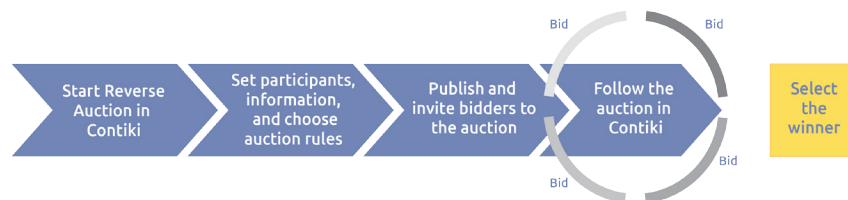


Contiki ECM Reverse Auction

Earn or burn more money

During the sourcing process you are often left with a few potential bidders who can deliver the right quality, but to a different price. Have you thought about how much you could save on your RFX's and the related purchase orders if you let your qualified bidders compete on price? Applying Reverse Auctions in RFX processes has shown to provide additional savings between 10- and 20%.



The Contiki Reverse Auction is part of Contiki ECM and an extension module to Contiki Sourcing. Here you can easily start an auction and follow live the progress of any RFX. In Contiki Reverse Auction the bidders compete on price, even though price is only one of many evaluation criteria. Each bidder's price and different scores are based on predefined criteria and will be evaluated when scoring the selected bidders. This point ranking system is one of the key differentiators that make the Contiki Reverse Auction unique.

Contiki Reverse Auction will give you internal savings in time and make it easier to run many auctions at the same time. Reports show that administrative cost is reduced by as much as 85% by using electronic tools for Reverse Auction. In Contiki ECM you will have full control as you can follow the ongoing auctions, track changes and see the savings you achieve on each auction. By using Contiki Reverse Auction you will have full transparency into your processes.

Traditionally Reverse Auctions have only been applicable towards commodity procurements. With Contiki Reverse Auction and it's new and unique point ranking system for the bidders, we have a system that fits the requirements for strategic sourcing processes.

With potential savings between 10- and 20%¹, reduced administrative cost by up to 85%, full transparency and compliance into you processes, Contiki Reverse Auction will really enable you to rock the prices and reach even more savings.

¹ 'Social economic analysis of centralized measures for increasing the public use of electronic processes in procurement and payment processes' - 15.11.06 - Senter for statlig økonomistyring

ABOUT EXARI

Exari delivers the most complete Enterprise Contract Lifecycle Management platform, used every day by market-leading companies to understand all aspects of their contract ecosystem worldwide. With Exari, customers can reduce contract risk and improve operating efficiency with 100% Contract Certainty™.