

Sourcing. Well integrated.

# Enquiry & Offer

Strategic purchasing made easy.

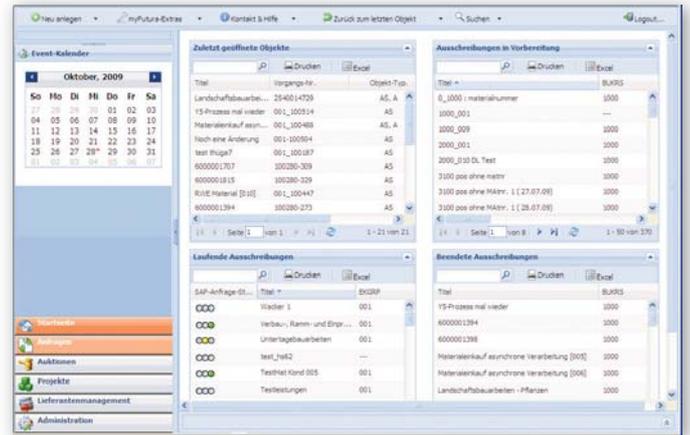
### Making use of strategic advantages

You would like to send an enquiry to a certain number of suppliers known to you or tender it publicly? myFutura administers the bidding documents, takes over the communication with your suppliers, accepts the offers and enables a comfortable point-and-click analysis of the offers received.

Leave all the routine tasks to myFutura and make use of the strategic advantages you can achieve with it.

### Increasing competition, decreasing process costs and time

Prices are a question of competition. With myFutura you can save process and communication costs and increase competition through transparency and extend your pool of suppliers in one go. The process times for handling bids are considerably shortened due to the continuous support by myFutura without media breaks.



### Great flexibility in the sourcing process

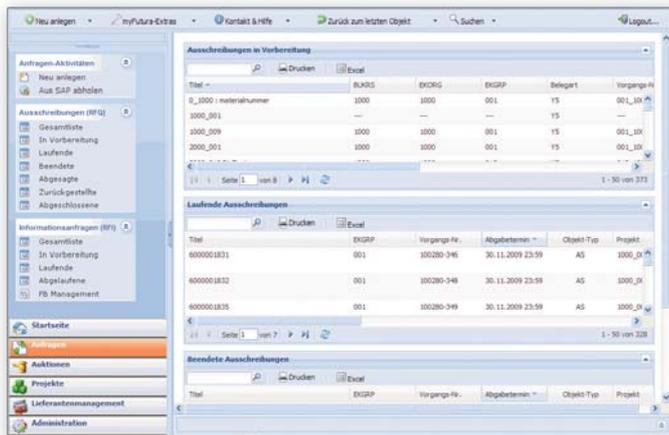
You are supposed to remain flexible during the whole sourcing process, when defining item lists and selecting suppliers, and guarantee transparency, equal opportunities and auditing acceptability at the same time?

myFutura provides comprehensive logging and documentation functions as well as an integrated change management. In case of changes or several negotiation steps myFutura ensures access to data of all relevant offer phases due to the myFutura version management.

### Multi-level item lists

You would like to create a structured tender with many individual positions? With myFutura you can convert a complex request into a clearly structured and multi-level item list or list of materials.

To do so you can follow your preferred workflow: You can either create an item list online via the myFutura item list editor, import a current one via our XML, GAEB or MS Excel interface or take over requests from SAP R/3.



### **Quality comes first – this is how you are guaranteed high quality offers**

Quality is most important in a long-term supplier relationship. But how do you show quality in a partly anonymous process? In myFutura the quality aspect of an offer or supplier is part of the whole sourcing process. Only suppliers classified to eCI@ass or LB-DIN by the buyer receive the bid.

The so-called Sealed Bid process was developed hands-on with our customers. Its purpose is to allow the buyer to analyse and separate the technical and economic parts of the offer. As a first step the offers go through a quality check and only as a second step they are transferred into a price comparison list. Thus you can make sure you only buy what meets your quality requirements.

### **Modernising supplier relationships**

With myFutura both you and your suppliers take a step forward. The system requires neither an investment nor a software installation by your suppliers. All they need is internet access and a standard browser. At the same time our security architecture protects all information from access by third parties.

The myFutura notification management ensures that your suppliers are kept informed by email at all times about enquiries and changes. The system is easy to use and doesn't require much training. Therefore, your suppliers can soon handle their bids much quicker due to myFutura.

### **New negotiation techniques**

In myFutura you can carry out a negotiation round with short lead times and little effort for everyone involved. According to our experience with myFutura auctions you can achieve considerable cost savings compared to traditional procedures.

You can carry out myFutura auctions as purchasing or sales auctions. And you can set them up the way you want: Extensive configuration options allow you to adapt the rules and the degree of transparency of a myFutura auction in detail to the requirements of your project.

### **eSourcing International**

Meanwhile myFutura is used in many European countries as well as the United States. The system is available in five languages. Should you or your suppliers need help with the use of myFutura, you can contact our multi-lingual support team.

## **Your advantage with myFutura**

- Increase in competition within bidding processes
  - Extended pool of suppliers and decrease of process costs
  - Significant reduction of purchasing prices e.g. through online auctions
  - Increased transparency and effectiveness throughout the whole bidding process starting from requirement definition to price comparison through to awarding decisions
  - Significant time and cost savings in the renegotiation phase
- Increase in effectiveness throughout the whole bidding process
  - Continuous workflow without media break
  - Increase in competition
  - Significant cost savings through new negotiation options
  - Increase in data quality and auditing acceptability
  - Less communication and control tasks