

SourceOne Helps Client Obtain Market Analysis Consulting Services

The Company

A leading industrial automation company focused to be the most valued global provider of power, control and information solutions. With a focus on automation solutions that help customers meet productivity objectives, the company brings together leading brands in industrial automation, provides contact management technologies and applications that help companies more efficiently manage interaction with their own customers. The company is financially and strategically focused on helping manufacturers address the growing competitive pressures to reduce costs, conserve resources, improve productivity and reduce time-to-market for material goods and services.

The Challenge

The company needed to investigate new market opportunities in an area that wasn't currently part of its expertise, and they needed the search done quickly. They could have used one of the consulting firms it had used in the past, but none of those consultants had experience in market analysis for the new area. The client needed to move quickly and wanted a firm that could hit the ground running.

In the past, finding the right consulting firm(s) for a given project had been a time-consuming process. As an example, the Director of Strategy and Business Development once needed outside expertise for a long-term project. "It was a chore finding the right consultants," he said. "I did a sweep of probably hundreds of websites and looked through hundreds of articles to see who was referenced as an expert. I talked to colleagues, searched the yellow pages, and contacted chambers of commerce. I called at least 10 to 15 consultants to see how their capabilities matched how we wanted to approach the project." The effort took up to three months, and even then, he was still signing consultants to the project two months later.

The Results

That's when he found SourceOne. SourceOne sourcing solution makes obtaining consulting services much, much easier. SourceOne is a leading-edge e-sourcing practice. Now there's a new way to find consulting and professional services. After spending a few minutes on the phone describing their new project need with an SourceOne account manager, the client was able to further refine the scope of the project.

Three days later, the company got a match report with three candidates. From the report, it was clear that one firm was a particularly close match. The director and his colleagues met with the prospective consultant, and hired the firm shortly after reviewing their proposal.

The fact that they are pre qualified was a "big factor" in choosing to use SourceOne procurement solution. "The best part is that the consulting firm's work has lived up to their word. We were pleasantly surprised about their knowledge," the client noted. They've asked us the right questions and they really seem to understand our markets.