

6 Common Challenges for E-Sourcing Tools

If sourcing tasks feel like an endless cycle of pivot tables and manual entry, you're not alone. Sourcing tools are designed to ease the workload, but many teams remain bogged down by outdated processes. Here are six challenges that often complicate sourcing—and how Keelvar's solutions streamline operations to deliver the results you need.

1. User adoption and change management

Challenge: Transitioning to new tools can feel overwhelming, and Excel remains a fallback despite its limitations.

Solution: Keelvar's intuitive interface makes adoption straightforward, allowing teams to launch RFPs in minutes. Clients frequently transition smoothly, executing hundreds of projects and seeing gains in time, efficiency, and user satisfaction.

Case in Point: A US-based tech giant (with \$100 billion in revenue) switched from annual RFPs to 17 events in a year, avoiding \$60M in costs by ditching chartered flights and reacting faster to the market. They went from annual set-it-and-forget-it sourcing to real-time agility, staying ahead even in the volatile logistics market.

Before:



1 Annual RFP

After:



17 Events/Year



\$60M cost avoidance


2. Complexity and usability

Challenge: If you've ever tried a legacy system, you know "usability" wasn't exactly top of mind. If the system feels like punishment, no one's going to use it, and you end up with wasted budget and demoralized teams.


Solution: Keelvar brings the power without the punishment. The platform strikes the balance, packing in capability without bogging down users. Clients report cutting RFP setup from days to hours—efficient, effective, and much more user friendly.


Case in Point: A major beverages company with €600 million at stake in logistics transformed its sourcing with Sourcing Optimizer, centralizing procurement and simplifying processes. By standardizing their approach and using real-time data and scenario analysis, they cut approval times, rationalized their supplier base, and achieved an additional €5 million in savings.

Before:


 Days to set up RFPs

After:


 Hours to set up RFPs


 €5M in additional savings

Before:

 Manual bid processing

After:

 500+ scenarios

 8-16% savings

3. Advanced data management and analysis

Challenge: Managing a mountain of supplier data and conducting complex analysis can be burdensome.

Solution: With Keelvar's AI at the wheel, data management is under control. Keelvar handles even the most complex bids, letting you run scenarios that balance price, transit time, and discounts—without breaking a sweat.

Case in Point: A Fortune 100 energy company achieved savings of 8-16% on a \$600 million spend by consolidating bids across North America and using scenario-based bidding. Keelvar allowed them to analyze more than 500 scenarios efficiently, driving further savings through alternate sourcing options and better supplier engagement via real-time feedback.



4. Flexible integration

Challenge: New tools should make life easier, but often, they struggle to integrate with existing systems, creating data silos and inefficiencies.

Solution: Keelvar plays nice with your existing systems, integrating seamlessly with ERP and procurement tools. No need to tear down your tech stack—Keelvar enhances it, working smoothly with your whole setup.

Case in Point: Keelvar’s partnerships with industry leaders like Freightwaves, Xeneta, and DAT provide users with real-time data and visibility right in the sourcing platform. Thanks to an API-driven approach, Keelvar focuses on sourcing execution while letting ERP systems and spend analytics do their jobs.

Before:



Data silos and inefficiencies

After:



Real-time freight rate benchmarking

5. Supplier-friendly experience

Challenge: Suppliers aren’t always thrilled to learn a new platform, impacting bid quality and engagement. If your RFP system feels like an obstacle course, they’re not sticking around to jump the hurdles.

Solution: Keelvar makes it easy for suppliers to set up and submit their bids hassle-free. Keelvar’s easy-to-use interface and real-time feedback allow suppliers to engage effortlessly, improving bid quality and competitiveness. It’s a win-win: you get better bids, they get less hassle.

Case in Point: Our customer success team regularly gets positive feedback on our platform’s simplicity and how the support model led to higher engagement and improved bid quality – creating a smooth, efficient experience across sourcing events.

Before:



Low engagement

After:



High engagement, better bids



6. Automation at scale

Challenge: When you're managing hundreds of sourcing requests weekly, repetitive tasks can bog even the best teams down. The goal is more time for strategy, but reality? It's easy to get stuck chasing endless admin.

Solution: Keelvar's automation features are like an extra set of hands. Bots handle everything from creating RFPs to collecting bids and running analysis—no programming skills required. Clients reduce setup time by up to 80%, freeing up hours for strategy over admin.

Case in Point: With tens of thousands of automated requests running through Keelvar every year, clients consistently report efficiency gains. Thousands of mini-tenders can be executed in minutes, thanks to no-code bot-building tools that make automation a breeze. Keelvar's autonomous workflows compress every stage of the sourcing lifecycle, turning tedious tasks into smooth, hands-off operations.

Solving e-sourcing challenges—from adoption to data overload—doesn't have to be a battle. Keelvar is here to make sourcing not only doable but downright efficient, freeing you up to make strategic moves that actually move the needle. Ready to see what you can do with a system as smart as you are? [Let's get started.](#)



Before:



High manual workload,
time lost on admin

After:



Automation of mini-tenders



80% reduction in setup time