EC Sourcing Group Named Again as Customer & Value Leader

With rankings based on technical or definitive procurement technology benchmark for evaluating 69 procurement software companies across 13 technology areas.

Its fully transparent methodology, which considers equal parts technology analyst and customer scoring, has rendered Spend Matters a leading solution intelligence source for procurement and supply chain professionals across all industries.

Research Methodology Highlights

The methodology is based on the following key areas:

- Customer happiness scoring
- Research analyst scoring
- Analysis of 400+ question RFP
- Extensive product demonstrations
- Direct reference feedback from more than 10 clients

Please see page two for more details on the scope and dimensions included within both the Functional & Customer Value areas of the SolutionMap.

Click here for additional details comparing the methodology for SolutionMap to other benchmarking studies.

Partial List of EC Sourcing Group Client Industries

- Banking
- Business Services
- Consulting
- Consumer Products
- Distribution
- Education
- Financial Services
- Food Companies
- Healthcare
- Holding Companies
- Industrial
- Insurance
- Life Sciences
- Manufacturing
- Mining
- Municipalities
- Pharma
- Restaurant
- Retail
- Utilities
Partial List of Category Experience for EC Sourcing Group Solutions

<table>
<thead>
<tr>
<th>Freight</th>
<th>IT</th>
<th>Facilities</th>
<th>Services</th>
<th>Marketing</th>
<th>Directs &amp; Packaging</th>
</tr>
</thead>
<tbody>
<tr>
<td>Truckload / LTL</td>
<td>Hardware / Software</td>
<td>MRO</td>
<td>Temp Labor</td>
<td>Agencies</td>
<td>Metals</td>
</tr>
<tr>
<td>Small Parcel</td>
<td>Cloud Services</td>
<td>Janitorial</td>
<td>Consulting</td>
<td>Promo</td>
<td>Resins</td>
</tr>
<tr>
<td>Ocean</td>
<td>Peripherals</td>
<td>Security</td>
<td>Background Checks</td>
<td>Print</td>
<td>Food</td>
</tr>
<tr>
<td>Air</td>
<td>Networking Equip.</td>
<td>Dining</td>
<td>Inventory Audit</td>
<td>Signage</td>
<td>Plastics</td>
</tr>
<tr>
<td>3 PLs</td>
<td>Telecom</td>
<td>Energy</td>
<td>Documentation</td>
<td>Events</td>
<td>Corrugated</td>
</tr>
</tbody>
</table>

**Functional Emphasis Scoring Detail**

**Pricing:**
- High emphasis placed on pricing (up to 20% of the total score for Functional/Solution overall scoring)

**Project Management:**
- Moderate emphasis placed on Sourcing Strategy Definition
- Limited emphasis placed on Task, Timeline and Milestone Definition; Approvals and Sign-Offs; and Execution Support

**Supplier Portal:**
- Moderate emphasis placed on Results/Award Notification and Self Registration
- Limited emphasis placed on Distributed Supplier RFX Response Management, Distributed Supplier Auction Management, Supplier Onboarding and Invitation Management

**RFX/Surveys:**
- High emphasis placed on Creation Methodology, Components and Templates

**Auction:**
- Moderate emphasis placed on Out-of-the-Box Auction Formats and RFX Integration
- Low emphasis placed on Proxy Support and Messaging

**Technology:**
- High emphasis placed on Saas/Cloud
- Moderate emphasis placed on Core Technology Platform and Mobile Support

**Configurability:**
- Moderate emphasis placed on Sourcing Process Services
- Moderate emphasis placed on Category-Specific Consulting and Managed Sourcing Events

**Customer Value Emphasis Scoring Detail**

**High Emphasis placed on:**
- Recommend This Provider (Overall)
- Pricing/Affordability
- Quick Deployment
- ROI
- End User Experience/Ease of Use

**Moderate Emphasis placed on:**
- Level of Value Perceived
- Maximize Savings
- Maximize Spend Under Management
- Business Value
- Innovation

**Selection processes should involve:**
- Writing business requirements/goals (e.g., desired adoption metrics, user satisfaction, deployment time) even before technical requirements
- Requesting references based on similar organizational situations
- Letting procurement lead vendor vetting/selection versus IT
- Understanding a vendor’s overall philosophy and ability to bring more than technology alone
- Investigating the ability of a vendor to “grow” with procurement’s needs as requirements mature
From Full 2021 Analyst Update

“Spend Matters’ analysis of the EC Sourcing platform positions it as a solid contender to fill the sourcing needs of middle to large middle-market procurement organizations as well as a subset of Global 3000 organizations looking for technology to transform their end-to-end sourcing efforts.

**EC Sourcing also happens to be one of the most mature in capability, with a set of clever features that only comes from the battle scars of decades of managing sourcing events.**”

-Magnus Bergfors & Michael Lamoureux, Spend Matters