

Republic Wireless Scales Strategic Sourcing with Workday

When it comes to leveraging the power of WiFi to power smartphones, Republic Wireless is going where no other carrier has dared to go. To keep up with rapidly escalating growth and better evaluate their buying events, the company wanted to add a software solution for trading partner connectivity and end-to-end supply chain and logistics visibility. The Republic supply chain team chose Workday Strategic Sourcing to vet proposed solutions from potential suppliers and help manage their sourcing events.

Challenges

When managing sourcing events, the Republic Wireless supply chain team had previously consolidated and compared supplier responses in Word or Excel, a resource- and time-intensive process that made it challenging to consider more than a handful of suppliers at a time, especially for the complex solutions being considered. Republic Wireless needed a platform that would enable them to perform in-depth analysis quickly and find the best supplier at the lowest market rate.

Why Workday Strategic Sourcing

Republic Wireless selected Workday as its strategic sourcing platform because of its:

- Secure, cloud-based audit trail that gives managers critical control over sourcing activity to enforce compliance company-wide.
- Easy-to-manage supplier database to easily tag and track preferred suppliers and keep tabs on event participation history.
- Automated questionnaire generation that allows sourcing team members to quickly add and format questions and technical requirements from existing documents.

Results

Better Event Management for Greater Supplier Competition

Republic's supply chain team can now analyze complex bids from multiple suppliers with ease, opening new opportunities to source integral products and services more strategically. The ability to store supporting event documents in one place made it easier for Republic to invite more suppliers to their middleware RFP, resulting in a more competitive event.



Overview

- Founded in 2010
- Has helped customers save a collective \$500M since 2011
- 99% coverage across the United States

Workday Applications

- Workday Strategic Sourcing

Unlimited stakeholder invitations allowed all of Republic's team members to contribute to the complex RFP, using the questionnaire builder to easily add questions and custom line-item pricing sheets to their request. After going through the RFP process, Republic secured a better solution than anticipated at an attractive price. Republic's supply chain team was able to present its results to company executives as a testament to the power of strategic sourcing, a capability that they have now offered to other departments.

Ultimately, Republic got a fit-for-purpose solution with:

- Unlimited stakeholder invitations, which allow Republic's sourcing team to include all cross-functional approvers necessary for highly technical supplier sourcing.
- A simple questionnaire builder that allows them to leverage existing documentation and supplier requirements for new RFPs with similar specifications.
- Live event dashboard that makes it easy to monitor event progress, analyze proposals as they come in, and request updates from suppliers who have already submitted.

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Scout's¹ platform helps us drive purchasing decisions through the appropriate rigor to uncover unexpected savings from suppliers.

Senior Director

General Manager Republic Wireless

¹Workday Strategic Sourcing was formerly known as Scout RFP. Scout RFP was acquired by Workday in December 2019.

