

Chapter 4:

## Key parameters to conduct a successful e-Auction

1

### SELECT COMPONENTS

- Combine total volume of spend for the category on VENDX
- Identify components with multiple suppliers

2

### SELECT SUPPLIERS

- Select multiple suppliers for auction
- Allow non preferred suppliers to participate to get competitive price

3

### PRESCREEN SUPPLIER CAPABILITIES

- Check supplier capability to supply max. no. of components
- Datasheet/Specs to be provided to suppliers to understand their capability



## COMMUNICATE WITH SUPPLIER



Chapter 1:

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4

### CREATE COMPONENT BUNDLES

- Ensure component bundles created for each supplier are manageable for
- Spend is distributed amongst bundles to create equal interest in all
- Ensure max suppliers for each bundle

5

### ESTABLISH E-AUCTION RULES & LOGISTICS

- Appropriate auction format in discussion with VENDX
- Select proper date and time to avoid holidays in different parts of the world

6

### CONDUCT E-AUCTION

- Have selected team for reviewing live auction
- Modify auction rules and take necessary actions during live auctions, such as extending duration, vendor communication, and adjusting bid parameters

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