



Decoma save 24% with first eSourcing project

Challenge: Sourcing project requiring specialist support and eSourcing technology
Solution: e-Three managed eAuction support process
Results: Overall savings of 24%

Situation

Decoma, leading manufacturers of exterior vehicle appearance systems were looking to utilise a procurement method that made it easy to award business based on technical qualities as well as price. The company decided to invite suppliers to take part in an eAuction for production parts, and asked for e-Three's help in projecting eSourcing as a long-term procurement solution.



through an RFI and RFQ process short-listed eleven to take place in an eAuction. A supplier day was held at Decoma to answer any questions about the product or the eAuction process, in addition to this e-Three conducted one-to-one supplier software training dispelling any concerns about the process.

Results

Decoma were able to develop a supplier positioning matrix, and gained valuable market knowledge of the products they were sourcing. The project also instilled a process consistency and knowledge management mentality in the company's procurement department, resulting in eSourcing becoming regular practice within the organisation. The eAuction itself saved Decoma 24%.

Process

This project was not straightforward, due to multi-site requirements, and a wide spread supplier demographic. e-Three identified fifteen suitable European suppliers and

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