

eDynaQuote makes dollars and sense.

eDynaQuote is an affordable, easy-to-use e-sourcing system designed to improve the entire sourcing process. Saving you money and time.

eDynaQuote includes eRFP, eRFQ, eRFI and Reverse Auction tools that accelerate every step of the sourcing process. It is completely web-based so no IT staff support is required allowing faster implementation and ROI. Our professional services include procurement expertise and strategic guidance that increase value while maintaining win-win supplier relationships.

Services

- Web-based on-demand e-sourcing tools allow faster implementation because they are externally hosted so there is no need for integration and IT support and upgrades are automatically available to customers.
 - Supplier search and qualification links and tools
 - Access to dynamic eDynaQuote supplier database
 - Electronic request for information (eRFI); quote (e-RFQ); proposal (e-RFP)
 - Self-service Reverse Auction portal
 - Co-branded website incorporates client look and feel

- Strategic Consulting Services provided by e-sourcing specialists to ensure customers get the most from their e-sourcing initiatives.

- Auction management support
- Review/advice on purchasing specifications
- Strategic guidance and expertise
- Online and live customer service

- Education & Training quickly gets users up to speed on e-sourcing and how to use eDynaQuote tools for effective and efficient sourcing management.

- Preparation and execution of reverse auctions
- Software Training - buyer and seller
- Strategic bidding and quoting
- Best practices
- Venues include:
 - Web seminar
 - Custom training events – live or on-line instructor; on-site

Tech Support and Technology Platform

- Robust and reliable technology platform
- 128 bit encryption for secure transmissions
- Phone and online technical support



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Getting Started

There is no software to install with eDynaQuote e-sourcing system. You have complete access to eDynaQuote right from your desktop.

eDynaQuote has developed tiered service levels designed to meet the diverse service requirements and experience of customers. Pricing options include subscription or pay per event, with the program tailored to client-specific needs.

Service Levels

1. Pro Source Subscription

Ideal for the veteran buyer, this subscription uses a self-serve model. Buyers exercise full control and hands-on approach to generate significant cost savings with streamlined competitive bidding.

- Unlimited number of self-serve projects
- Instructor led or web-based, buyer and seller training
- Live and online customer service

Key Benefits:

- Simplify the e-sourcing process
- Effectively reduce cycle times up to 80%
- Improve savings on goods and services up to 30%
- Fast implementation and ROI

2. Partner Source Subscription

This is a cooperative approach where eDynaQuote staff assists the buyer with the development of the project and implementation. This method is designed for companies new to on-demand events or with limited time. Using a project manager approach, staff helps refine the product descriptions and supplier requirements that best fit the buyer's needs. We provide event management, scheduling, and analysis of results from the event. Throughout the process we maintain a working partnership with the buyer and offer all of our training programs.

- Improved vendor selection, and analysis with our strategy training tool
- Easy to use with streamlined negotiations
- Live and online customer service

3. Project Source

Designed to provide a one-time e-sourcing project, this model is for buyers who have only occasional reverse auction needs or are limited by resources. We start with a spend analysis and an opportunity assessment based on the buyer's purchasing data. Benefits include identifying opportunities to consolidate spending and/or generate savings wherever it can be found. We invite the suppliers that can offer the products/services identified and host practice sessions and training for both the buyers and sellers to improve the opportunity for optimal results. All aspects of the e-sourcing event are monitored and conducted by eDynaQuote staff. We follow with a post-event discussion with the buyer to present and assess the results of the live-bidding event.

- Opportunity assessment to discover potential product savings opportunities
- Supplier searching and pre-qualification to meet requirements
- Coordinate and conduct event session
- Bid analysis and award recommendation makes the process even easier



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