# eAuctions

Create dynamic business negotiations to optimize purchasing and selling value.
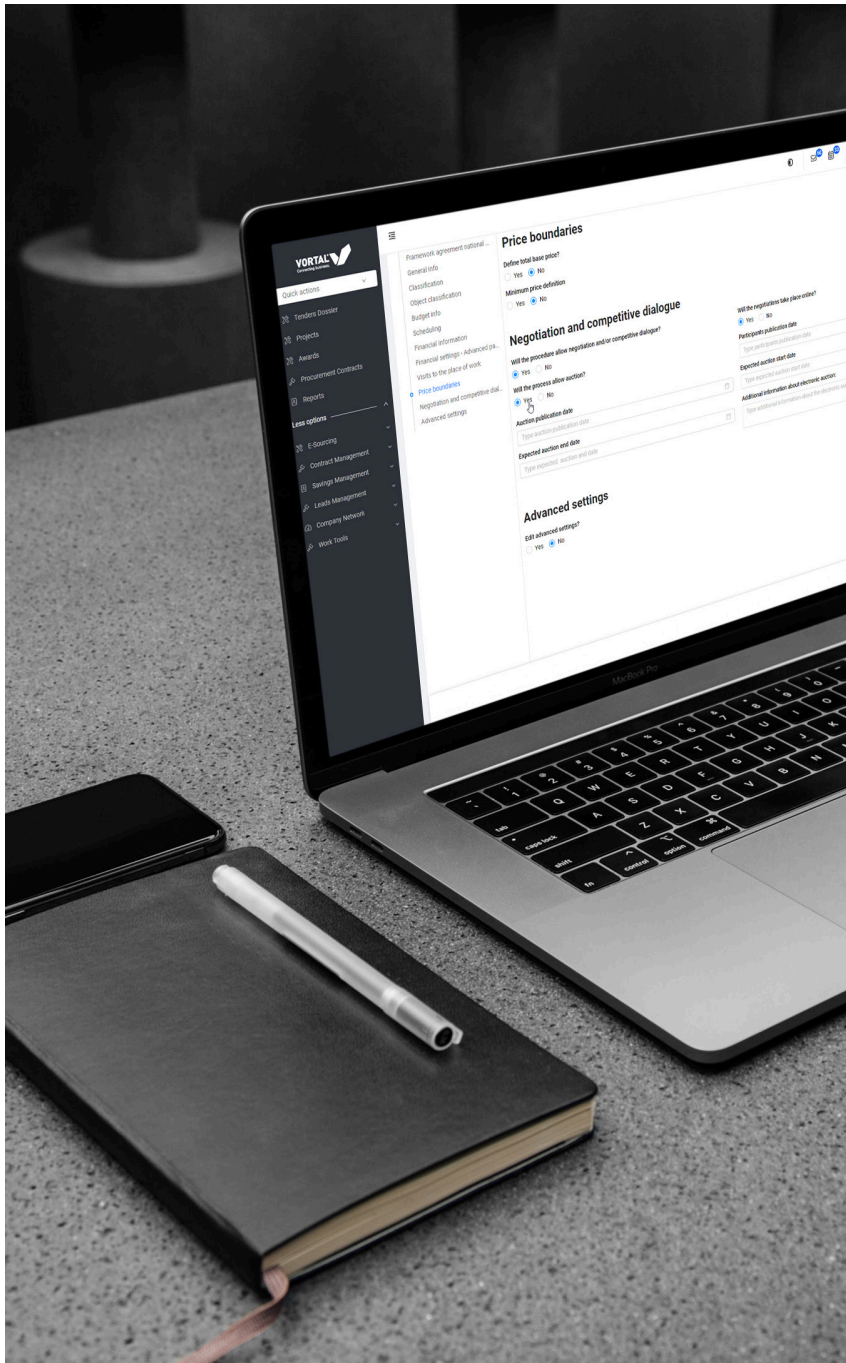
VORTAL®
Connecting business.

# Electronic Auction

Dynamic process of online negotiation that optimizes purchasing and selling value.

eAuctions are the perfect scenario for organizations to meet with a high number of bidders in a short timeframe and without physical restrictions.

