

CHECKLIST

When is it worthwhile to use e-auctions?

The evaluation is based on four criteria:

1. Competition in the purchasing market

How many suppliers are there in your relevant market, and what is the actual intensity of competition among suppliers?

2. Supplier comparability

Can you express all negotiable factors – also the non-price factors such as ability to deliver and quality characteristics – in figures in order to be able to compare the suppliers?

3. Purchase volume

What is your purchasing volume? Is your Procurement volume greater than 250,000 EUR? Is this an interesting volume for the bidders?

4. Liability

Do you have binding auction rules? Is your auction relevant for awarding, so that the winner of the auction actually gets the order? Or can you offer the bidders other clear regulations?

Are e-auctions suitable as a sourcing tool for you? Check for yourself!



**Is your negotiation situation suitable for the use of e-auctions, according to the checklist?
Yes? - Then it is time to contact us to talk about your auction project.**

Allocation is a long-standing expert in the field of e-auctions. Thousands of successful auctions in the last 20 years confirm our competence. BMW, Teufelberger and many other well-known companies rely on our expertise. The experienced auction team of Allocation will gladly assist you with the optimal and goal-oriented realization of your project.

We look forward to hearing from you.

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