



Negotiate with more suppliers in a structured process that removes the need for time consuming discussions.

eAuction

## Create Conditions for Better Deals

Percentage of total spend under management of your procurement organization

Average yearly savings REALIZED by your sourcing team

On time delivery (to required date, commit date or to established lead time)

Best-in-class

All Others



## Increase Supplier Competition & Savings

Scanmarket's eAuction application helps procurement professionals negotiate with suppliers using an efficient and structured process, removing the need for time-consuming individual discussions, and reducing final price through increased supplier competition.

Process transparency within a live dynamic environment allows suppliers to deliver competitive bids within minutes, helping to establish true market-price whilst featuring additional parameters to incorporate total cost of ownership.



There is no doubt that, not only has eSourcing helped us to select the best suppliers, it has also resulted in significant savings and better market transparency. When you take a look at the overall result, I can say for sure that I would never have obtained savings as large as these in a traditional face-to-face negotiation.

**Jeppe K. Pedersen, Category Manager, Grundfos A/S Strategic Purchase**

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# Scanmarket eAuction Efficiencies

- **From days to 30 minutes** - most eAuctions take approximately 30 minutes to execute compared to a traditional negotiation process that can take days or even weeks to complete.
- **50%** reduction in cycle times by streamlining negotiation processes.
- **13-17%** average cost savings compared to current prices.

## A Competitive Edge Makes All the Difference

### Maximize savings

Placing suppliers in the highly competitive environment of an eAuction is a proven method of driving suppliers' bids down to their walk-away price, whilst also compressing the prices of the other participating suppliers.

### Increase negotiation efficiency

The majority of eAuctions run for less than 1 hour, cutting out days, and in some cases weeks, from the traditional one-on-one negotiation cycle time. In addition to this, the ability to copy and re-run eAuctions, the use of prebuilt templates and automated bid analysis and reporting drives even more efficiencies.

### Evaluate on best value, not just price

Evaluate suppliers on best overall value and total cost of ownership by including additional factors including switching costs, delivery and payment terms, product/service quality differentials as part of the real-time bid calculation.

### Gain market transparency

In addition to driving down costs, eAuctions also provide transparency into the true market value of the products and services being negotiated.

### Replicate the real-life negotiation scenario

Make use of multiple eAuction types and settings to match the eAuction set-up to the real-life scenario and objective, whether competition is good or bad, several suppliers, or a single supplier involved to drive savings, compress pricing, find a new supplier, multi-source, negotiate with incumbent/preferred supplier, etc.

### Enhance process transparency

Enable complete visibility to all steps and decisions in the S2C process by focusing on data, not relationships, removing all conflicts of interest and eliminating any risk of fraud or bribery.

## 500+ Customers Chose Scanmarket!

