



## Linpac achieve projected savings of over 50% on groundbreaking product

**Challenge:** Major global sourcing project for new product launch

**Solution:** e-Three managed sourcing project

**Results:** Overall implemented savings of over 50%

### Situation

The idea for an innovative new product was the perfect opportunity for plastics manufacturers Linpac to test eSourcing within the company. They were keen to gain eSourcing experience, standardise their procurement strategy, and assess the potential of eSourcing in other aspects of the business. Linpac were also interested in expanding their supply base beyond UK suppliers and wanted to assess supplier capabilities and the cost competitiveness of a European and Asian supply base. e-Three were asked to manage the project from beginning to end, creating a viable market for a product that was still at conceptual stage.

### Process

e-Three deployed a full eSourcing cycle for this project, involving online RFI, RFQ, and the eAuction event. The team conducted a global supplier identification process to identify potential suppliers, ensuring through RFI that each candidate met specific criteria outlined by the client. An RFQ was then released, and successful suppliers were invited to eAuction. Ongoing supplier management and software training was provided on behalf of Linpac by e-Three ensuring every participant felt comfortable with the process. "e-Three have supported not only with expert advice but also by providing us with the tools to make this project a



success." Says Guy Stanton, Logistics Director at Linpac, "e-Three managed the project from the beginning, efficiently and effectively sourcing suppliers, guaranteeing quality through an extensive and rigorous RFI and RFQ process, overseeing the eAuction process, and guiding us through our post-eAuction analysis."

### Results

Linpac were provided with true market pricing for an original product, and the company's supply profile was also expanded. e-Three achieved further compression of the incumbent's quotation, exceeding Linpac's expectation in terms of market dynamic and project execution, and achieving a saving of over 50% overall. This was achieved in a compressed cycle time of eight weeks.

To find out how e-Three can improve your competitiveness, call us on +44 (0)20 7834 1234, or email [info@e-three.com](mailto:info@e-three.com)



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