



E-Auctions



Identifying Opportunities to Reduce Spend & Increase Profit

Benefits

Price Savings - Greater competition & multiple chances to bid, leads to better market pricing.

Benefits – Allows for the most optimum cost benefit as opposed to purely price.

Efficiencies – Reduction in overall sourcing cycle times.

Transparency – Visibility of price movements as they occur.

Costs - Costs are generally negligible compared to the savings.

Our Approach

Customer Centered - We focus on customer knowledge transfer and long term sustainable savings.

Best Practice – From analysis techniques to sourcing strategies & transformation practices we aim to ensure you are at the forefront of expert thinking & design.

Stakeholder Involvement – Understanding your spend means understanding your organisation. We involve stakeholders to ensure the best overall results.

Commodity Experts – We use our commodity experts to ensure savings are maximised.

E-Auctions (or electronic reverse auctions) are an extremely efficient tool for negotiating the best value from your supply base in real time.

The ultimate benefit from e-auctions, comes from the fact that suppliers have more than one opportunity bid and can see competitor offerings in real time.

But e-Auctions are more than just a mechanism for reducing prices, they also take into account

non-price factors such as quality, service and Corporate Social Responsibility (CSR).

E-Auctions are now easier to conduct and offer benefits to both suppliers and purchasing organisations.

Experience shows that the typical benefit from e-auctions is generally between 12 to 15% greater than not using e-auctions.

Buyers should however be cautious as e-auctions aren't perfect for all types of supply. Buyers should consider the complexity of the product being purchased, the volume, the cost model and if there is adequate supply base in place to name a few.

In order to ensure the auction is successful however there needs to be adequate preparation, this is ultimately the key to ensuring a successful

Key Steps

Evaluate & Market Making	The Event	Implement
<ul style="list-style-type: none"> • Develop an e-sourcing strategy. • Establish the right opportunities for the e-auction and plan for success. • Prepare the process, supplier assessment. • Issuing the tender. 	<ul style="list-style-type: none"> • Train suppliers, set reserve prices etc. • Run the event on the day and ensure that the event runs smoothly. • Complete the event and choose a preferred supplier. 	<ul style="list-style-type: none"> • The key steps to ensure effective implementation. • Determine what worked well and what didn't. • Post auction review.

Inspire, Innovate, Change

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We're on the web!
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Our workforce is multilingual so we can assist you in a range of countries across Europe & Oceania.

A Note About OrangeMaple

Because our experience lies not only in procurement but also transformation we don't just look to produce an external analyst report that will sit on the shelves after we leave. Our approach is to have 'skin in the game' ourselves to ensure we push you to realise the full potential your supply base has to offer.

Our competitive advantage lies in this approach but also our 'Supply Chain Optimisation & Profitability' strategy. Ask us about it?

OrangeMaple aims to inspire companies to innovate and change their operations and procurement through structured transformation.