



Briefing to Procurement

BidAsia = Business Intelligence Domain Asia

This document and all information contained herein are the property of **BID Resources Sdn. Bhd.** and may not be reproduced, disclosed, revealed, or used in any way without consent of **BID Resources Sdn. Bhd.**. This document and the information contained herein are subject to a confidentiality agreement, violation of which will subject the violator to all remedies and penalties provided by the law.

FREE to use for Buyers/Auctioneers

(Bidders/Suppliers/Vendors pay nominal flat fee only upon confirmation of taking part in e-bidding)

Functions

e-Bidding

- Reverse Auctions ⇨ e-RFQ, e-Tender
- Forward Auctions ⇨ Auction to sell
- Open Auctions ⇨ RFI, RFP

Features

- Supplier Self Management ⇨ Updated supplier information
- Products/Category Management ⇨ e-Catalog
- Auto Time Extension ⇨ If any last minute e-bidding
- Bid Price Masking ⇨ Show or Hide bid price
- Final Offer ⇨ Best Price after e-bidding

Benefits

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

BidAsia is an e-RFQ, e-Tender System. Cloud Computing - Software as a Service (SaaS)

To Buyers / Auctioneers

- FREE to use e-Procurement tool for Buyers / Auctioneers to conduct online e-bidding to obtain prompt responses and competitive pricing from bidders.



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.





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

Note: BidAsia solely facilitates business between Sellers and Buyers. BidAsia 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.

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.





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

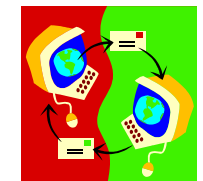
- Auditable trail for all transactions.
- All sellers treated equally & fairly, No impartial dissemination of information.
- Online seller screening, centralize seller database. Measurable savings & benefits.
- Email alerts for key events.



People

Protected from accusations and allegations

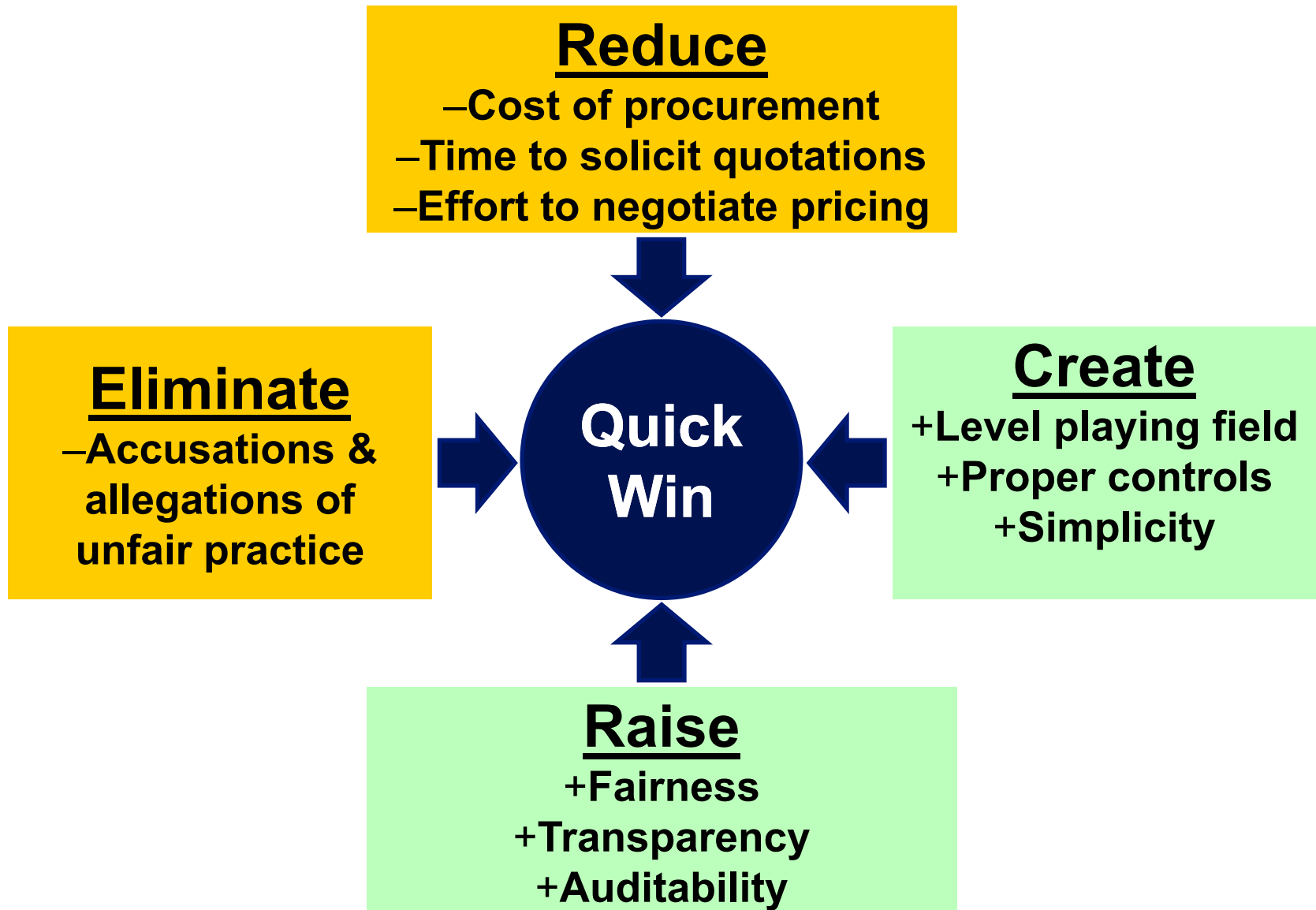
- Price outcome not solely dependent on individual's negotiation skills



