

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.



Retail
Industry



\$6.5B
Annual Revenue



40,000+
Employee Size



177+
Locations



40+ BUs
Across Family Tree

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.

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



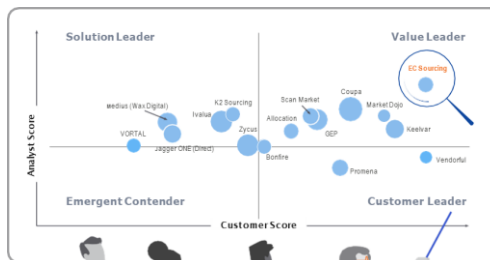
30%+

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



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