

Proactis Sourcing Managed Services

About eSourcing for Vendor
Participants



On behalf of everyone at Proactis Spend Control Managed Services we'd like to thank you for considering being part of our supplier community. We make every effort to create eSourcing solutions that are user friendly and supported by outstanding customer service so you can focus on gaining new business, rather than trying to figure out confusing technology and processes.

We welcome and appreciate the feedback you provide to us via our supplier questionnaire, which is available at the close of each sourcing event.

What is eSourcing?

eSourcing, also sometimes referred to as strategic sourcing, eAuctions, sourcing events or reverse auctions, is a real-time dynamic negotiation between a host company and a group of pre-qualified suppliers who compete to win the business. Goods or services must have clearly defined specifications for design, quantity, quality, delivery, service, and related terms and conditions.

When addressing the question what is eSourcing it's also important to discuss what eSourcing isn't. eSourcing does not take the place of the buyer; it simply provides an additional tool for the buyer to collect pricing, terms, and other pertinent information. There's also a common misconception that quality suffers in an eAuction because hosts must award business to the vendor offering the lowest quote. This is not true. Regardless of the sourcing approach, buying organizations should adhere to their accepted processes for vetting and testing suppliers. eSourcing hosts typically award based on a combination of quality, customer service, references, innovation, and other factors including price.

eSourcing for The Supplier

Supplier benefits of eSourcing include gaining insight into a competitive environment and business standing, lowering marketing and sales costs, reduced award decision cycle times, and constructive feedback from buyers regarding pricing positions and product or service offerings.

Supplier participants of a PROACTIS Managed Services Sourcing event can expect:

- A secure, DigiCert encrypted website
- Supplier information is confidential and only available within each individual event the supplier has accepted to participate in
- Training on the eSourcing process including how to access documents, complete questionnaires, and enter pricing during the live bid
- A training site - an exact replica of each online bid is created for the purpose of allowing participants to become familiar placing quotes prior to the live bid
- Access to a live managed services specialist to discuss questions, request clarification, or to request additional training
- Communication and updates throughout the event including additional information as it becomes available
- Live support during the event – should an issue arise simply call (800) 475-2149 for immediate assistance

About Proactis Spend Control Managed Services

Founded in 1999, Proactis Spend Control Managed Services (formerly known as Intesource) has been providing experience and expertise in sourcing for over a decade - helping businesses secure the best



value on products and services across the organization by delivering additional visibility into the marketplace. In our more than ten-year history we have sourced over 1,000 categories.

For more information please contact us at (800) 475-2149 or Support@ProactisManagedServices.com.