Technology

Minimal adoption requirement.
Fast to deploy

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



Increase Profit by Reducing Procurement Cost

Goal: Increase Profit by \$5 mil

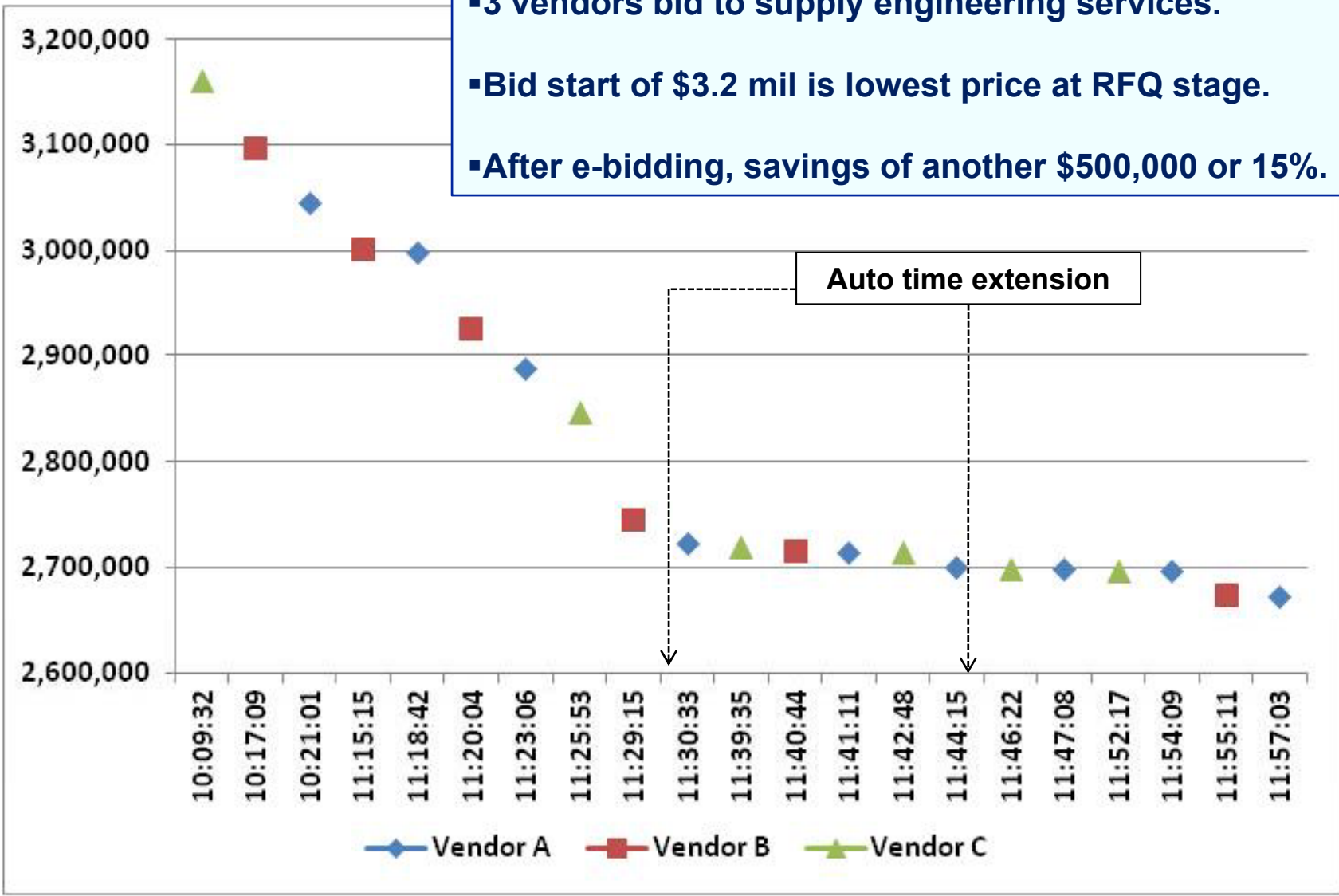
Assumption 10% profit margin

	<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.

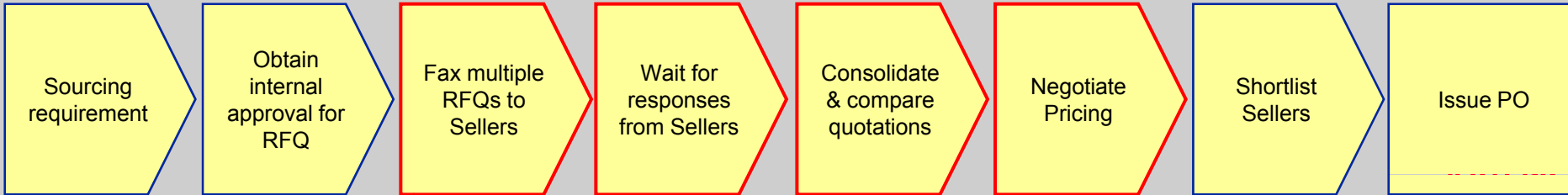
Example of e-bidding price reduction

