

prego. ausschreiben 24

The solution that frees up time for more important things – call for tenders now in a few easy steps!

The digital trendering solution



Call for tenders now in a few easy steps! RFIs, RFQs or e-auctions – agile, cost-effective and in the cloud

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Features of the online tendering

ausschreiben24.com is a platform that has been designed and developed by purchasers for purchasers. Our aim is to provide users with easy access to a user-friendly platform so that they can carry out their calls for tender digitally. The tendering solution, which customers can access at www.ausschreiben24.com, is operated using the existing infrastructure of prego services GmbH and provided on the internet as a software as a service.

Usage of the tendering solution is restricted to natural or legal persons or partnerships with a legal capacity, which use the platform's online services for the purpose of carrying out their commercial or independent professional activity.

The user is wholly responsible for the design and processing of any contracts that are offered and concluded over the tendering platform.

To this end, the purchaser details the items that he wishes to purchase on the tendering platform and invites selected companies to submit an offer. The bidders concerned receive a message and are able to submit bids on the platform. The entire process is conducted digitally.

All steps in the process are documented, a record of which can be accessed in the form of an audit-compliant document.

The platform can be used for tenders (RFQs, RFIs), awarding contracts, discounts and reverse auctions.

Advantages:

- Cost savings:
 - quick processes result in cost savings
- Increased convenience:

price comparisons at the touch of a button

- All calls for tender in one system
- Greater security:

audit-compliant record of contract award

- No media gaps:
 - documents transferred digitally
- Immediately available online:

no installation or previous experience necessary!

Functions

Registering and selecting the correct type of tender

Users register on the platform ausschreiber24.com by entering their allocated user name and password. Once registered, the user can select the type of tender or call up tenders in progress. Alternatively, users can log in with a single sign-on using SAML authentication.

Changing your password

You can change your password in the app at any time.

Default settings for language, currency, type of tender

You can determine your own default settings for the language and preferred currency via *Settings* in the app, and also select which types of tender should be displayed or masked out.

Default settings for tender ID number, clients, standardised texts

Clicking on *Settings -> Companies* allows you to activate the automatic allocation of an ID number for your tenders. This number can also include abbreviations. The system will also automatically add the year and a serial number to the ID number. This tender ID number can also be included in the subject line of emails, for example. Other clients can be added, including their own logo. Standardised texts can also be saved by clicking on *Parameters -> Companies*. These standardised texts can then be used when writing emails and descriptions, for example.

Integrating your company logo

You can integrate your own company logo by clicking on *Parameters*. The logo will appear on the platform for purchasers and on the bid page for bidders. It will also be used in all email communication.

Inviting other team members to the platform

Depending on the package that you choose, you can add other users within your company under *Settings*. These users then receive an invitation by email and can start using the tendering platform straight away.

Taking over from a colleague

You can view all tenders created in the app by another team member and either stand in for this team member or reassign the tender to yourself.

Selecting the organisational unit (clients/accounting centre)

If purchasers need to call for tenders on behalf of several different companies, the corresponding company can be selected when creating the tender.

Listing materials and service items

There are several ways of creating the tender specifications: an Excel import of an external file, an SAP import of a purchase requisition, manual entry or a copy of a completed tender, for example. The different items can be supplemented by preliminary notes, copied or repositioned later.

Saving completed tenders as templates

Current or completed tenders can be saved easily as templates. Basic data, supporting documents, individual tender items and bidders are duplicated in the template, as well as all text.

Using GAEB* data for tender specifications (*German Committee for Electronics in Construction)

In the case of building tenders, it is a particular advantage when GAEB files can be attached to the tender.

Reverse auctions

Besides traditional requests for prices, the platform also supports reverse auctions. The purchaser is able to define the level of transparency, i.e. what the bidder can see (only the current

best offer, or the best offer and the bidder's own ranking, or both of these plus the number of bidders). In addition, the platform allows the user to manage bidding intervals, automatic auction extension and other specific settings. The auction also includes a timer that counts down the time remaining until the submission deadline. Another feature allows purchasers to follow bids as they come in using the real-time ticker in the *Analysis* tab. An item can also be given a 'starting price' that appears as the 'virtual best price' in the bidder's view.

Forward auctions

The platform can also be used for forward auctions. In these auctions, the 'seller' puts an item up for auction and 'buyers' (bidders) can place their bids. Because this is a sale, the highest bid wins. The platform also allows the user to manage the level of transparency, bidding intervals, automatic auction extension and other specific settings.

Dutch auctions

The platform can also be used for Dutch auctions. This involves defining a set time-frame (e.g. 2 minutes) in which suppliers/bidders need to decide whether or not they accept the price. If none of the selected suppliers choose to accept this price, the price automatically increases to the next level. Suppliers then need to decide whether or not to accept this new price. This cycle is repeated until the first supplier accepts the price or the maximum price limit (not displayed) has been reached. Because suppliers do not know who they are competing against, they are under pressure to react quickly – only the first supplier to accept the price wins the contract. Suppliers have no second chance and no opportunity to change their mind.

Ongoing RFQs – raw material procurement

A series of recurring RFQs can be established in *Settings*, using the reminder function. RFQs can be repeated at daily, weekly, fortnightly, monthly, quarterly or annual intervals. Bidders will receive an automatic email requesting them to submit a price within the corresponding interval. The purchaser is able to view the prices submitted in the Excel download provided for analysis. This download enables the RFQ to be analysed by year, month, calendar week, participants and items, for example, based on extensive pivot tables and charts.

