

Sourcing. Well integrated.

# Purchase & Sales Auctions

## Ideal results with auctions.

### Achieving favourable prices

In the negotiation phase online auctions are of great advantage to you. In comparison with traditional negotiations you can achieve far better prices with online auctions because offers from competitors are much more transparent. With myFutura auctions you can:

- integrate online auctions neatly into your sourcing process
- hold purchase as well as sales auctions
- make your own rules by adapting your auctions individually
- carry out a two-stage process with initial bid and auction participation
- make significant time and cost savings in the renegotiation phase

### Speeding up the awarding decision

You have received offers of similar value? With only a few mouse clicks for you and your suppliers you can set up an online auction in myFutura based on current offers. This way you can conclude the process efficiently.

### myFutura auctions – flexible and powerful

You can integrate myFutura auctions swiftly into your sourcing process. With only a mouse click you can transfer current offers into initial bids of an auction. You can carry out purchase as well as sales auctions (inverse and reverse auctions). From different auction types you can select the one which matches your requirements.

### Making your own rules

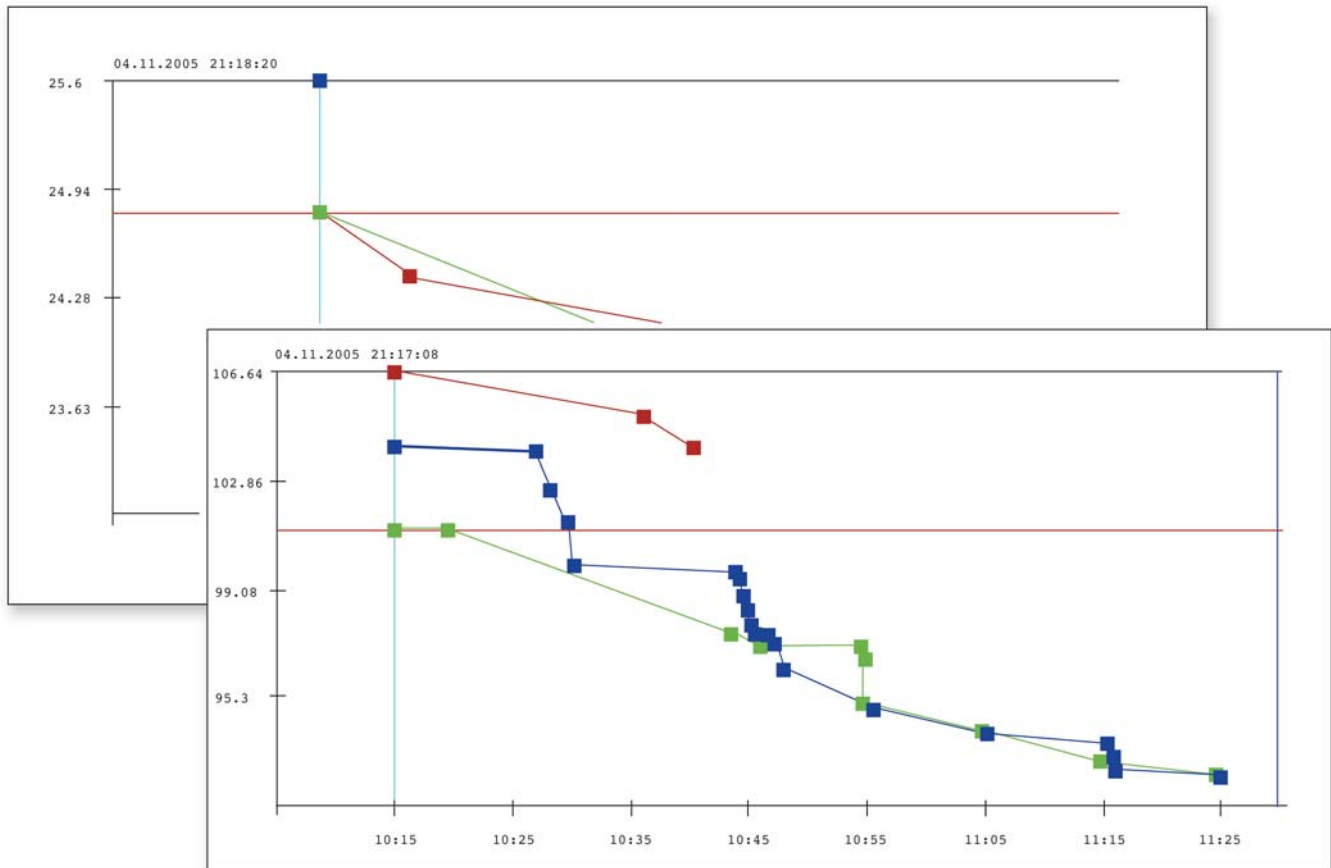
The initial situation of suppliers and purchasing organisation can be very different from project to project. Does your supplier know the number of competitors? Do you want the prices of the competitors to be visible? Which bidding strategies do you want to allow? You can adapt each myFutura auction individually to the requirements of your project and determine transparency and rules by making use of the extensive configuration options.

### Quality comes first – this is how you can include quality criteria in an auction

Quality is most important in a long-term supplier relationship. But how do you show quality in an auction? In myFutura you can influence the competition in an auction by evaluating the initial offers. If in comparison to others a supplier offers a higher quality service or product you can grant them a bonus.

### Easy handling for your suppliers

The system neither requires an investment nor a software installation for your suppliers. All that is necessary is internet access and a standard browser. At the same time our security architecture protects all information from access by Third Parties. The myFutura notification management ensures that your suppliers are informed by email about upcoming auctions. The participation in auctions is easy and does not require further training.



### We won't let you down ...

We are here to advise and support you when you carry out auctions. We offer a one-day intensive training in eAuctions where we present you and your purchasing team with different negotiation strategies and give you the opportunity to test the handling of auctions in the system. With case studies and test auctions you can prepare your suppliers for upcoming auctions.

We advise you on communication strategies with your suppliers and present you with monitoring and evaluation options for auctions.

The myFutura service team is there to support you and your suppliers in your day-to-day work.

### Your advantage with myFutura:

- decrease in purchase prices
- smooth integration of online auctions into the sourcing process
- decrease of communication and controlling tasks