They are best suited for goods or services which are easily substitutable and are found in highly competitive markets, such as commodities (energy supply, fuel...), office supplies, cleaning, IT.

The tool materializes a range of negotiations, conducted online and organized by rounds, where each round filters the fittest suppliers until it finds a winner. With transparency and security, it enables bidders to place their bids and improve their proposals at each new round in real time.

The electronic auction can be used in open, restricted, negotiated procedures, framework agreements and dynamic purchasing systems. There are multiple types of auctions that organizations can hold.  It can also be used after the reception of the first round of proposals, using the lowest proposal as a base line.

VORTAL

Quick actions

Tenders Dossier
Projects
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Reports

Less options

E-Sourcing
Contract Management
Savings Management
Leads Management
Company Network
Work Tools

Framework agreement national ...
General info
Classification
Object classification
Budget info
Scheduling
Financial information
Financial settings - Advanced pa...
Visits to the place of work
Price boundaries
Negotiation and competitive dial...
Advanced settings

# Price boundaries

Define total base price?
Yes  No

Minimum price definition
Yes  No

## Negotiation and competitive dialogue

Will the procedure allow negotiation and/or competitive dialogue?
Yes  No

Will the process allow auction?
Yes  No

Auction publication date
Type auction publication date

Expected auction end date
Type expected auction end date

Will the negotiations take place online?
Yes  No

Participants publications date
Type participants publication date

Expected auction start date
Type expected auction start date

Additional information about electronic auction
Type additional information about the electronic auc

## Advanced settings

Edit advanced settings?
Yes  No

# eAuction Types

The eAuction module provides various types of electronic auctions.

## Buying

**Reverse Auction**
Starting from a base price, bidders gradually reduce prices to win the auction.

**Quantity Auction**
With a fixed budget to spend, bidders present the amount of goods they can offer for the fixed price. The winner will be the bidder who offers the highest amount for the fixed budget.

## Selling

**Forward Auction**
Starting from the base price, bidders increase their prices to win the auction.

## Buying and Selling

**Multicriteria Auction**
This type of auction is used for more complex business scenarios. The main objective is to allow the auction organizer to combine prices with other conditions, ensuring that the price is correctly balanced with other criteria (for example: financial guarantees, payment plans, delivery costs, others).

# eAuction Versions

We help you select the best type of auction for each case.

### Item Auction

Bidders are invited to bid on individual items. Bidders may submit one bid per item line. The range will be specific to each item. Auction organizers can choose different bidders per item line. This version is not available on Multicriteria Auction.

### Lote Auction

Bidders are invited to bid for several items divided into lots. Bidders can submit bids for all items in a lot, but do not need to submit bids for all lots.

### Proposal Auction

Bidders are invited to bid in a multiple item auction. The first bid covers the total value of the auction, which coincides with the total value of the items. The remaining bids can be placed per item. The ranking of bidders is calculated according to the overall value of their bids.

