

# Ultimate Guide to **REVERSE E-AUCTION SUCCESS** For First timers!



# 1. ANALYSE

What would you like to e-Procure?

If you are migrating to online procurement and thinking what is it that I should move first to e-Procurement, worry not, it is a tough question for many. You can choose to procure all or any of the following through eAuctions!



## 2. SUPPLIER BASE

- Analyse the supply market. This will partly help you qualify your choice of step 1.
- Look out for items that have substantial spend value as it attracts good participation and since this is your first e-Auction, you need this event success in your kitty, don't you?



# 3. RULES OF THE GAME

This is where it gets serious. Recommended Best practice is, work with an experienced and credible Brand in the procurement industry and consult. Lotting structure, auction algorithms are as much important. A right partner choice at this stage can make a huge difference to eventual event success.



## 4. ENSURE PLAYERS ARE TRAINED

- Warm up game post net practice is very important. Similarly, ask your eProcurement partner, to train all your suppliers and admin team.
- Ensure that your e-Procurement partner caters to all the queries that your vendors/suppliers may have.



## 5. CHECKING THE PITCH BEFORE MATCH

- Ensure your e-Procurement partner has Configured the system as required.
- Test it and monitor the event to remove erroneous bidding.
- Analysis Post Match helps you to learn and execute better next time. Hence, do look into e-Auction reports post event for further analysis.





*At C1India, we have championed the art of e-Procurement and help organizations benefit from Reverse e-Auctions.*



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