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|-----------------------------------------------------------------------------------|----------------------------------------------------------------|--------------------------------------------------|------------------|------------|---|
|  | <b>Annexure A.2<br/>Definition of Reverse<br/>E-auctioning</b> | <b>Template Identifier</b>                       | 240-143120329    | <b>Rev</b> | 1 |
|                                                                                   |                                                                | <b>Effective Date</b>                            | 05 December 2018 |            |   |
|                                                                                   |                                                                | <b>Next Review Date</b>                          | December 2021    |            |   |
|                                                                                   |                                                                | <b>Procurement &amp; Supply Chain Management</b> |                  |            |   |

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| <b>CLASSIFICATION</b> | PUBLIC |
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| <b>DATE</b> | 18.02.2022 |
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| <b>FOR ATTENTION</b> | TENDERER |
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| <b>ACTION REQUIRED</b> | READING |
|------------------------|---------|

|             |                        |
|-------------|------------------------|
| <b>FROM</b> | PROSCOVIOUR RATSETHANA |
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| <b>SUBJECT</b> | REVERSE E-AUCTIONING |
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### WHAT IS REVERSE E-AUCTIONING?

Reverse e-auctioning, means an electronic negotiation process that aims to achieve the most competitive prices for clearly-specified items.

Reverse e-auctioning replaces the negotiation process, with an electronic negotiation process on price only, which provides the results of the tender process immediately.

Notwithstanding the above, Eskom reserves the right to award an order/contract to a supplier who may not be the highest scoring or highest-ranked supplier, only in accordance with Section (2)(1)(f) of the PPPFA.

Reverse e-auction, when applicable, will only be considered once the normal procurement process has progressed to the point that the responsive tenderers have been identified.

Tenderers will be trained on the reverse e-auction system. Responsive tenderers will receive login details in order to participate.

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