**+ Automatic extensions and minimum bids**
Auctions can be automatically extended if bidders submit their bids in the last few minutes, ensuring that other bidders can evaluate and outperform each other. It is also possible to define a minimum improvement to the previous bid.
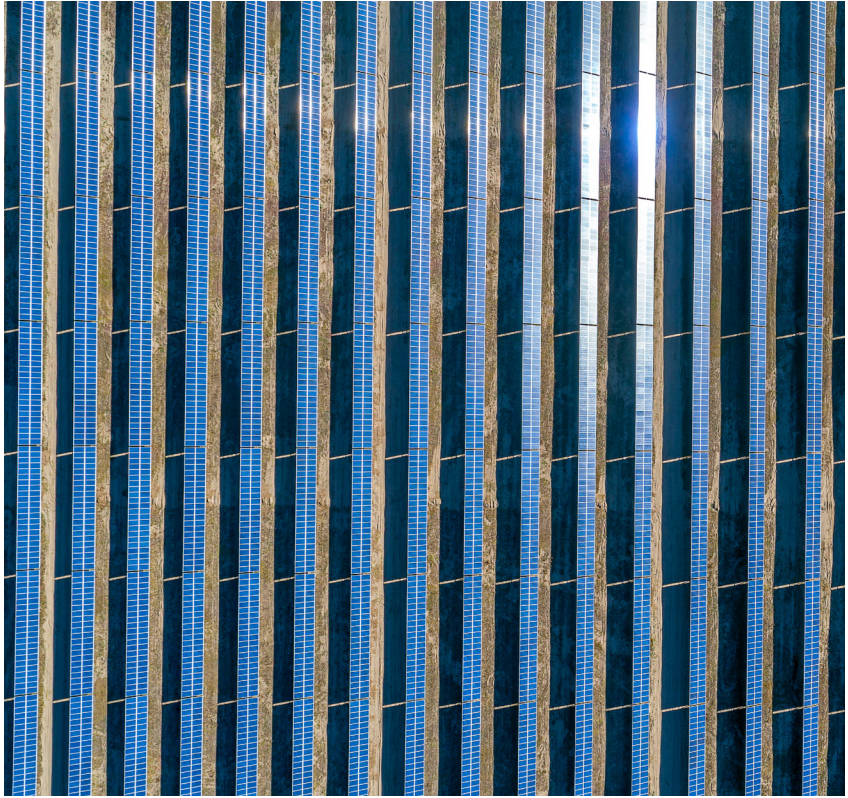
# Benefits

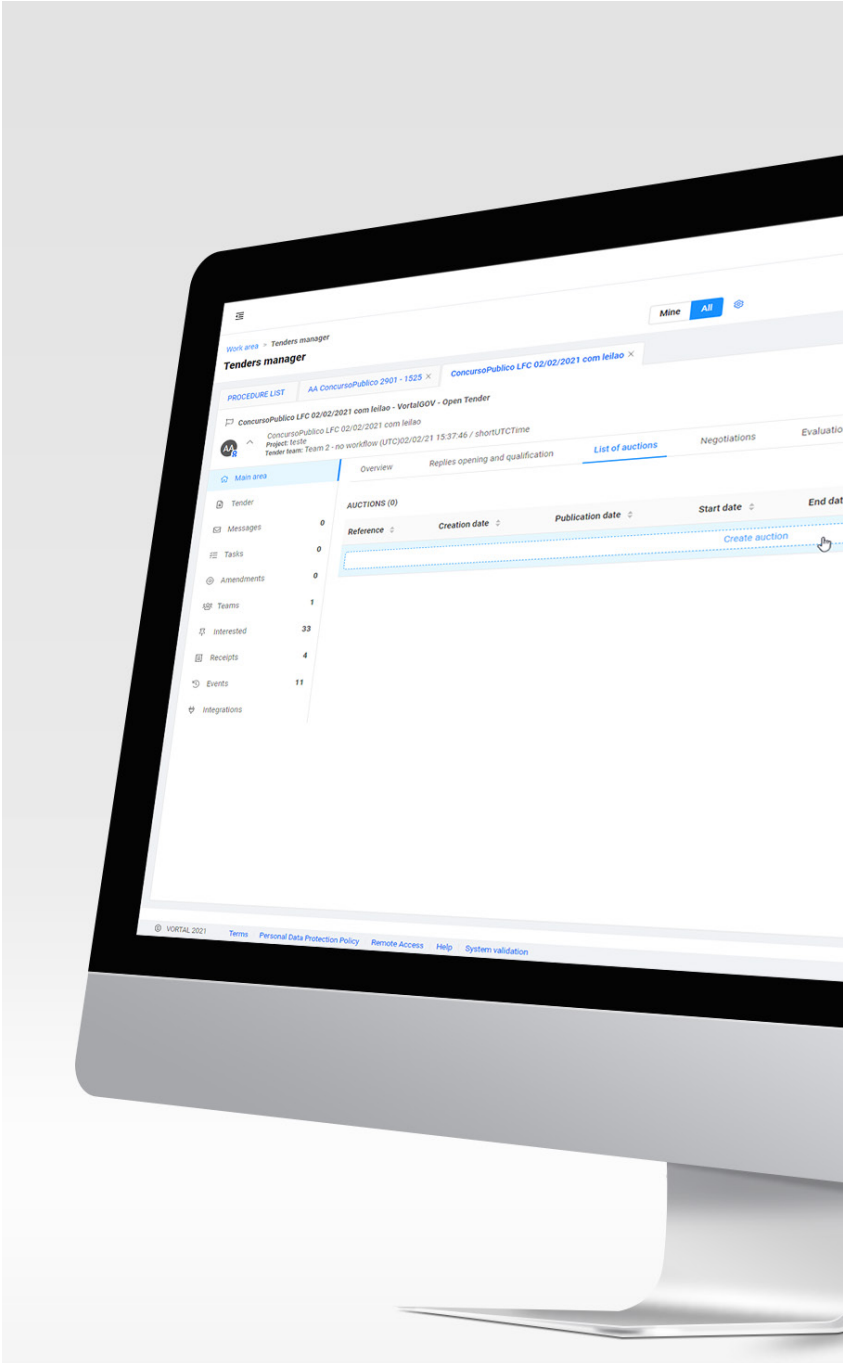Swift and effective negotiation at your demand.

