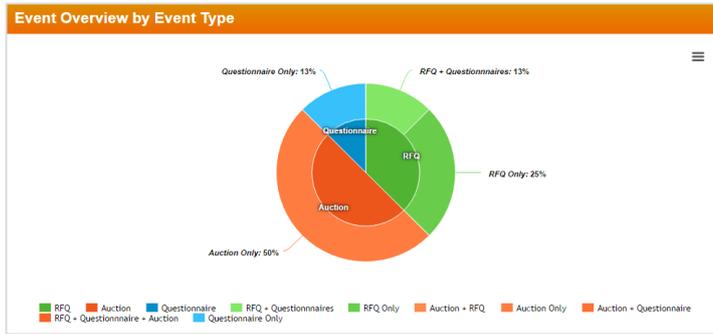
- **Easy to Use** - Quick to adopt from a buyer and supplier side with templates
- **Professional Process** - Create a white labelled portal and maintain brand professionalism
- **Transparent Pricing** - Simple pay-as-you-go structure - start for as little as £500
- **Cloud solution** - Accessible from any PC, anywhere
- **Excellent support** - Support is included combined with a plethora of free expert resources
- **All additional capabilities** - included as part of standard pricing

Benefits of a Market Dojo Tool

Integration - Sourcing is seamlessly integrated with our other tools:

- **Opportunity Analysis** for finding savings opportunities and defining strategy
 - Enter simple data on each category to find opportunities and create projects in Sourcing.
 - Historic predictions can be evaluated over time as results can be fed back in.
- **Supplier Innovation** for managing innovation in your supply chain.
 - If you're unsure about a tender activity, or want to find new ideas, just use the Innovation Portal to create 2 way dialogue to capture, assess and prioritise ideas
- **Supplier Onboarding** for supplier onboarding.
 - Use Supplier Onboarding for supplier vetting and categorisation. Sourcing shows the status of any supplier throughout the onboarding process ensuring governance.

Old Mutual Wealth Case Study

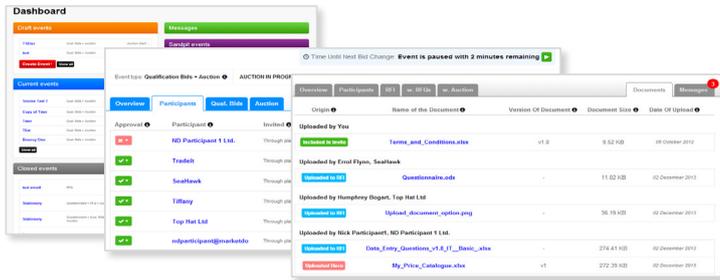


Old Mutual Wealth uses Sourcing's eSourcing tool to run strategic, high-value, RFP's. In fact, we developed our multi-scoring functionality in collaboration with them.



Initially used on an on-demand basis, once key stakeholders realised the value the tool offered, and the ease at which the tool was adopted, it became the eSourcing tool of choice amongst the organisation.

Specsavers Case Study



The software is being used to run a full eSourcing event: RFI > RFP > RFQ > eAuction.

Specsavers has been using Sourcing's eSourcing solution since 2015 with huge success. The tool has been used for many categories varying from services through to products; utilising complex questionnaires, multi-scoring and advanced lots to great effect.

