

 eProcurement

 eSourcing

 SRM

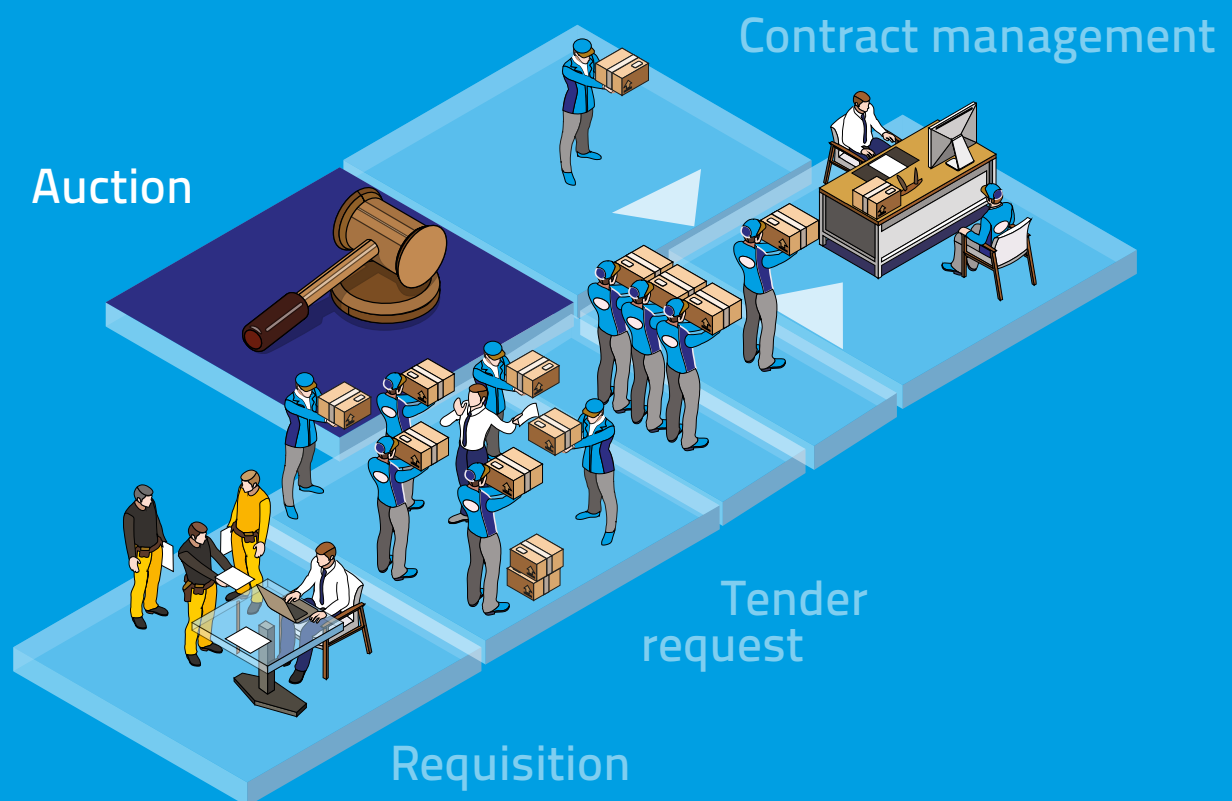
 EDI

 Services



# NEWTRON auction

Short negotiation processes with minimal effort;  
quickly maximize savings while maintaining  
transparency.





# NEWTRON auction

## 1. Auction

As a substitute for conventional contract negotiations or following a tender, auctions are a proven tool to achieve significant savings. There are no limitations with regard to appropriate product groups or regional applications. Auctions can be used across all industries and for all materials and services to find the best price within a defined circle of suppliers and achieve immediate results for procurement. Auctions can also be used for benchmarking or for procuring daily needs in operative purchasing, querying availability and obtaining daily updated reference prices.

## 2. Automation

The creation of a standardized negotiation process all the way to final award via electronic auction enables full automation and frees up manpower and time spent on obtaining final negotiated bids. Realtime price negotiations mean enormous time savings and higher efficiency, which can lead to a reduction in process costs by up to 80% and an average savings of an average of 12% of the product costs.

## 3. Market situation

Using the NEWTRON solution not only leads to significant cost reductions but also provides a comprehensive overview of the current market situation. Through auctions in particular, you can test the playroom suppliers have, which can lead to valuable opportunities for later negotiations. In addition to the basic price, ranking and traffic-light auctions, there are also a wide range of other auction types available including: reverse auctions, forward auctions, ticker auctions, sealed bids, cherry picking and multi-variable-bidding auctions. Weightings can also be set for individual suppliers in order to balance quality differences and ensure comparability of all suppliers.

## 4. Auction strategy

Our consulting team has more than 15-years experience in online procurement. We support our clients in finding the appropriate strategy for generating the greatest possible bid dynamics. We also assist with process implementation, supplier communication and starting test auctions. During the auction, you can watch the bidding process online as a graphical representation. After the auction ends, you can quickly and easily create an evaluation in an Excel sheet by clicking a button. In addition, an online bid comparison and auction statistics are available with a click. All auctions are audit compliant and well documented, archived and can be accessed again at any time for repeat orders or similar scenarios.

## Ihre Vorteile

- Standardized negotiation processes
- Complete automation of your auction process
- Reduction in process costs by up to 80% and an average saving of approx. 12% of product costs
- Auction statistics with one click
- Well-documented (final) negotiation
- Intuitive user interface allows quick use without help
- Auction library: simply select the appropriate structure
- Development of ideal auction strategy with NEWTRON consulting

**Please contact us**  
and we will show you how  
easy it is!

Product area eSourcing  
eSourcing@newtron.de  
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	Immediate start One-time set-up of up to 3 users	Quick start Up to 10 users Set-up on request	Custom Up to 10 users Set-up on request
PORTAL			
Set-up own customer portal incl. design and texts	X	✓	✓
Trading directory (NEWTRON nomenclature & supplier base)	✓	✓	✓
Customizable messages/signature	X	✓	✓
Dashboard	light	✓	✓
Personal cockpit	only own negotiations	✓	✓
MASTER DATA			
Organization module - Illustration of purchasing	X	✓	✓
Individual permissions & roles	X	✓	✓
Create vendor on own	✓	✓	✓
Supplier allocation to product groups (private nomenclature)	X	X	✓
Contact management	X	X	✓
Supplier categorization / grouping	X	✓	✓
ERP connection master	X	X	✓

The table continues on the back.



# NEWTRON auction

	Immediate start One-time set-up of up to 3 users	Quick start Up to 10 users Set-up on request	Custom Up to 10 users Set-up on request
AUCTION PROCESS			
1 packet auction	✓	✓	✓
Multi-package auction	x	✓	✓
Reverse auction	✓	✓	✓
Forward auction	x	✓	✓
Price/ ranking/ traffic-light auction	✓	✓	✓
Dutch/ Japanese auction	x	✓	✓
Add attachments	10 MB	25 MB	50 MB
Advanced supplier search	x	✓	✓
EVALUATION & AWARD			
Standard Excel download	✓	✓	✓
Enhanced Excel download	x	x	✓
Excel export adjustment/ bid evaluations	x	x	✓

Summary of most important features; detailed description of features available on request.