



# Briefing to Procurement

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## MyBidManagement

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## Cloud Computing - Software as a Service (SaaS) e-Procurement Tool

### To Buyers / Auctioneers

- Facilitate online collaboration with suppliers/vendors, to obtain prompt responses and competitive proposals.



### To the Bidders / Sellers

- Genuine business opportunities from Buyers who are ready to make purchases.
- Multiple price bid opportunities. All price bids are captured in audit trail.
- Process is transparent. All Bidders are treated equally.



## Functions

- **Vendor Management**
- **Product Management**
- **Sub-buyer Management**
- **e-Bidding Management**
  - \* Reverse Auctions
  - \* Forward Auctions
  - \* Open Auctions

- ⇒ Supplier database
- ⇒ Products & services e-Catalog
- ⇒ Monitor activities of sub-buyers
- ⇒ e-RFQ, e-Tender
- ⇒ Auction to sell
- ⇒ RFI, RFP

## Features

- **Auto Time Extension**
- **Bid Price Masking**
- **Final Offer**

- ⇒ If any last minute e-bidding
- ⇒ Show or Hide bid price
- ⇒ Best Price after e-bidding

## Benefits

- **Competitive Pricing**
- **Level Playing Field**
- **Transparency ~ Audit Trail**
- **Schedule e-Auctions anytime, anywhere**

# Objectives



Note: MyBidManagement solely facilitates business between Sellers and Buyers. MyBidManagement will have no contractual involvement in any transaction. Accordingly, the terms and conditions of any RFQ, supply or any dispute between Buyer and Seller are your responsibility.

Provide a 24/7, no frills yet effective materials & services e-procurement tool that contributes to:

- Reduction in cost of doing business
- Achievement of transparency to meet integrity considerations
- Compliance with good procurement principles and governance process

- Increase sourcing speed
- Increase productivity
- Increase profitability

# Flexible auction capabilities

## Reverse Auction

- Bidders bid prices in DECREMENT steps only.
- Min decrement steps amount is defined by Buyer.
- Each bid must be lower than previous lowest bid price.
- E.g.: Tenders or RFQs where buyers are seeking competitive price quotes from suppliers.



## Forward Auction

- Bidders bid prices in INCREMENT steps only.
- Min increment steps amount is defined by Auctioneer.
- Each bid must be higher than previous highest bid price.
- E.g.: Auction to sell scrap materials., fleet vehicles in incremental bidding.



## Open Auction

- Bidders bid prices in DECREMENT or INCREMENT steps.
- Bid prices need not be lower than last bid price.
- E.g.: Initial Request for Proposal (RFP) or Request for Information (RFI) where price is not the primary determining factor but competitive pricing is still required.



## Auto Auction Time Extension

- If a Bidder places a bid in last “X” minutes of the scheduled end time of the auction, the auction gets extended for next “Y” minutes for “Z” number of times. “XYZ” is decided by Buyer
- This allows other Bidders an extended opportunity give better offer to win the auction.



# Benefits to buyers



## Financial

**Competitive bidding**  
**Reduce cost & time**

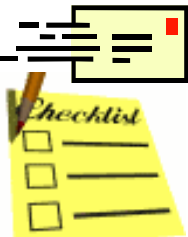
- No price haggling to get fair prices
- Reduce bid solicitation effort and time for Buyers.



## Process

**Transparency**  
**Level playing field**  
**Proper Controls**  
**Rapid broadcast notifications**

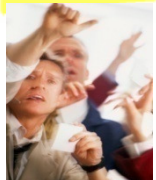
- Auditable trail for all transactions.
- All sellers treated equally & fairly, No impartial dissemination of information.
- Online seller screening, centralize seller database. Measurable savings & benefits.
- Email alerts for key events.