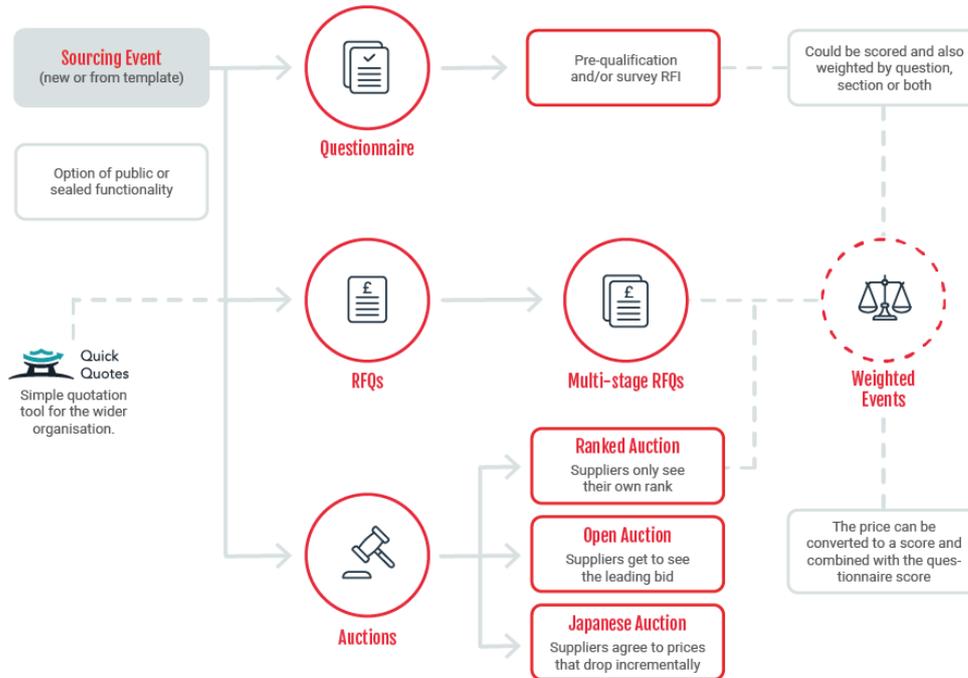
"Sourcing helps bring simplicity to a complex procurement environment"

Features of Sourcing

Sourcing has a host of features that make it unique in the SaaS sourcing sector

- **Fully Integratable Questionnaires** - Design, score and weight complex questionnaires
- **Full RFQ Capability** - Create a centralised place to manage, store and trace all RFQ activities
- **eAuctions** - Many types of eAuction available with weighting capability
- **Online Message Board** - Integrated message board for efficient real-time communication
- **Innovation Portal** - Develop stronger relationships with your suppliers
- **Free Sandpit Tool** - Create events as a host and a participant for training
- **Public Sector Functionality** - For In-framework negotiation and Sub-OJEU tenders
- **Document library** - Store standard documents such as NDA's
- **Event Cloning & Templates** - Clone whole events, settings, questionnaires, lots or participants
- **Multi Scoring Functionality** - Multiple scorers can review and score different sections
- **User Hierarchy** - Easily share tenders with colleagues and stakeholders
- **Display settings** - White label the solution and create your own portal

Sourcing Flowchart



Accessibility & Scale

On-demand to annual licence: automated, modular and future-proofed strategic sourcing to suit your needs and operational maturity. Choose a plan that works for you:

Sourcing Starter

Educate & Build.

Plan, build and test your sourcing events to familiarise yourself with the environment. Pilot scenarios and build a proof of concept, de-risk innovation and plan for accelerated time to value.

- Full Sandpit functionality
- Create test sourcing events
- Experience the tool as the buyer and supplier
- Limited to test suppliers

Access for **free**. Only pay when you're ready to go live.



Sourcing
Starter

Simple Sourcing

Accessible & Effective.

Providing you with the tools and features to rapidly run high-performing sourcing events in minutes rather than days. Self-service, and intuitive, with the additional guidance of our best-in-class live support teams.

- Launch live events - run simple RFx and eAuctions
- Access extensive templates and libraries
- Full excel integration and custom fields
- User management and live messaging

On-demand from £500 per user. **Save 13%** with an annual licence from £417 pcm.



Simple
Sourcing

Pro Sourcing

Enhanced & Collaborative.

Increase adoption and shared success with next level collaborative sourcing and value creation features. Accelerate productivity and domain expertise with AI-powered insights, all enhanced with a dedicated account manager.

- AI copilot for enhanced productivity
- Weighted events, collaborative multi scoring
- API integration
- Access to a dedicated account manager

On-demand from £1000 per user. **Save 50%** with an annual licence from £500 pcm.



