

eSourcing

an opportunity to improve your bottom line



With today's focus on efficiency, lean "just in time" inventories, outsourcing, supply base reduction, centralized distribution, more products with faster launches, low cost country sourcing and supply chain globalization in highly volatile markets, your organization needs e-Sourcing now more than ever before. Especially when consumers expect prices to remain the same (or drop) while product quality and capability increases; or when investors expect EPS (earnings per share) to continue increasing despite inflation and flat prices; or when management expects profits to increase quarter after quarter despite rising salaries in a tight marketplace.

e-Sourcing Services

HCL offers a comprehensive online auction strategy specifically designed to help your sourcing team to negotiate more efficiently and derive supplier agreements that deliver the lowest total cost of ownership (TCO) and the best value for your organizations sourcing strategy.

HCL ensures that businesses realize the real benefits of strategic sourcing, by conducting negotiations through Reverse Auctions and identify the best suppliers with the least cost of ownership. With HCL, you can control maverick spend, reduce procurement costs, and utilize your Sourcing team for value engineering and other strategic sourcing initiatives.



Managed Services

HCL BPO's Managed Sourcing Services provides tailored services in partnership with solution providers; Client licenses the platform and HCL BPO would provide back-office support in terms of strategic Sourcing to reduce direct and indirect spend.

Outsourced Solutions

HCL will provide the procurement infrastructure and perform back-office support in terms of Strategic Sourcing / Procurement. HCL will leverage on its Sourcing platforms and consulting domain expertise or utilize existing partnerships with leading platform providers.

On Demand

HCL will provide on-demand services wherein you will get the procurement infrastructure and services on a pay-per-use model. HCL will perform Project Execution and Project Implementation.

Additional Services

- Supplier/end user support
- Supplier distance training on the tools, methods and procedures for participation in eAuctions.
- Practice Auction
- HCL will assess the operational readiness of the supplier by scheduling a practice eAuction prior to the
- live eAuction. This will assure you that all participating suppliers are fully prepared and capable of carrying out online bidding.

Live eAuction

- Supplier management & support during eAuction events to ensure effective online negotiations.

Value Proposition

- Ability to aggregate demand across the entire organization
- Development of standardized sourcing best practices
- Improved capability to evaluate new global supply sources
- Strengthened supplier relationships and communication
- Improved ability to share sourcing information and collaborate throughout the organization
- Ability to apply online sourcing to wider range of spending
- Enhanced expertise and productivity of sourcing professionals



Benefits

- Increase savings up to 20%
- Reduce sourcing cycle time
- Consolidate supplier base, source at market determined lowest [TCO]
- Drive best practices across the organization
- Use Client's tool or HCL's application
- Implement strategic sourcing goals throughout the organization
- Generate monthly savings performance reporting

HCL BPO's 8-step methodology


HCL BPO's methodology for collaborating with Clients for e-sourcing





Fortune 50 USD 55 billion company that provides high technology products to the aerospace and building systems industries throughout the world with business in more than 180 countries

- Did eSourcing for USD 78 million spend in one year and achieved USD 17 million as savings
- Average savings achieved per commodity is 20%
- Wide range of commodities auctioned which includes DVRs, Cameras, Monitors, Lenses, Cables, Batteries, Smart Cards, Office supplies, Packaging materials, Temp Labor, Access Lifts rental, Chemicals, Castings, Mobile telecommunication services etc.
- Today HCL supports e-auctions for more than 70 business units across 6 regions
- Suppliers identified and evaluated from 30+ countries

 **Hello, I'm from HCL!** We work behind the scenes, helping our customers to shift paradigms and start revolutions. We use digital engineering to build superhuman capabilities. We make sure that the rate of progress far exceeds the price. And right now, 88,000 of us bright sparks are busy developing solutions for 500 customers in 31 countries across the world. **How can I help you?**

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To give your company the advantages of **HCL's eSourcing Solution**, contact marketing.bpo@hcl.com

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