- 3 vendors bid to supply engineering services.
- Bid start of \$3.2 mil is lowest price at RFQ stage.
- After e-bidding, savings of another \$500,000 or 15%.



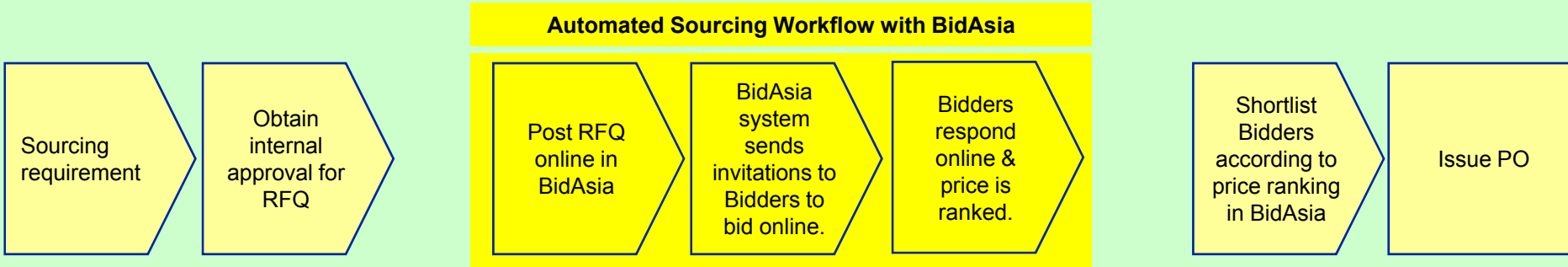
SOURCING WORKFLOW SIMPLIFIED

Typical Sourcing Workflow



8 STEPS

Sourcing Workflow with BidAsia



5 STEPS



Public Buy-Sell Portals

▪ Fully self served, self managed, self help portals.

