



e-AUCTION PRESENTATION

Tender number MWP1285TX

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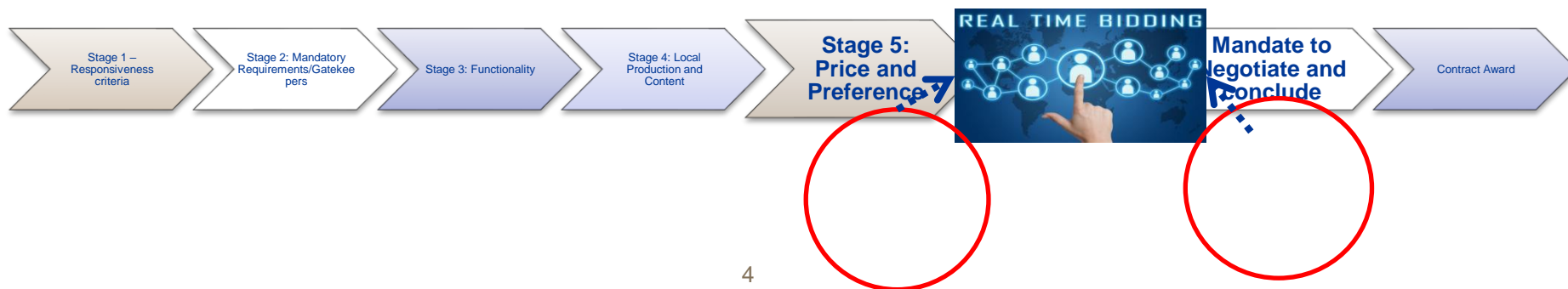
1 What is e-Auction all about?

- Means an electronic procurement process for buying and selling that aims to achieve the most competitive prices for clearly specified items.
- e-Auction is about adding value and efficiency through commercial activities.
- e-Auction is online price/negotiation tool that can be used to procure (reverse e-auction) and dispose goods and services (e-auction).
- Negotiating with multiple suppliers at once.
- **Reverse e-auction** seeks to obtain competitive market prices for the goods and services being procured by Eskom.
- **e-Auction** seeks to obtain competitive market price for goods and services being disposed by Eskom.



2 Why e-Auction?

- This project was implemented as part of Cost Savings initiative that seeks to achieve savings through online competitive process.
- e-Auction is part of the Eskom's P&SCM Procedure and thus where applicable in line with procedure it must be utilised by procurement practitioners, in order to save cost.
- The project was implemented as pricing and negotiations tool for cost savings.
- To digitize procurement. B-BBEE Scoring & Pricing has been digitized.



3 Who is affected/impacted by this project?



Procurement Practitioners & Disposal Officers

Create & manage auctions.