## People

**Protected from accusations and allegations**

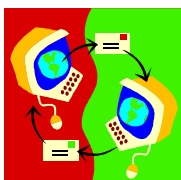
- Price outcome not solely dependent on individual's negotiation skills



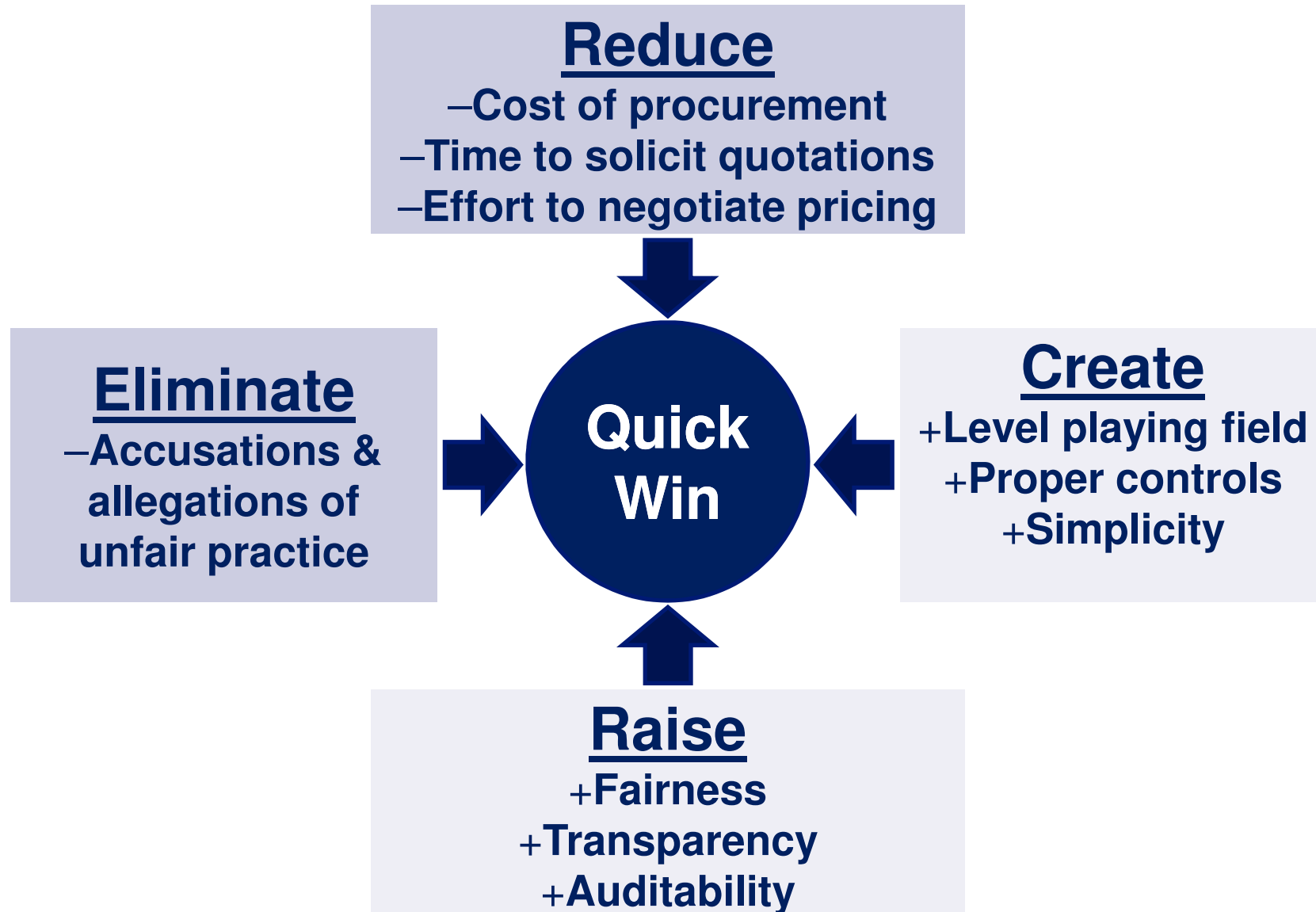
## Technology

**Minimal adoption requirement.**  
**Fast to deploy**

- Only need internet connection, computer and email. Works across entire organization.
- Immediate productivity



