

CANNON COMPLETES SOURCING PROCESS 45 DAYS EARLY ON A CUSTOM TECHNICAL SOLUTION FOR ENERGY INDUSTRY FIRM

PROBLEM

An energy industry entity needed real-time reporting software tools for business-specific operations that could be accessed by other energy companies through a user-friendly portal. The customer developed the technical requirements, then turned to Cannon Group to manage the complex competitive bid process and help identify potential bidders.

SOLUTION

Although this engagement was not the traditional carrier contract negotiation that Cannon Group typically manages, the client was familiar with Cannon's proven sourcing methodology and approach and felt confident in their ability to help procure this very specific and custom technical solution. Cannon Group rose to the occasion, starting with a series of interviews within the technical sub-committee to identify requirements. Based on those requirements, Cannon Group ran an RFP to identify the right vendor and tools, then worked with the customer to explore each vendor through a financial, technical and contractual lens. Finally, Cannon helped to select a vendor, negotiated rates and presented the recommendations to the client.

RESULTS

Through the Cannon Group team effort, the sourcing process was completed a full 45 days sooner than targeted, which positioned the client to deploy the new software and portal platform for use by their industry partners.

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