



SafeSourcing Reverse Auction Tool[®]

The procurement pathway of the future

A reverse auction (also called procurement auction, e-auction, sourcing event, e-sourcing or eRA) is a tool used in industrial business-to-business procurement. It is a type of auction in which the role of the buyer and seller are reversed, with the primary objective to drive purchase prices downward.

In an ordinary auction (also known as a forward auction), buyers compete to obtain a good or service. In a reverse auction, sellers compete to obtain business. - From Wikipedia, the free encyclopedia.

SafeSourcing[®] offers the ultimate buyer's tool – a simple-to-use, next generation reverse auction. Sellers are enabled to try to meet the specific needs of a purchaser by underbidding their competitors within an allotted time period. Registered buyers list their needs on SafeSourcing's web site and vendors bid down the price. In the end, the lowest bidder wins.

At SafeSourcing, we focus on safety and security. All vendors are part of a high quality supplier database with many associated tables that support security and safety in the supply chain. SafeSourcing's suppliers are also checked for their support of socially responsible initiatives including their eco-friendly practices. We focus on quality sourcing, supplier assessment and certification as well as a reduction in COGS. All this results in a positive impact on GM and net earnings.

SafeSourcing's objective is to help buyers save considerably on costs. History shows that in selected categories, buyers have saved as much as 30-40%.

Auction events can literally be set up in minutes, creating a significant efficiency improvement over traditional offerings. What's more, our reverse auctions empower buyers to work on more strategic sourcing issues. Buyers can negotiate pricing while addressing vendor-managed inventory programs, payment terms, and supplier quality issues.

Reverse auctions have even become a diplomatic tool. The U.S. State Department found a tactful solution to purchasing commercial products and technology without alienating vendors or paying top dollar. "Reverse auctions in general have saved us millions of dollars," a State Department spokesman said. "That doesn't even touch the fact that we haven't had to increase procurement staffing in a long time."

Simplicity, savings, and security . . . let SafeSourcing help you deliver the goods.