# Quick wins with MyBidManagement



# Increase profit by reducing procurement cost

**Goal: Increase Profit by \$5 mil**

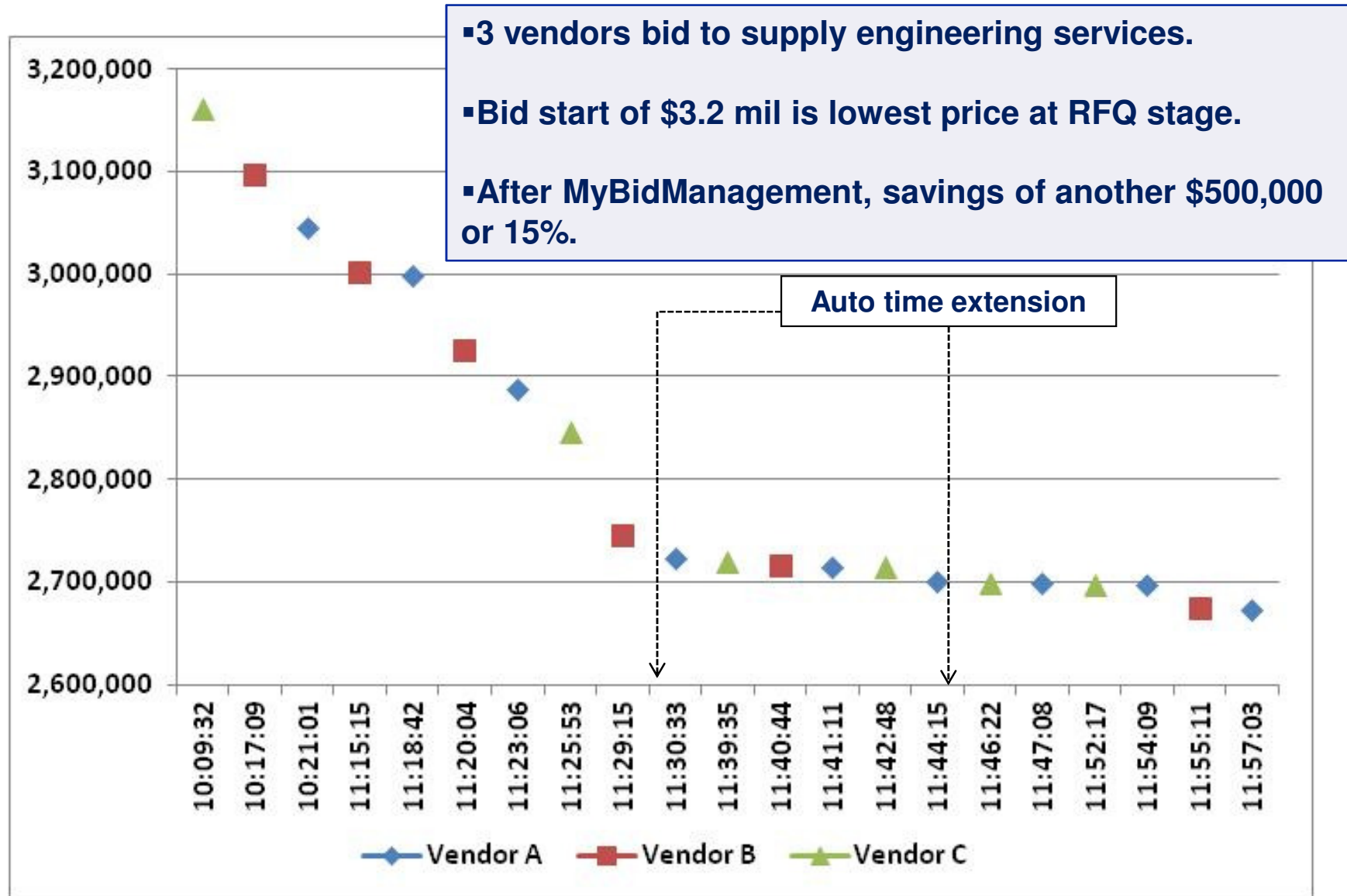
**Assumption 10% profit margin**

	<u>Current</u>	<u>Option 1</u> Increase sales by \$50 mil	<u>Option 2</u> Reduce procurement cost by \$5 mil
\$ Million			
Revenue	\$1,000	\$1,000	\$1,000
Incremental Rev	\$0	\$50	\$0
Total Rev	\$1,000	\$1,050	\$1,000
COGS	\$900	\$945	\$900
Cost Reduction	\$0	\$0	-\$5
Total COGS	\$900	\$945	\$895
Profit	\$100	\$105	\$105
Profit Margin	10.0%	10.0%	10.5%
Incremental Profit		\$5	\$5