## Buying
eAuctions

- ✓ Reduces costs
- ✓ Reduces the time spent in negotiations with suppliers
- ✓ Guarantees total transparency
- ✓ Allows more suppliers to be included in the process without additional effort
- ✓ Ensures online reporting and evaluation of the auction

## Selling
eAuctions

- ✓ Increases selling prices
- ✓ Reduces the time spent in negotiations with buyers
- ✓ Guarantees total transparency
- ✓ Allows more potential buyers to be included in the process without additional effort
- ✓ Improves understanding of market behavior

Mine | **All** | ⚙

**Tenders manager**

PROCEDURE LIST | AA ConcursoPublico 2901 - 1525 × | **ConcursoPublico LFC 02/02/2021 com leilao** ×

⚑ ConcursoPublico LFC 02/02/2021 com leilao - VortalGOV - Open Tender

ConcursoPublico LFC 02/02/2021 com leilao
Project: teste
Tender team: Team 2 - no workflow (UTC)02/02/21 15:37:46 / shortUTCTime

Negotiations | Evaluatio

⌂ Main area

Overview | Replies opening and qualification | **List of auctions**

🗋 Tender

| AUCTIONS (0) | | | | |
|---|---|---|---|---|
| | Creation date ⇅ | Publication date ⇅ | Start date ⇅ | End dat |
| Reference ⇅ | | | Create auction | |

✉ Messages — 0

☰ Tasks — 0

⊘ Amendments — 0

👥 Teams — 1

⚑ Interested — 33

▦ Receipts — 4

�途 Events — 11

↬ Integrations

# How does it work

During the whole process, our team is by your side and ready to assist you.

| Setup | | | eAuction |
|---|---|---|---|
| **STEP 01** | **STEP 02** | **STEP 03** | **STEP 04** |