▪ No audit trail. No reports. Most transaction records history are lost when transaction completes.

▪ Universe of Buyers post info to invite universe of Sellers. Sellers sieve through bulk of postings to retrieve business prospect.

▪ General purpose. May not cater to specific needs of organizational Buyers.

BidAsia

⇒ BidAsia is a manage service bureau with backend office staff at BidAsia to support each RFQ requested by Buyer.

⇒ Each transaction is tracked and recorded. Reports & audit trail specific to Buyer & Bidder organizations' transactions are available.

⇒ 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.

⇒ Customized for Biz-2-Biz, organizational Buyers.

Customized eProcurement Systems

▪ Organization's process change, people's roles & responsibilities change, IT infrastructure overhaul required to implement system.

▪ Commit to proprietary system and single vendor. Need to invest in hardware or software, user license fee, future upgrade cost, consultancy, etc.

▪ Only trained staff can use system.

BidAsia

⇒ No system or process change. Buyers do not need to change internal procurement process or adopt a new system.

⇒ Use any PC with internet access to monitor bid on free private website. Opt in, opt out of system usage anytime.

⇒ No complicated data entry. No software training. Buyers just fill in simple RFQ form online and submit to BidAsia system to post RFQ online and email to invited Bidders to bid on this RFQ.

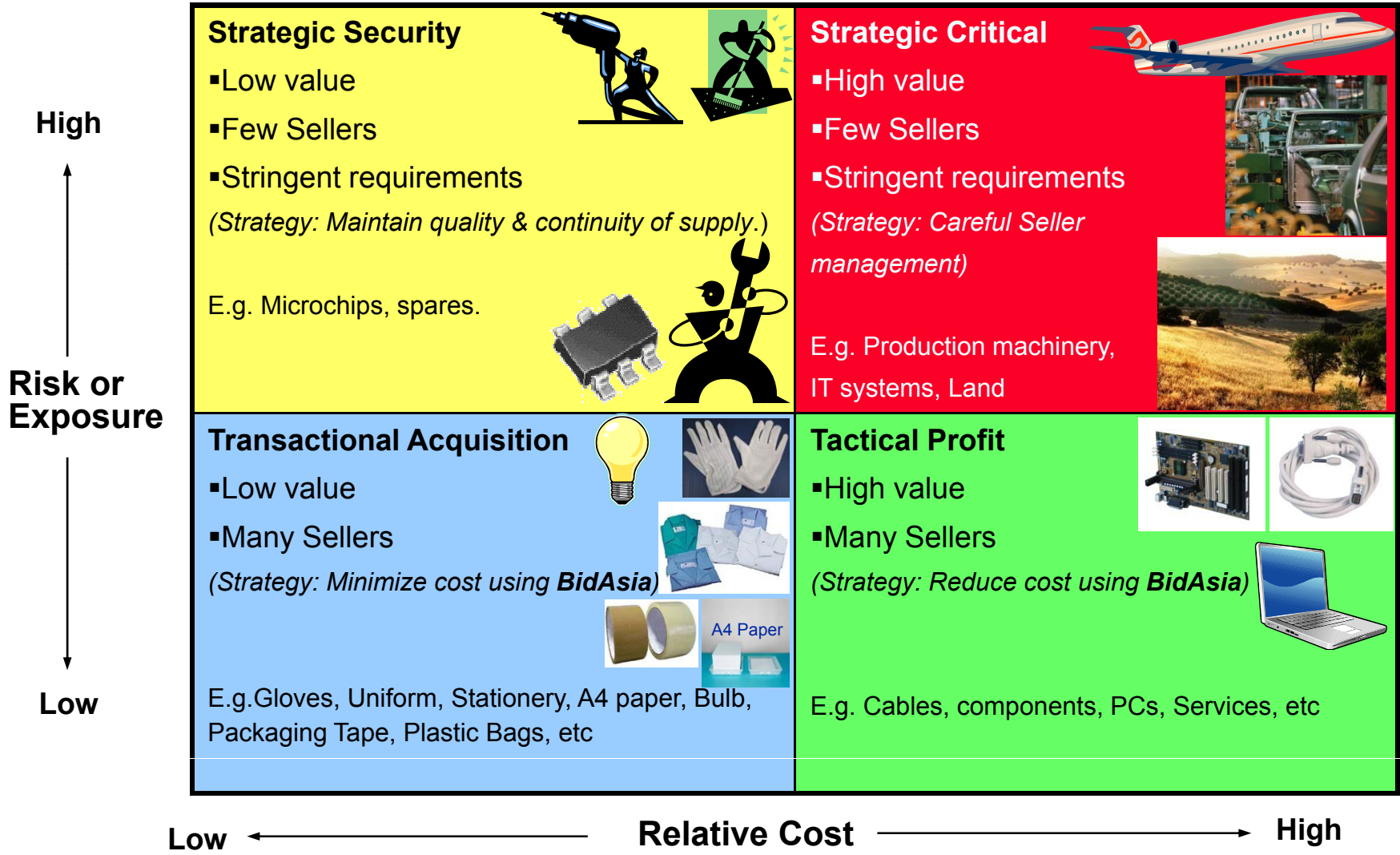
Conduct trial sourcing project using BidAsia to evaluate benefits. Example:

1. Reduction in cost of materials & services.
2. Achievement of transparency.
 - ✓ Easy to track, manage & audit.
3. Improvement in process.
 - ✓ Better process control.
 - ✓ Reduce bid solicitation effort and time.



APPENDIX

BidAsia's SUPPLY POSITIONING MATRIX



BidAsiaTM  [Log In](#) | [New Sign Up](#)
... the best deals are online.

Home | [Products](#) | [Auction Summary](#) | [Contact Us](#) | [About Us](#) | [Terms](#) Server Time: Tue Mar 8, 2011 11:15:17 MYT GMT +08:00
All Day, Date, Time listed are in reference to this time



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

For registered member log-in.

CUT COST, IMPROVE GOVERNANCE & CONTROL PROCESSES WITH BIDASIA®

Go to www.id.BidAsia.net   [Sign Up Here](#) ⇒

FUNCTIONS	FEATURES	BENEFITS
<ul style="list-style-type: none"> E-Bidding Reverse Auctions Forward Auctions Open Auctions 	<ul style="list-style-type: none"> Supplier Self Management Products/Category Management Auto Time Extension Bid Price Masking Final Offer 	<ul style="list-style-type: none"> Competitive Pricing Level Playing Field Transparency Audit Trail Flexible E-Bidding Scheduling

FREE TO USE FOR CORPORATE BUYERS. Email us using [CONTACT US](#) form to find out how. Supplier/Vendors/Bidders pay a nominal flat fee only upon confirmation of taking part in e-Bidding.

[Log In](#)
[New Sign Up](#)

For new member sign-up.

QUICK WINS WITH E-BIDDING			
REDUCE	ELIMINATE	CREATE	RAISE
<ul style="list-style-type: none"> Cost of procurement Time to solicit quotations Effort to negotiate pricing 	<ul style="list-style-type: none"> Accusations & allegations of unfair practise 	<ul style="list-style-type: none"> Level Playing Field Proper Controls Simplicity 	<ul style="list-style-type: none"> Fairness Transparency Auditability

Brief explanation on benefits of using BidAsia.



... the best deals are online.

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

Wed Sep 17, 2008 22:46:30 MYT

Logout

[CLICK HERE TO CHAT WITH US](#)

News Updates

WELCOME TO BidAsia.