Pro
Sourcing

Strategic Sourcing

Advanced & Future-proofed.

Enterprise strategic sourcing, rich in features and customisation to support the most technical events. Built for global scale and backed with intelligent automation and predictive insights.

- Advanced multi-stage RFx & eAuctions
- Advanced lots and partial bidding
- Global scale - multi-currency events
- Access to advanced analytics

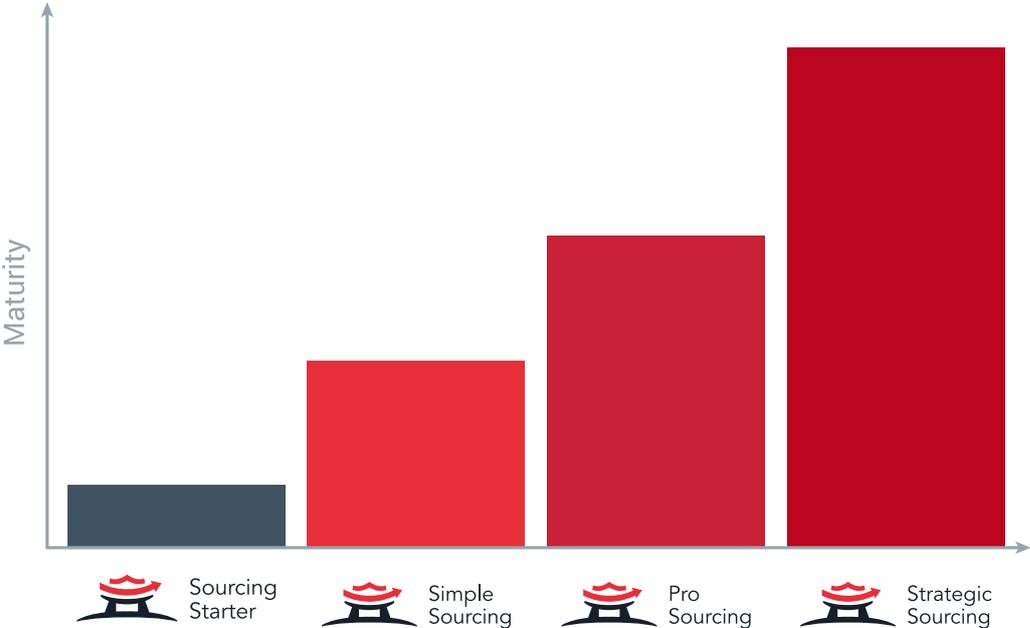
On-demand from £1500 per user. **Save 61%** with an annual licence from £583 pcm.



Strategic
Sourcing

Accessibility & Scale

With our free sign up and on-demand licensing options, Market Dojo is risk free and can scale with your organisation's needs, maturity and success.



Take Sourcing to the next level

8 simple steps to connected, automated strategic sourcing

- 1 Evaluate your sourcing strategy** to define market risk and opportunity with MD Opportunity Analysis.
- 2 Access competitive markets** with MD's integrated best-of-breed partner marketplace for Supplier Discovery.
- 3 Rapidly Go-To-Market**, ensure the best price and drive adoption. Leverage intuitive AI driven RFx, eAuctions and Quick Quotes with MD Sourcing.
- 4 Seamlessly Onboard Suppliers** fast to accelerate time to value and robustly screen for compliance and ESG with MD Supplier Onboarding.
- 5 Effortlessly manage your Contract Lifecycles**, align policy and ensure opportunity value is not missed with MD Contract Management.
- 6 Centralise and maintain data integrity**. Track supplier performance and risk whilst ensuring resilience, diversity and ESG success with MD Supplier Management.
- 7 Evaluate savings & performance** - leverage predictive analytics and powerful actionable data to make smarter, faster decisions with MD BI Reporting.
- 8 Collaborate to innovate**. Refine, enhance and respond to the ever-changing markets with MD Supplier Innovation.





marketdojo
an Esker company