Setting up the auction

Invite the bidders

Run the test auction (optional but recommended for inexperienced markets)
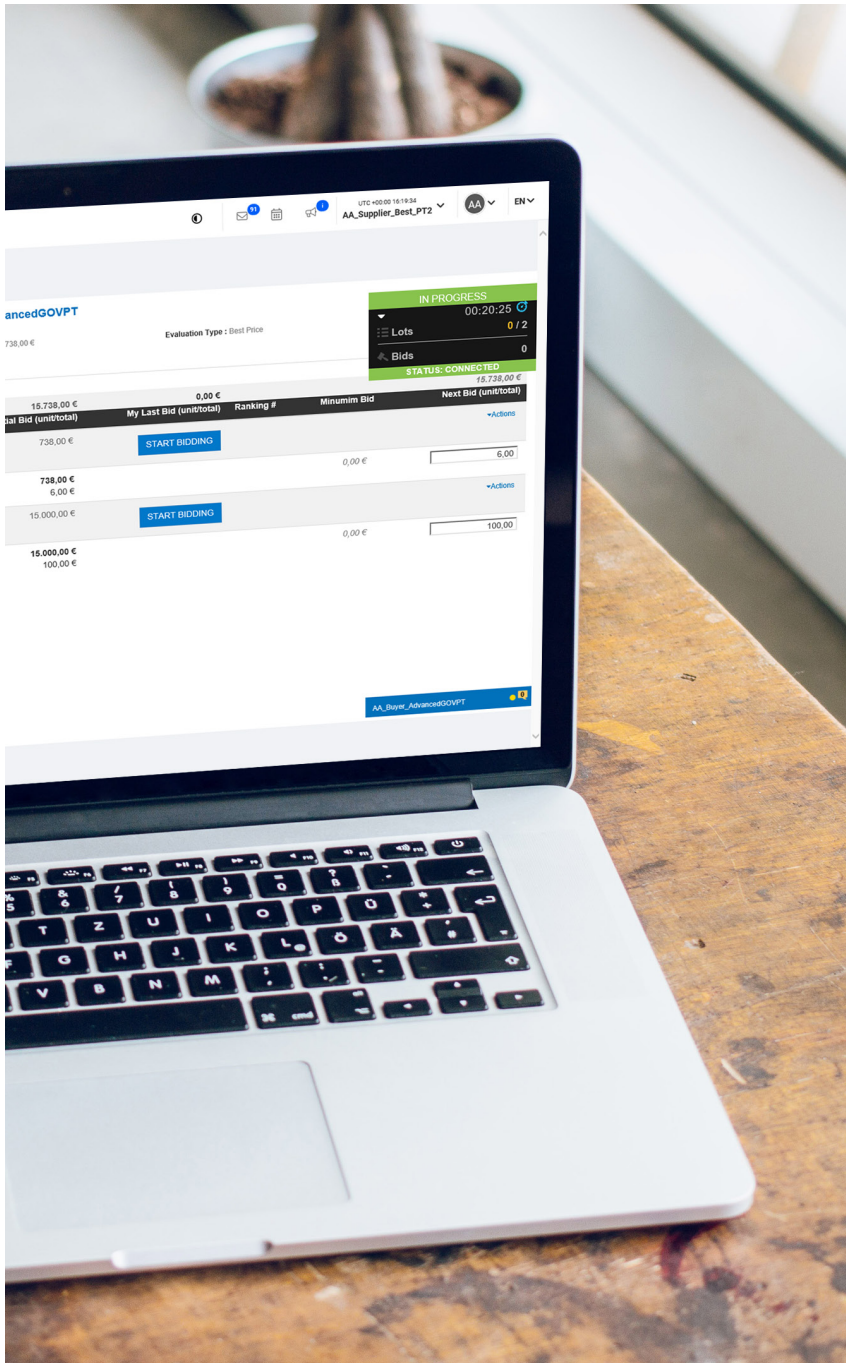
The auction starts automatically

## Post eAuction

VORTAL follows and supports the bidders during the auction

The auction ends automatically

Review the results and award

ancedGOVPT

Evaluation Type : Best Price

738,00 €

**IN PROGRESS**
00:20:25
Lots                0 / 2
Bids                    0
STATUS: CONNECTED
15.738,00 €

15.738,00 €                    0,00 €

| ial Bid (unit/total) | My Last Bid (unit/total) | Ranking # | Minumim Bid | Next Bid (unit/total) |
|---|---|---|---|---|
| | | | | ▼Actions |
| 738,00 € | START BIDDING | | | |
| | | | 0,00 € | 6,00 |
| 738,00 € | | | | ▼Actions |
| 6,00 € | | | | |
| 15.000,00 € | START BIDDING | | | |
| | | | 0,00 € | 100,00 |
| 15.000,00 € | | | | |
| 100,00 € | | | | |

AA_Buyer_AdvancedGOVPT

# Functionalities

Speed up negotiations and start cutting costs today.

**Bidding by pricing or multi-criteria**

**Automatic auctions report**

**Real time auction display**

**Possibility to integrate with our platform**

**Total control on what bidders see**

**Personal configuration of each auction**

**Multilanguage**

**Possibility to talk to the organizer through chat**

# Some of our clients

Customers all over the world are using our eAuctions.

VORTAL®
Connecting business.

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