If you are a first time BidAsia buyer member user, please follow the steps below -

1. Register the product(s) you wish to source for.
 - a. Go to **Register Product** menu. Fill up the Register Product form.
(If you are unsure of how to Register Product, just download the "OFFLINE" form at the **Register Product** menu, print it, fill it up, and fax to 03-7987 5673.)
2. Go to **Invite Contacts** menu - Invite your sellers to use BidAsia.
(Please allow 3 working days for BidAsia admin to process the new products registration & new seller members registration.)
3. Go to **Address Books** menu - Organize your list of registered sellers into address book(s).

Buyers can now begin creating Request For Quotations using BidAsia to source for competitive prices.

Follow steps below -

1. Go to **Submit New Auction** menu -
 - a. Choose Product from Product Directory.
 - b. Fill up the RFQ Details.
 - c. Invite sellers (select sellers either from the pre-defined address book or any sellers 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.

After the RFQ auction has closed, buyers can award the auction to any one seller who participated in the RFQ auction.

To do this -

1. Go to **My Auctions** menu.
2. Select the **RFQ ID** number.
3. Select **Action** button.
4. Select **Award RFQ** button. Select to award auction to a seller.
5. Select **Feedback On Awarded Seller** button to provide buyer's feedback on seller within 30 days of closure of this auction.

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

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

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

Registered buyer's details.

Navigation panel for BidAsia buyer member.

Auction summary for this buyer and buyer's company.

Simple instructions on how to use BidAsia as a buyer.



... the best deals are online.

[Home](#) | [Products](#) | [Auction Summary](#) | [Contact Us](#) | [About Us](#) | [Terms](#)

Wed Sep 17, 2008 22:28:32 MYT

Logout

[CLICK HERE TO CHAT WITH US](#)

News Updates

WELCOME TO BidAsia.

If you are a first time BidAsia seller member user, please follow the steps below -

1. Register the product(s) you wish to offer for sale.
 - a. Go to **Register Product** menu. Fill up the Register Product form.
(If you are unsure of how to Register Product, just download the "OFFLINE" form at the Register Product menu, print it, fill it up, and fax to 03-7987 5673.)
(Please allow 3 working days for BidAsia admin to process the new products registration.)
2. **Add Selling Product** - Link products to your products portfolio.
 - a. Go to **Selling Products** menu.
 - b. Select **Add Selling Product** button.
 - c. Add Product from the **Product Directory**.

To participate in a new RFQ auction.

(Sellers are required to have minimum balance amount of RM30 in their e-wallet to participate in a new RFQ auction)

1. Go to **Invited Auctions** menu.
2. Select the **RFQ ID** number.
3. Select **Action** button.
4. Select **Bid** button.

If a seller is awarded a RFQ auction by a buyer, the seller can provide feedback on the buyer within 30 days of closure of the auction.

1. Go to **Invited Auctions** menu.
2. Select the **RFQ ID** number.
3. Select **Action** button.
4. Select **Feedback On Buyer** button to provide buyer's feedback on seller within 30 days of closure of this auction.

sellerco1
Wendy Wong
Wendy Retail
Seller Panel

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

My Invited Auctions	
Pending Approval	2
Active - Waiting	0
Active - Started	6
Active - Closed	10
Trashed	0
Total	18

Registered bidder's detail.

Navigation panel for BidAsia bidder member.

Auction summary for this bidder's account.

Simple instructions on how to use BidAsia as a bidder.

Example of RFQ auction's online audit trail as seen by Buyer, Buyer's Management & Auditors

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.
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					
2008-03-02 17:32:10	-	Re-award seller	Buyer(ID:1)	Alan Chan	Alan Services Sdn. Bhd.
Seller ID: 36 Seller Name: Alan Chan					

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

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

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

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

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 1st 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

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	-
2008-03-02 17:30:47	-	Re-award seller	Buyer(ID:1)	Other Seller	-

EXPORT AS CSV

BACK

sellerco1
Wendy Wong
Wendy Retail
Seller Panel

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

Pending Approval	2
Active - Waiting	0
Active - Started	6
Active - Closed	10
Trashed	0
Total	18