**Both Option 1 and Option 2 will achieve increased profit of \$5mil. But option 2 will further increase profit margin.**



# Example of ebidding price reduction

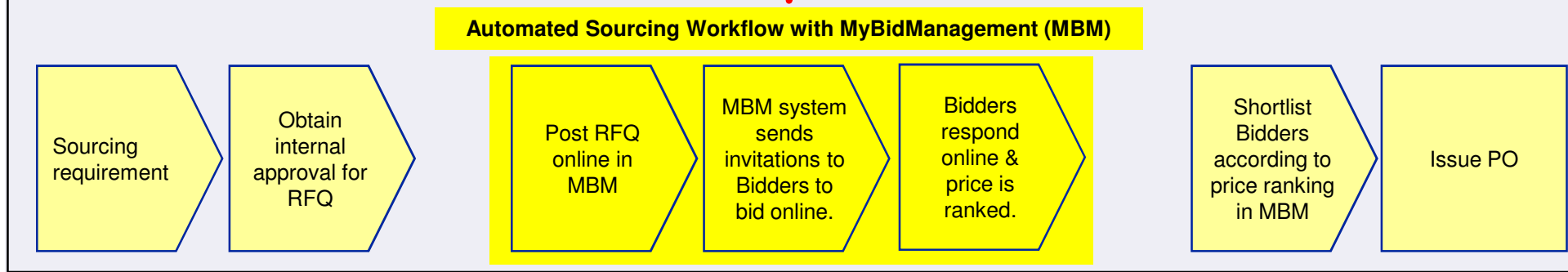


# Sourcing workflow simplified

## Typical Sourcing Workflow



## Sourcing Workflow with MyBidManagement



# MyBidManagement vs. public e bidding portals

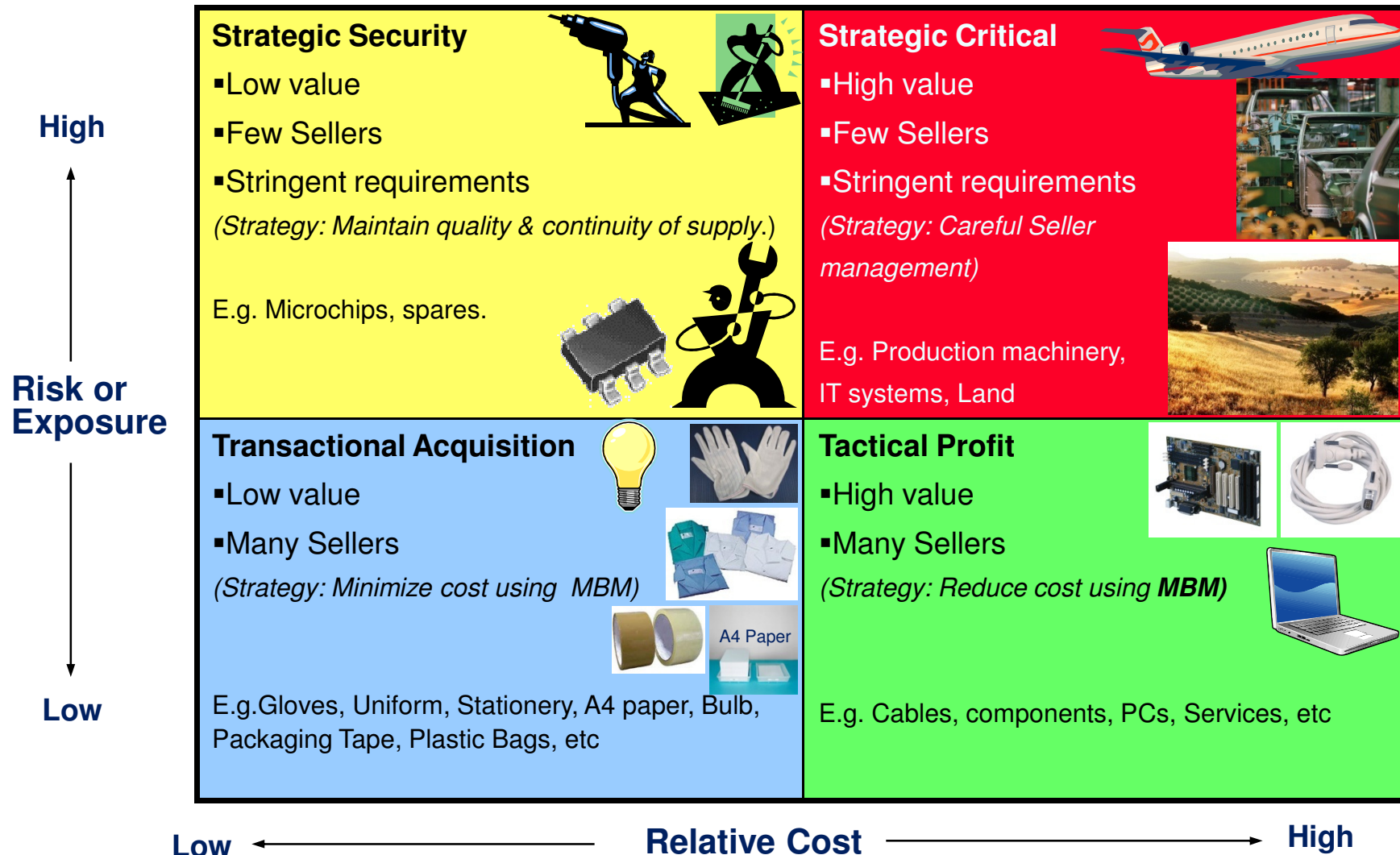
<b><u>Public Buy-Sell Portals</u></b>	<b><u>MyBidManagement</u></b>
▪ Fully self served, self managed, self help portals.	⇒ MyBidManagement administrators are available to support Buyers.
▪ No audit trail. No reports. Most transaction records history are lost when transaction completes.	⇒ Each transaction is tracked and recorded. Audit trail reports specific to Buyer & Bidder organizations' transactions are available.
▪ Universe of Buyers post info to invite universe of Sellers. Sellers sieve through bulk of postings to retrieve business prospect.	⇒ No spamming & overload of unnecessary info. Buyers invite Bidders to bid for specific RFQ. RFQ opportunities are pushed to specific Bidders. Opportunities are specific and genuine.
▪ General purpose. Does not cater to needs of organizational Buyers.	⇒ Customized for use of organizational Buyers for business to business transactions.

# MyBidManagement vs. customized ebidding systems

<b><u>Customized eProcurement Systems</u></b>	<b><u>MyBidManagement</u></b>
<ul style="list-style-type: none"> <li>▪ Organization's process change, people's roles &amp; responsibilities change, IT infrastructure overhaul required to implement system.</li> </ul>	<p>⇒ No system or process change. Buyers do not need to change internal procurement process or adopt a new system.</p>
<ul style="list-style-type: none"> <li>▪ Commit to proprietary system and single vendor. Need to invest in hardware, software, user license fee, future upgrade cost, consultancy, etc.</li> </ul>	<p>⇒ Use any PC with internet access.</p>
<ul style="list-style-type: none"> <li>▪ Only trained staff can use system. Complex set-up and operational procedures. Extensive classroom training required before each user can use system.</li> </ul>	<p>⇒ Buyers just fill up simple online forms at MyBidManagement system.</p>