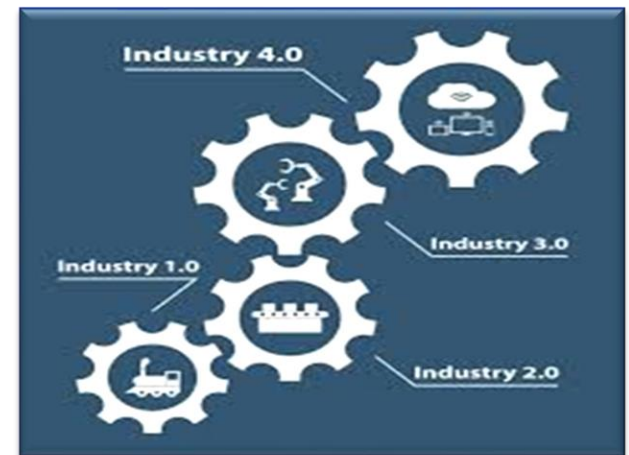


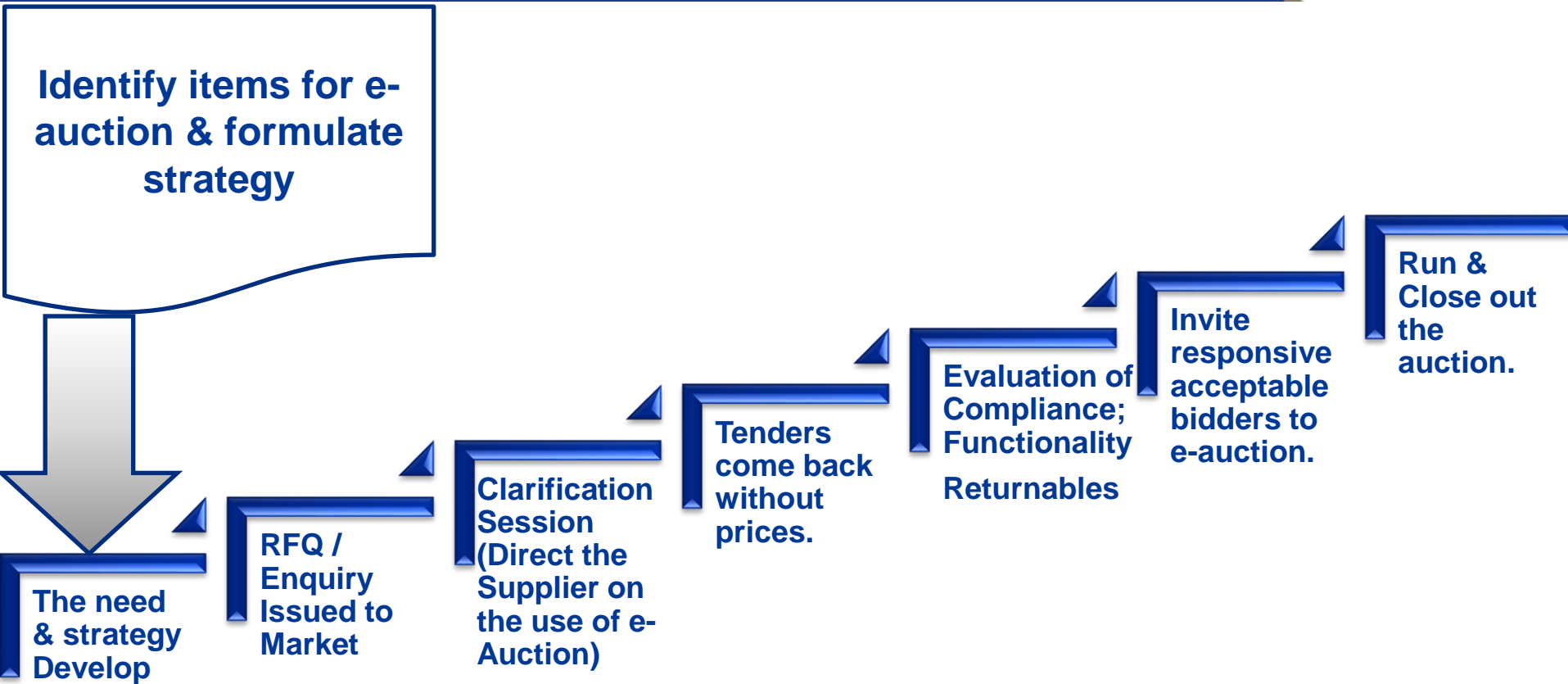
Eskom Suppliers

Bidding on e-auction.

What system has been developed to support this project?

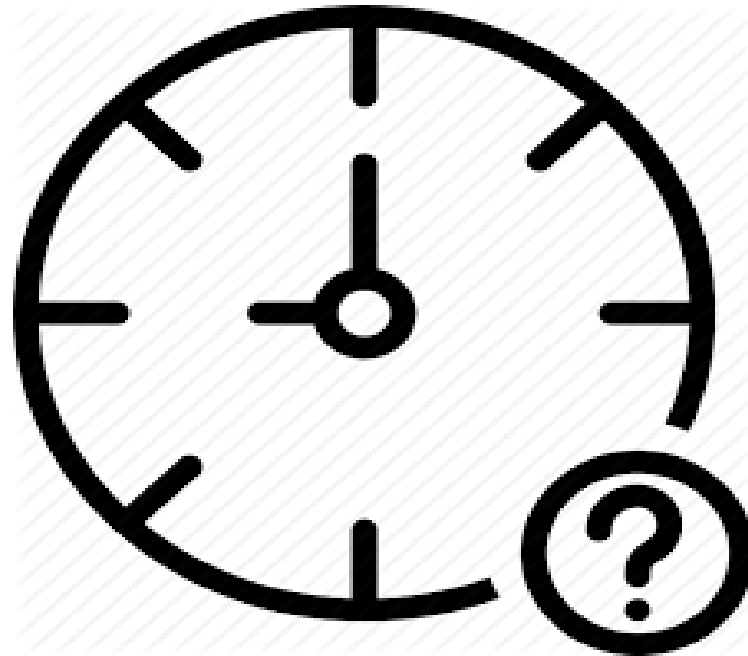
- The application developed is web-based secured internet system.
- The system is stand alone from all other Eskom systems.
- Legal department reviewed & approved the terms and conditions of the system.





Procedural way of doing business remains. Only negotiation & pricing impacted.

- Tenderers are encouraged to read and familiarize themselves with the e-auction document.
- Tenderers to ensure that they respond to all the returnables including e-auction related documents.
- Embrace technology and let us all participate in this innovation that will provide platform for fair and competitive process.



THANK YOU

