

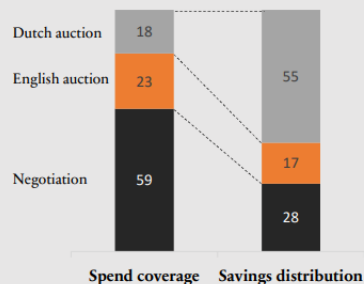
Benchmarks - Benefits/Metrics	eAuction	Traditional Negotiation (RFP/Offline negotiation)
Ideal savings % can be obtained using eAuction against the Traditional Negotiation (RFP/Offline negotiation)?	10% to 20% \$ Value/Cost Savings	0% to 5% \$ Value/Cost Savings
In terms of Time Consumption per sourcing event	It takes Hours or days' time (1 hour to 2/3 days time)	It takes Weeks or Months' time (1 week to 4 weeks)
Geographic Reach	Global	Local/Regional
Return on Sourcing Investment (Timeframe Savings Realized)	Days or Weeks	Months or Years
Other Benefits using eAuction in comparison to Traditional Negotiation (RFP/Offline negotiation)		
Reduce the total cost of sourcing by: 13%		
Increase the use of standard templates by: 46%		
Reduce data collection errors by: 35%		

Source: AT Kearney survey, Industry Experts, Supplier Interaction

Examples...

Spend covered vs savings...

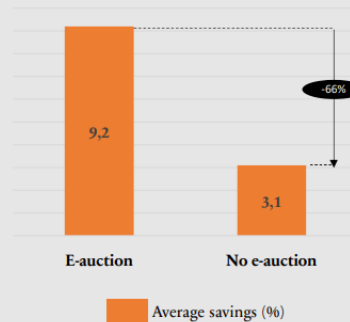
Transport tender Asia:



E-auction applied on 41% of total spend and contributed with 72% of savings!

Average results across portfolio...

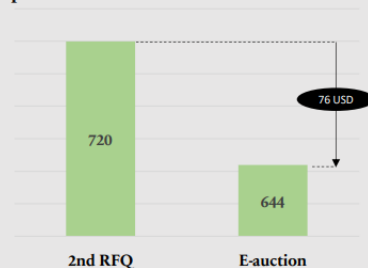
Results for tenders all classified as **leverage** approach within Retail:



E-auctions secured 66% better results across portfolio of tenders!

RFQ vs. E-auction

Road transport where different strategies applied for two different Business units – price for same corridor:



E-auctions secured 11% higher savings!

Source: Jacob Gorm Larsen: A practical guide to e-auctions for procurement (2021)