## APPENDIX

# MyBidManagement's SUPPLY POSITIONING MATRIX



The screenshot shows the MyBidManagement homepage. At the top left is the logo. To its right are links for 'Log In' and 'New Sign Up'. Below the logo is a navigation bar with links: 'Home', 'Products', 'Auction Summary', 'Contact Us', 'About Us', and 'Terms'. A server time display shows 'Mon Oct 27, 2014 16:39:54 EST GMT +11:00'. The main header features the large MyBidManagement logo. Below this is a dark bar with the text 'Vazifdar Consultancy Services Pty Ltd'. A central teal box contains the text: 'CUT COST, IMPROVE GOVERNANCE & CONTROL PROCESSES WITH MyBIDMANAGEMENT PRIVATE HOSTING OR SUBSCRIPTION'. To the right of this box is a login/sign-up panel with links for 'Log In', 'New Sign Up', and 'Forgotten Password'. At the bottom, there are three columns: 'FUNCTIONS', 'FEATURES', and 'BENEFITS', each with a list of items. A large bracket on the right side of the 'FUNCTIONS', 'FEATURES', and 'BENEFITS' columns points to a callout box.

Log In | New Sign Up

Home | Products | Auction Summary | Contact Us | About Us | Terms

Server Time: Mon Oct 27, 2014 16:39:54 EST GMT +11:00  
All Day, Date, Time, Location, Timezone, Timezone to this time

MyBidManagement®

Vazifdar Consultancy Services Pty Ltd

**CUT COST, IMPROVE GOVERNANCE & CONTROL PROCESSES**  
WITH **MyBIDMANAGEMENT**  
PRIVATE HOSTING OR SUBSCRIPTION

Log In  
New Sign Up  
Forgotten Password

FUNCTIONS	FEATURES	BENEFITS
<ul style="list-style-type: none"> <li>Reverse Auctions</li> <li>Forward Auctions</li> <li>Open Auctions</li> <li>Vendor Management</li> <li>Product Management</li> <li>Sub-buyer Management</li> </ul>	<ul style="list-style-type: none"> <li>Auto Time Extension</li> <li>Bid Price Masking</li> <li>Final Offer</li> <li>Bidding Documents Exchange</li> </ul>	<ul style="list-style-type: none"> <li>Competitive Pricing</li> <li>Level Playing Field</li> <li>Transparency</li> <li>Audit Trail</li> <li>Flexible E-Bidding Scheduling</li> </ul>

Navigation panel for visitors (No Log-In required).

Registered member log-in.

New member sign-up.

Brief explanation on benefits of using MyBidManagement.



MyBidManagement®

Home | Products | Auction Summary | Contact Us | About Us | Terms

My Current Time: Mon Oct 27, 2014 13:45:27 HKT +08:00  
All Day, Date, Time listed are in reference to this time

News Updates

**If you are a first time BUYER member user, please follow the steps below.**

1. Go to **Register Product** menu - Register the product(s) you wish to source for.
2. Go to **Invite Contacts** menu - Invite your bidders to use BidAsia.
3. Go to **Address Books** menu - Organize your list of registered bidders into address book(s).

**How to create an e-bidding project.**

1. Go to **Submit New Auction** menu -
  - a. Choose Product from Product Directory. Use [Advanced Search] to find product easily.
  - b. Fill up the RFQ details.
  - c. Invite bidders - select bidders from your address book or any bidders registered with BidAsia.  
(Please allow 1 working day for BidAsia admin to process the new RFQ auction registration.)
2. Monitor your RFQ auction at **My Auctions** menu.

Logout

buyerco1  
Toon Chang  
Bid Resources  
Buyer:Auctioneer  
Panel

News Updates  
Profile  
Sub-  
Buyer:Auctioneers  
Register Product  
Bidder List  
Address Books  
My Auctions  
Submit New Auction  
Invite Contacts  
Resources  
Logout

My Auctions	
Pending Approval	0
Active - Waiting	0
Active - Started	0
Active - Closed	1
Trashed	0
Total	1

Company Auctions	
Pending Approval	0
Active - Waiting	0
Active - Started	0
Active - Closed	1
Trashed	0
Total	1

Registered buyer's details.

Navigation panel for MyBidManagement buyer member.

Auction summary for this buyer and buyer's company.

Instructions on how to use MyBidManagement as a buyer.

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Best viewed with Internet Explorer 8 or higher.



