eSOURCING CASE STUDY

FORMER CUSTOMER RETURNS AFTER CIO-SPONSORED P2P SUITE FAILS TO DELIVER ON eSOURCING EXPECTATIONS

OVERVIEW

BPS Direct, L.L.C., doing business as Bass Pro Shops, operates a $6.5B chain of retail stores for outdoor in the United States and Canada. The company also offers restaurants in its retail stores.

Snapshot: Following an executive leadership change several years ago, the organization opted to implement a full P2P suite, including the sourcing modules. After two years of challenges in deploying the suite's eSourcing tools, they returned and have remained an incredibly satisfied customer since.

Retail Industry

$6.5B Annual Revenue

40,000+ Employee Size

177+ Locations

40+ BUs Across Family Tree
APPROACH

This client returned to Simfoni eSourcing after a two-year attempt to roll out the sourcing solutions from a familiar P2P platform. The biggest challenges with they sought to overcome with the suite were user adoption, supplier ease of use, and strong sourcing functionality.

RESULTS

10-25%
Average annual indirect savings

30%+
In sourcing efficiency gained

CONCLUSION

Bass Pro has benefited not only from non-merchandise procurement impact but also from food-related categories as part of its restaurant division. Impact includes:

- Improved Sourcing
- Better Category Intelligence
- Optimized User Experience for Buyers and Suppliers