

ELECTRONIC AUCTIONS

for maximum results

In recent years professional procurement has proven to be essential for numerous organisations. In times of economic prosperity but certainly also in a recession, professional procurement has proven to be the best guarantee of yield and continuity. In a competitive market where everything is subject to change, you continue to raise the bar. You are aiming for maximum purchasing results.

It is the role of the buyer to get the maximum results from the relationships with suppliers and that is not always by definition the lowest price. You also have an eye for the completeness of specification, total cost of ownership and continuation of good relationships. Furthermore, the relevance of the purchasing package within your organisation, the importance and the financial value are also matters that are taken into account. You use all these factors to determine the best negotiating tactic.

Optimise market forces

Organisations recognise the importance of a professional procurement process and yet, purchasing is often still done the traditional way: one-on-one with the supplier. The Internet expands the possibilities. The buyer can negotiate simultaneously with a number of suppliers. Not only for time benefits but it has been shown time and time again to considerably increase the yield of your purchasing in practice.

With C-AUCTION, the tried and tested auction solution of Commerce-hub, you can structure the auction method in a flexible way. After all, it is important to use your knowledge to maximise the market forces. During the electronic auction the market parties determine their relationships with respect to your purchasing package among themselves. This dynamic increases the market forces, with considerable purchasing advantages for you. What's more, you can monitor the price development directly online. This increases your insight into the market and your understanding of the relevant suppliers. A good lesson for today and for subsequent projects, certainly when you use auctions on a structural basis.

C-AUCTION: the transparent auction

Technology alone is never enough. That certainly applies to electronic auctions. Commerce-hub ensures that the technology always serves the end result. With different interested parties in the process, transparency becomes important for a good progression of the negotiations. All the parties involved can participate in training or a trial auction in advance, which means the 'rules of the game' and the process are completely clear before the start.

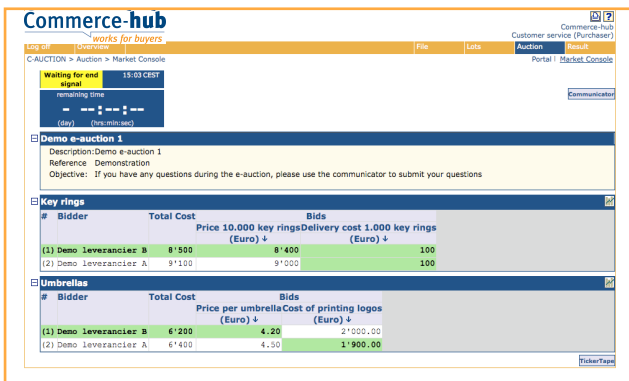
Transparency ensures a fair process, the necessary dynamics and retrospective clarity. All actions are logged automatically so that the validity of the end result can be demonstrated without any doubt.

Optimum utilisation of your knowledge

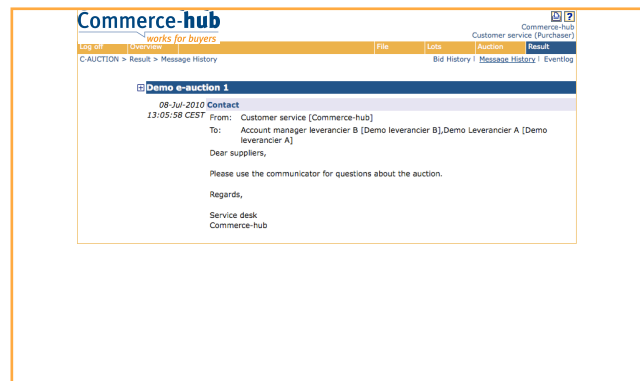
C-AUCTION is a tool that was developed for buyers. After a number of auctions your organisation is able to independently organise electronic auctions. Your buyers know the market and your suppliers best. For a good realisation the relationship between your suppliers and your organisation remains important. Buyers must ask themselves what is important to them in the relationship with suppliers. With auctions you can set out your tactics to ultimately get what you asked for. This requires thorough preparation and a well thought out approach. Sharp, but with clarity about the process, specifications and criteria for all parties. This way it also remains valuable for your suppliers to take part. After all, from their point of view it's about meeting your requirements at a fair price. In short, with C-AUCTION you have a user-friendly and well thought out tool that enables you to purchase cost-effectively, quickly, transparently and with an eye for quality and relationships.



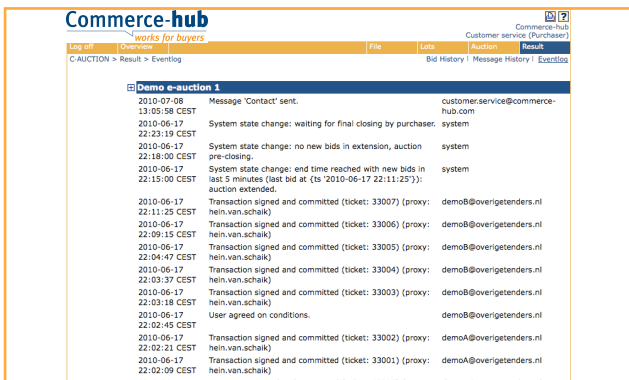
Let the market forces do the work



Your overview - Instant insight into the market. The price development is determined by the suppliers and you monitor it in real-time!



Your convenience - During the auction communication is only possible via an electronic message board, providing unbiased information



Your process - All the actions are stored in a logbook, providing evidence of correct usage.



Your auction - After all, it's all about the result

Advantages of C-AUCTION

- Improve your purchasing results by making optimum use of market dynamics
- Increase your insight into the market through real-time price development
- Negotiate and compare suppliers on the basis of the total cost of ownership, not just the purchase price.
- Save time and reduce the administrative burden by simultaneously negotiating with a number of suppliers
- Shorten the actual negotiating time through good preparation
- Reduced chances of escalation after awarding of the contract: all actions are logged automatically and correct usage is indisputable

Profile

Commerce-hub offers solutions for e-sourcing, electronic tenders, e-auctions, vendor and contract management. With success in the private and public sectors, as demonstrated by our customers ING, AEGON, UWV, NUON, IMTECH, SCA Nederland en Royal BAM Group. Integrated in a complete work environment, our solutions stimulate collaboration and transparent working.

You are not alone in making optimal use of the options we provide. We have a complete customer service department: from a helpdesk for quick answers to decisive consultants with in-depth knowledge of our tools and the procurement practice.

If you would like further information about our services or would like to make an appointment, please contact us on telephone number +31 (0)20 462 1920 or by e-mail: info@commerce-hub.com