MyBidManagement®

Logout

Home | Products | Auction Summary | Contact Us | About Us | Terms

My Current Time: Mon Oct 27, 2014 19:09:05 NZDT +13:00

All Day, Date, Time listed are in reference to this time

## News Updates

### HOW TO BID.

1. Go to **Invited Auctions** menu. Select the **RFQ ID** number.
2. Select **Actions** tab.
3. Select **Auction Entry** button. **Confirm** auction entry.
4. Click **Bid** button. Enter Bid Price and Password and click **Submit**.
5. Select **Audit Trail** tab to monitor progress of eBidding. Repeat step 4 above to bid again.

(Skip section below if Auction Entry Fee is prepaid by buyer)

### HOW TO TOP-UP E-WALLET.

20 credit points will be deducted from bidder's e-wallet when bidder clicks on [Pay Auction Entry Fee] button. Check your e-wallet balance at [Account Statement] menu.

Top-up your e-wallet at least 2 working days before e-bidding starts.

<p><b>1) TOP-UP via BANK TT or INTERNET BANKING TRANSFER.</b></p> <p>Amount: AUD200.00 (Australian Dollar Two Hundred) = 20 credit points for each e-bidding project.</p> <p>Pay to: Vazifdar Consultancy Services Pty Ltd          → Bank Account: XXXX XXX XXX          → Branch: XXXXXXXXX          → Swift Code: XXXXXXXXXX.</p> <p>Email the bank-in slip to <a href="mailto:admin@vazifdar.com.au">admin@vazifdar.com.au</a> or fax to (+6 13) 9017 2142 with details below:          a) Bidder Company Name          b) Telephone Number          c) Bidder ID - at [Profile] menu          d) Username          e) Email</p>	<p><b>2) TOP-UP via PAYPAL.</b></p> <p>Amount: AUD200 (Australian Dollar Two Hundred) = 20 credit points for each e-bidding project.</p> <p>Send money to: <a href="mailto:admin@vazifdar.com.au">admin@vazifdar.com.au</a>          → Purpose: For online purchase of services          → Merchant Account ID: XXXXXXXXXX          → Business Name: VCS</p> <p>In email to recipient, provide details of your:          a) Bidder Company Name          b) Telephone Number          c) Bidder ID - at [Profile] menu          d) Username          e) Email</p>
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BidAsia admin will credit the points to bidder's e-wallet within 2 working days after receipt of bidder's transfer confirmation.

Note: All fees and charges are subject to change without notice.

bidder01 James Langool UR Ind Bidder Panel	
News Updates Profile Selling Products Account Statement Register Product Buyer Auctioneer List Invited Auctions Invite Contacts Resources Logout	
My Invited Auctions	
Pending Approval	0
Active - Waiting	0
Active - Started	0
Active - Closed	1
Trashed	0
Total	1

Registered bidder's detail.

Navigation panel for bidders.

Auction summary for this bidder's account.

Instructions on how to use MyBidManagement as a bidder.

## Example of RFQ auction's online audit trail as seen by Buyer

Various tabs on details of this RFQ auction.

Quick summary info & status of this RFQ auction.

Full details of this sourcing activity

- RFQ auction's audit trail
- Time stamp of each event

Home | Products | Auction Summary | Contact Us | About Us | Terms

Wed Sep 17, 2008 23:07:39 MYT

### My Auctions

Product RFQ Details Sellers **Audit Trail** Feedbacks Actions

Auction Start Date: 2008-02-27 16:00:00  
 Auction Close Date: 2008-02-29 00:00:00  
 RFQ Status: Active-Closed  
 RFQ Type: Reverse Auction

Audit Trail Activity:

