



Using technology and know-how to buy better



Buying stuff is fun. At e-Three, we love it.

Which, we like to think, also makes us pretty good at it.

But Sourcing is a tough game.

Consistently getting the best deal from the best suppliers is a tall order.

How well do you do it?

Chances are, you are not quite perfect... yet.

e-Three might be able to help you.

Read on or give us a call to see how our combination of proven processes, category expertise and best-in-class technology is saving our clients millions year-on-year.

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You don't know exactly where you spend all your money. You've been given a 12% savings target. Any idea where to start?



Spend Visibility and Opportunity Assessment

Knowing in detail where your money is spent is critical to any successful purchasing operation. Without it, you can't know where savings opportunities lie.

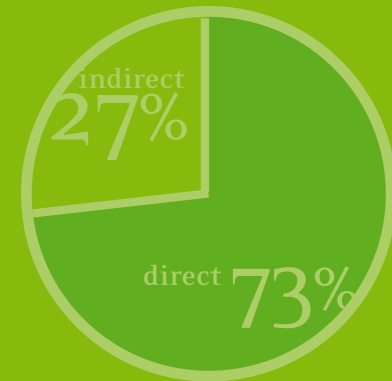
Combining whatever data you have with Q&A sessions with your key personnel, e-Three use

technology, specialist resources and hard graft to determine where your savings opportunities lie.

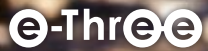
The outcome is a clear schedule of sourcing savings with multi-level reporting, including a timetable of tactical activity to make these savings hit your bottom line.



Savings Pipeline	Year 1	Year 2	Year 3
Direct			
Raw material			
Mild steel	£150,000	£20,000	£70,000
Copper tubing	£35,000	£78,000	£50,000
Aluminium alloy	£12,000	£8,000	£5,000
Indirect			
Corporate Service			
Temporary labour	£60,000	£350,000	£20,000
Office equipment	£12,000	£5,000	£85,000



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Can you put your hand on your heart and say, categorically, that you are using the best suppliers in the world?

Supplier Identification & Low-Cost Country Sourcing

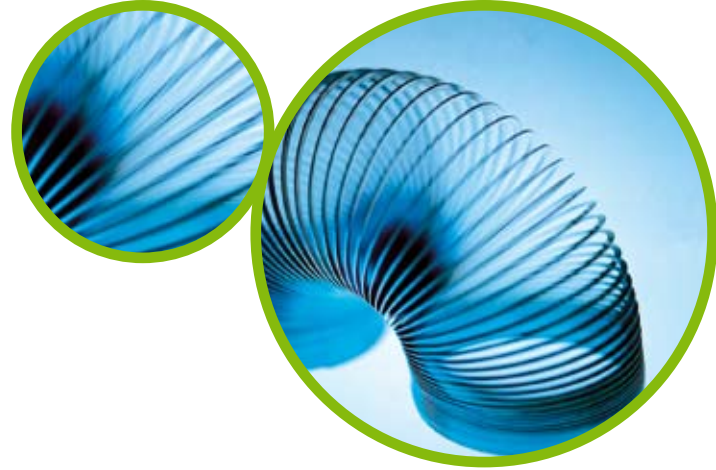
Suppliers are the life-blood of any organisation. Without high-quality, reliable and cost-effective suppliers, organisations will struggle to offer competitive products.

But how do you know if you are working with the best global suppliers? Could there be other suppliers who can deliver quicker, offer a higher quality, or at a more competitive price? There's only one way to find out... go and look!

e-Three know the capabilities of over 10 million global suppliers. With a partner network spanning all key markets, including the Far East, India and South-America, e-Three can quickly identify, assess and recommend suppliers for your consideration.

To get started, let us know your requirements and we'll use our know-how, network and knowledge to find the suppliers you should be talking to.

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Contract Negotiation

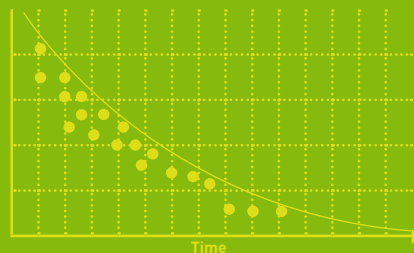
Objective: Right Product, Right Quality, Right Supplier, Right Price, Right Time

The sourcing process offers an unparalleled opportunity to deliver value to your organisation. But getting it absolutely right is difficult. Corporate pressures – limited resource, time constraints, firefighting – can mean thorough sourcing processes fall by the wayside.

Robust tender projects deliver savings that convert to cash for the life of a contract, directly improving the profitability of your organisation.

e-Three have managed billions of pounds of contract negotiations. We fundamentally understand the challenges of managing complex spend categories, fragmented supply bases and tricky negotiations.

Through our structured processes, flexible software solutions and category expertise we can support any sourcing projects, ranging from simple eAuctions (e.g. temporary labour, stationery) through to fully managed sourcing projects (e.g. logistics, facilities construction).



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e-Three's Contract Negotiation Support Elements

eRFI	eRFQ/P	eAUCTION
Supplier Identification	Data Collection/Management	Bid Parameter Strategy
RFI Template Creation	Category Expertise	Instruction creation
Capability Profiling	RFQ Development	Bid Day Management/Support
Supplier Scoring	Bid Parameter Creation	Post bid reporting & support
Strategy Planning	Cost breakdown Creation	Supplier Ranking
End-to-end Project Management		
eSourcing Technology		
Supplier Management		
Competitive Positioning		

Results: Highly competitive contracts negotiated quickly, professionally and ethically with top-quality suppliers.

