

GEP SMART™ E-AUCTIONS



The pressure to cut costs has never been more important. Luckily, there are those suppliers that you buy from that are much more transactional in nature and have negligible supplier switching costs. Despite those conditions, contract negotiations can be an arduous time waster particularly when made on legacy systems. At the same time, procurement leaders have a duty to ensure fairness in pricing — especially with incumbent suppliers that may have little incentive to be competitive.

What tools exist to speed up negotiation efforts and guarantee the best pricing with the best suppliers? Enter digital auction software. The best price with the right supplier doesn't necessarily mean the lowest bid. With the right digital platform for buyers and suppliers, every party has the ability to win competitive contracts quickly and accurately. GEP SMART™ E-auctions is built for today's strategic needs and tomorrow's procurement savings.

LEVEL THE PLAYING FIELD

GEP SMART™ E-auctions is critical software for rapid, effective negotiations for supplies primarily based on real-time price and volume. Say goodbye to regional constraints and a lack of visibility into which auction type will yield the best results. Say hello to real-time collaboration and advanced buying analytics — it's a win-win for your suppliers and your organization.

Use a contemporary cloud platform designed for transparency, efficiency, and fairness that is completely in your control. Reverse or forward, English, Dutch, Japanese or Sealed, GEP SMART E-auctions has the most appropriate auction type available to meet your 'best price and volume' contract objectives. What's more, the software has a variety of visualization options that allow you to see live bids with deep, in-the-moment context. With over 50 custom bidding parameters available for suppliers too, everyone has options to win contracts fairly and rapidly. Suppliers can rest assured that their company names are always masked and remain private.

USE ALL OF YOUR E-SOURCING TOOLS IN THE TOOLBOX

Create RFIs, RFQs and RFPs, including questionnaires and pricing sheets, in minutes — and obtain a singular view into all vendor bid responses. Centralize the sourcing operation with GEP SMART™ so you can easily facilitate procurement and category team evaluations for bid responses for maximum cost-savings and contract impact.

GEP SMART E-auctions is indispensable software for leading, global sourcing organizations. Via standardization and automation, you will strengthen the vendor selection process while using powerful data and collaboration capabilities for complete auction-lifecycle visibility. Set reserve prices, extend auctions that are competitive and chat with your team or suppliers during the event, all while concealing supplier and buyer members' identities if you choose. Plus, use the built-in advanced buying-decision analytics to lock in prices with new suppliers you want to work with or with already established ones.

KEY FEATURES

- Auction types: Regular or English (Reverse+ Forward), Dutch, Japanese, Sealed
- Configurable auction setting and configurable summary page with easy navigation
- Flexible lot creation with import-export support
- Live auction monitoring
 - Real-time pricing and savings data based on supplier bids
 - Messaging functionality to connect with suppliers from the same platform
 - Real-time graph to show suppliers bids to assess overall bidding process
 - Delete erroneous bids submitted by suppliers
 - Disqualify suppliers during live auction
- Initial bidding and bid history visibility
- Configurable settings including 'make me rank #1' capability
- Reserve price
- Extensions to auction

ADVANCED CAPABILITIES

- Customizable lot structure and formula to easily provision and manage lots
- Bonus malus capability
- Over 50+ custom bidding parameters to choose from
- Dutch range auction
- Real-time bid alerts
- Bidder name masking
- Multiple savings methodologies
 - Min of first bid
 - Maximum / average Start price or historical price
- Flip to contract

GAIN MAXIMUM CONTROL AND SAVINGS WITH MINIMAL EFFORT

Optimize category planning and track progress toward your larger enterprise spend goals via intuitive dashboards and reporting. Implement best practices for successful auctions. Determine spend category and Item specifications.

With GEP SMART E-auctions you can follow the best practices in digital auctions today. You can select items that exist in a naturally competitive environment and ensure that all available contracts are expiring. What's more, you can isolate all the relevant non-pricing factors and identify suppliers to get an initial quote from them using RFPs to confirm non-pricing factors.

What should you avoid? Don't use auctions as benchmarking or price discovery. Determine the auction strategy and necessary rules and then build the event. From there, you can set realistic starting prices and make sure to allow adequate time to train and support bidders. You should always intend to award the business during an auction. And after an auction, contact all participants, especially the losing ones. Luckily, the platform allows you to easily accomplish all of these tasks.

With a complete set of auction types, GEP SMART can be used for distinct criteria, such as:

- Negotiations post-RFP
- Determining whether a buyer has strong market analytics to dominate supplier pricing
- Using real-time price transparency to find competitiveness across suppliers
- Easily deriving competitive bids from a multitude of cost components and switch over costs

DISCOVER THE PRICES THAT MATTER WITH ALL PARTIES ON THE SAME PLATFORM

Stop the manual data crunching. Use a data-driven approach to negotiations, save time and eliminate errors. You need the right data at the right moment so you can adapt at any time to achieve the best outcome. You can now.

Use GEP SMART E-Auctions to realize the following benefits:

- Reduce purchasing costs on high-volume, non-strategic suppliers
- Enjoy short-term profit increases and steep returns on investment
- Boost market efficiency by allowing suppliers to battle for winning bids
- Find the true cost value of a product based on market efficiencies
- Improve procurement processes with smooth, fast, timely negotiations
- Choose from a wider array of suppliers in real-time on one central platform
- Share pricing requirements and scope transparently
- Provide a dynamic, easy-to-use platform where everyone wins
- Communicate priorities, constraints, process and award criteria clearly to all parties
- Decide what suppliers can view including auction rank

Event Details Summary:

- Regular - Reverse USD 250M**
- 10 Team Members**
- 10 Suppliers**
- 03 Lots**
- Savings USD 250M**

BASIC DETAILS:

- Auction Name:** Auction for Industrial Supplies
- Event Description:** This is the request for proposal for all IT requirements for GEP Worldwide. This is for all IT requirements for GEP Worldwide. This is the request for proposal for all IT requirements for GEP Worldwide. This is for all IT requirements for GEP Worldwide.
- Account Type:** Regular
- Auction Method:** Reverse
- Event Currency:** USD
- Event Value:** 10,000,000
- Category:** IT/Telecom
- Business Unit:** Consulting
- Region:** America

Auction Monitoring Summary:

- LOT BASELINE COST:** \$10,000,000
- BEST BID OF THE LOT:** \$9,000,000 (ACME SUPPLIES)
- LOT SAVINGS:** \$35,000 (18%)

Live Auction Monitor:

The chart displays the historical price of the lot over time. The y-axis represents price percentage (0 to 100), and the x-axis represents time (09:00 to 24:00). A horizontal line at 100% indicates the historical price, and a horizontal line at approximately 25% indicates the reserve price. The current price is shown as a blue dot on the chart.

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