Date/Time	Bid Amount	Activity	By	To	Company Name
2008-02-27 15:28:39	-	Created	Buyer(ID:1)	-	-
2008-02-27 15:29:03	-	Approved	admin(ID:3)	-	-
2008-02-27 20:05:01	-	Auction start	system	-	-
2008-02-28 09:38:02	RM 10000.00	Bid	Wendy Wong	-	Wendy Retail
2008-02-28 09:39:13	RM 9980.00	Bid	Jane Liew	-	Yolanda Florist
2008-02-28 09:53:44	RM 9955.00	Bid	Alan Chan	-	Alan Services Sdn. Bhd.
2008-02-28 09:54:56	RM 9930.00	Bid	Richard Chang	-	TY Sdn. Bhd.
2008-02-28 09:56:57	RM 9900.00	Bid	Andrew Poon	-	RC Sdn. Bhd.
2008-02-29 00:05:01	-	Auction closed	system	-	-
2008-03-02 17:30:47	-	Award seller	Buyer(ID:1)	Richard Chang	TY Sdn. Bhd.
<p>Seller ID: 37                      Seller Name: Richard Chang                      Company Name: TY Sdn. Bhd.                      Awarded Price: RM 9930.00                      Rank of Awarded Seller: 2                      Reason Selecting This Seller: Reliable and good price</p>					
2008-03-02 17:32:10	-	Re-award seller	Buyer(ID:1)	Alan Chan	Alan Services Sdn. Bhd.
<p>Seller ID: 36                      Seller Name: Alan Chan</p>					

buyerco1  
John Smith  
Smith Sdn. Bhd.  
Buyer Panel

News Updates  
Profile  
Sub-Buyers  
Register Product  
Seller List  
Address Books  
My Auctions  
Submit New Auction  
Invite Contacts  
Resources  
Logout

Pending Approval	2
Active - Waiting	0
Active - Started	1
Active - Closed	2
Trashed	0
Total	5

Pending Approval	2
Active - Waiting	0
Active - Started	2
Active - Closed	2
Trashed	0
Total	6

## Example of RFQ auction's online audit trail as seen by Bidder

Various tabs on details of this RFQ auction.

Quick summary info & status of this RFQ auction.

Restricted details of this RFQ auction:-

- RFQ auction's audit trail
- Time stamp of each event
- Bidder can see price bids by other bidders but cannot see who the bidder is.

If 1<sup>st</sup> bidder is not able to full fill the order, Buyer can re-award the PO to the next best bidder (Optional).

Home | Products | Auction Summary | Contact Us | About Us | Terms Wed Sep 17, 2008 22:24:13 MYT

**Invited Auctions**

Product RFQ Details Buyer **Audit Trail** Feedbacks Actions

sellerco1  
Wendy Wong  
Wendy Retail  
Seller Panel

News Updates  
Profile  
Selling Products  
Account Statement  
Register Product  
Buyer List  
Invited Auctions  
Invite Contacts  
Resources  
Logout

Auction Start Date: 2008-02-27 16:00:00  
Auction Close Date: 2008-02-29 00:00:00  
RFQ Status: Active-Closed  
RFQ Type: Reverse Auction ?

Audit Trail Activity:

Date/Time	Bid Amount	Activity	By	To	Company Name
2008-02-27 15:28:39	-	Created	Buyer(ID:1)	-	-
2008-02-27 15:29:03	-	Approved	admin(ID:3)	-	-
2008-02-27 20:05:01	-	Auction start	system	-	-
2008-02-28 09:38:02	RM 10000.00	Bid	Wendy Wong	-	Wendy Retail
2008-02-28 09:39:13	RM 9980.00	Bid	Other Seller	-	-
2008-02-28 09:53:44	RM 9955.00	Bid	Other Seller	-	-
2008-02-28 09:54:56	RM 9930.00	Bid	Other Seller	-	-
2008-02-28 09:56:57	RM 9900.00	Bid	Other Seller	-	-
2008-02-29 00:05:01	-	Auction closed	system	-	-
2008-03-02 17:30:47	-	Award seller	Buyer(ID:1)	Other Seller	-
2008-03-02 17:30:47	-	Re-award seller	Buyer(ID:1)	Other Seller	-
2008-03-04 10:03:52	-	Re-award seller	Buyer(ID:1)	Other Seller	-

EXPORT AS CSV

BACK

**My Invited Auctions**

Pending Approval	2
Active - Waiting	0
Active - Started	6
Active - Closed	10
Trashed	0
<b>Total</b>	<b>18</b>