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Congratulations! With your category knowledge and e-Three's sourcing expertise, you've negotiated a great deal. Now you have to ensure the savings become a reality.

Contract Writing

At e-Three, we understand quality must not falter; delivery must not slip. Watertight contracts help. We make sure your suppliers understand exactly what is required of them before they bid for your business and can capture this in your contract. This prevents suppliers demanding extra money for missed clauses, specification changes or fluctuating volume requirements.

The outcome: long-term, mutually beneficial relationships with your suppliers.



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Category Management

The contract is up and running - suppliers are delivering as planned. But how long will this last?

With your guidance, e-Three can manage entire categories, ensuring suppliers live up to your demands and deliver optimum value throughout the life of a contract. We'll also ensure contracts are renegotiated at the right time to avoid contract gaps and potential supply shortfalls.

Contract Implementation

Is your organisation ready to use the new contract? If not, real savings will not be achieved.

There are many challenges to implementation, including stakeholder buy-in, awareness and compliance. e-Three know how to overcome these challenges; our skilled resources can help make your contracts stick, creating finance-recognised savings.

eSourcing Transformation

Buying an elaborate piece of eSourcing technology doesn't deliver savings. Using it does.

At e-Three we fundamentally understand that to deliver savings and value, your investment in sourcing technology must be matched by a commitment to use it.

There are always substantial barriers to adopting new technologies; overcoming these is more 'change-management' than 'adoption mandate'. e-Three's approach is based on four change elements:

- **Educate:** teach the buying team both 'why' and 'how' eSourcing adds value.

- **Support:** guide and advise Buyers in how to get the best out of the eSourcing tool.

- **Promote:** internal marketing is crucial to drive broad adoption.

- **Reward:** make stars out of early-adopters.

e-Three have supported clients in eSourcing transformation. With e-Three support, an unprofitable software investment becomes a tool that improves efficiency and reduces contract prices, delivering a huge turnaround in ROI.





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We all know we get a better deal if we buy more. How about getting a better deal without buying more?

Collaboration

The chances are you buy similar goods and services as other organisations. But do you have enough volume leverage to get great deals on all of your spend?

e-Three Collaboration pools similar spend from many different organisations. By leveraging volume and improving process efficiency, you will get more competitive prices in less time.

Unlike other attempts at collaboration, e-Three's processes maintain your confidentiality of data. e-Three act as the 'honest broker', coordinating the whole project to ensure your demands are met. Your specifications aren't compromised either: we will get you competitive quotations for your exact requirements, and you choose who to award your business to. This is not a one-size-fits-all solution!





We have two main Collaboration processes:

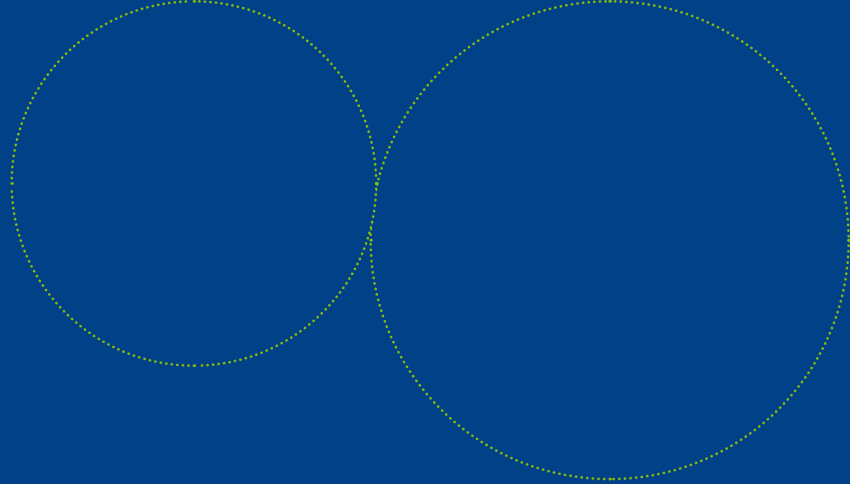
Co-Procurement

- Anyone can join
- Upcoming sourcing categories are published
- Volume is pooled
- Suppliers compete for all contracts simultaneously
- Result: Participating organisations get exactly what they want, at more competitive prices... without letting anyone else know.

Supply Chain Forums

- Get your entire supply chain working together
- Help your suppliers negotiate great savings
- Share the benefits achieved between you and your suppliers.

Successful collaboration is a big challenge.
Call us to discuss how we could help you achieve it.



Improving your Purchasing function is an ongoing process. Sometimes a few tweaks are needed; at other times a complete overhaul is essential for success.

However large your transformation challenges, e-Three can help. Our entire team are procurement professionals and we understand the challenges

you face. As we work with many of the world's best companies, we are well suited to enable you to deliver sustainable improvements quickly and efficiently.

Talk to us about your challenges, and we'll help you find the solutions you need using our combination of expertise, technology and dedication.

e-Three's guiding principles:

Thrill clients

deliver innovative, high-quality solutions to maximise client savings.

Behave ethically

always treat suppliers fairly and openly.

Communicate clearly

plain English is better than management jargon.

Deliver Compelling ROI

save our clients far more than we cost.

Have a positive outlook

Sourcing adds huge value and can be great fun.

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