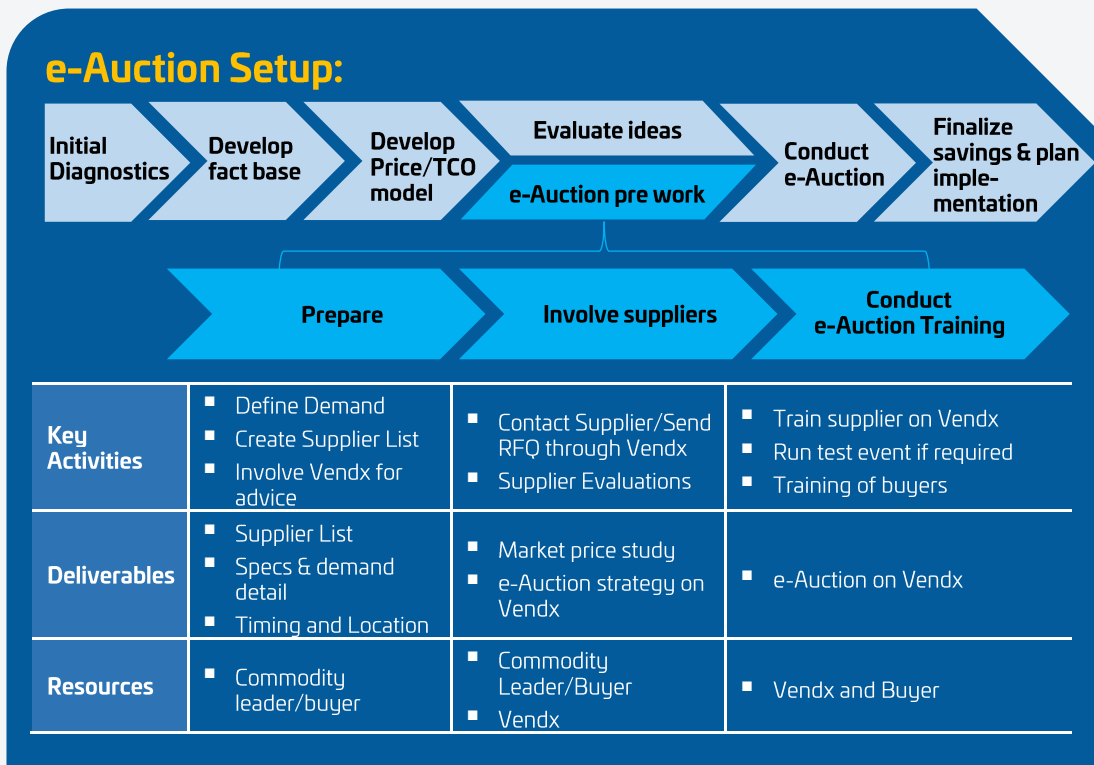


## Chapter 3:

# Development of specific e-Auction Strategy

Attribute	e-Auction Strategy	Rationale
<b>Location</b>	Depending on the commodity, spread across multiple locations/plants or HO	Location of commodity buyer is preferred but e-auctions can also be handled centrally through an auction cell
<b>No. of Auctions</b>	Try and club multiple requirements of same item having same specs from different plants	Leverage the volume discount and easily manageable on Vendx
<b>Auction Types</b>	Different auction types and strategies to be used for different commodities like English, Dutch, Knockout, Signal flow auctions	Different commodities require different ways of negotiations which can be managed through variety of auctions on Vendx
<b>Final Selection</b>	Winning suppliers to be selected on price and score of supplier scorecard	All round evaluation of supplier before reward on Vendx
	Winning supplier to be informed in 2-3 days of auction	In order to maintain transparency and fair play and encourage suppliers to bid competitively
<b>Other factors</b>	Ensure suppliers don't get in touch with each other	To reduce the possibility of cartel formation and renegeing of bid
	Ensure no outside information is flowing to suppliers during the bid	



Chapter 1: [ ]

Chapter 2: [ ]

Chapter 4: [ ]

coming soon & it will cover "Key parameters to conduct a successful e-Auction."

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