Bidder database

The tendering solution enables master data to be saved for each bidder. The call for tenders can then be sent directly to chosen participants by selecting them from the company directory.

The platform enables bulk imports of data, e.g. master records for suppliers as a .csv file. Bidders can also be filtered by category, company status, country or other search criteria (including attachments).

Inserting tender documents (enclosures)

The tendering solution enables all documents related to a tender to be provided digitally – all documents together, sorted per tender item or sorted per bidder. Both bidders and purchases save the cost of copying, postage and processing. Enclo-

sures can be added manually, via a central enclosures folder or using drag & drop.

Defining when bids can be opened

For each tender, the user can determine whether submitted bids are not allowed to be opened until a specified date, or whether they can be opened immediately after submission.

Automatic reminders

You can set up an automatically generated reminder for participants when you create a new call for tenders or for existing tenders. The message text can be composed freely or selected from a template, and the frequency can be configured to be sent once or several times (e.g. on specific dates). You can select 'All participants', 'Only participants who have not yet submitted a bid', or 'Only participants who have not yet opened the call for tenders'.

Calendar with Outlook integration option

Once the tender has been sent out, the submission deadline can be transferred into your own calendar using the corresponding icon.

Email function

Purchasers are able to disable the automatic email function for himself, i.e. no alerts are sent to the purchaser when new bids or messages are received. The reason for this is that it makes little sense to be informed about bids submitted during auctions run over a short period of time (e.g. 30 minutes).

Bidder preview

Before sending out an invitation to bid, purchasers can check what bidders will be able to see by clicking on the *Participants* tab and selecting the preview. (The tender must be saved in the system to be able to access the preview.)

Accepting terms of use before bid submission

A data protection agreement/non-disclosure agreement can be displayed before bidders access the tender. In other words, a bidder must firstly accept these conditions before being able to compile a bid. Texts can be composed by selecting pre-defined standard texts.

Password protection for bidders

A bidder's access to tenders can be protected by a password (chosen by the bidder the first time they access a tender); the purchaser is able to reset a password.

Assessment and RFIs

An assessment of bids received can be requested at any time and can also be downloaded as an Excel file. The history of individual bids in reverse auctions is also tracked in table and graph form. Furthermore, the payment conditions (cash discounts) contained in a company's master data are automatically calculated into the net-net contract price.

The purchaser can also compile a list of questions with yes/notype answers, a drop-down list, free text answers and file upload. Bidders' answers can be pre-defined, e.g. by using a list of responses from which bidders can select the appropriate answer. In this example, the bidder chooses from a drop-down list. Individual questions can also be marked as mandatory or optional criteria and expanded with scores and comments in the bid assessment.

Entering questions about specific tender items

The user is able to enter questions for specific tender items in the *Items* tab. Clicking on *Add item* opens the integrated function allowing the purchaser to insert questions.

Extending the submission date and bidding period

The bidding period of any tender can be extended in a matter of clicks. All amendments will be recorded in the tender record file. Bidders will be advised of the changes automatically by email.

Deleting or cancelling a tender

All tenders created in the system can be deleted, provided that invitations to bid have not yet been sent. At any point before the submission deadline, open tenders can be cancelled or ended by stating a reason for doing so. Bidders who have already downloaded documents or submitted bids will be automatically notified accordingly.

Adding bidders to an open tender or amending data

New bidders can be requested to submit a bid in an existing call for tenders. The bidder's email address can also be amended at a later date if the master data contains an error.

Amending the content of a current tender

If purchasers realise that key aspects of the tender have changed since it was launched, the content of the tender can be updated. Bids already submitted, including their enclosures, will be taken into account. Bidders simply need to check the amendments and revise their bid if required.

Changing the name of a tender

The name of a tender can be amended, even after the tender has been put out.

Full-screen mode

The platform can be displayed in full screen mode to process tenders more effectively.

Purchase requisitions issued by departments

An online form can be generated as an add-on module, which individual departments can access on the intranet, for example. Employees can enter important master data online, fill out the RFI or insert individual items for the tender. They can also select a specific purchaser to whom the purchase requisition will be sent. The purchaser receives an email to notify him of a new purchase requisition, which he can access by clicking on the *Purchase requisition* tile on the **ausschreiben24.com** landing page.

If all information contained in the purchase requisition is clear and understandable, the purchaser can transfer the details directly into a new call for tenders. The entire contents of the requisition is copied into the tender. The purchaser can also decide how much of the tender process the department is allowed to see (e.g. status only or including the assessment). Depending on the settings, the person who drew up the purchase requisition can now follow the tender online.

Submission of digital bids and bid withdrawal

To help suppliers submit their bids, the platform guides them through all the declarations and necessary information required for the bid. The platform achieves this by means of a user-friendly, intuitive interface allowing the digital processing, compilation and submission of all bid documents. The platform is accessed directly from the email notifying the bidder about the call for tender. The bidder is not required to register or log in to the platform. Submitted bids may also be withdrawn again before the submission deadline.

Importing and exporting bids via Excel

Bidders can export the content of the tender to Excel, edit it in Excel and re-import it. A plausibility check is carried out.

Email confirmation sent to bidders

After having submitted their first bid, suppliers/bidders receive an automatic email to confirm that their bid has been successfully transmitted. This provides bidders with evidence of their submission.

Supplier/bidder out of office messages

The purchaser who compiled the call to tender will be informed of any emails that cannot be delivered to suppliers/bidders (out of office reply or incorrect email address). Mailboxes are periodically checked for messages of this type. As soon as the associated tender has been determined, the mail is forwarded to the purchaser responsible for the tender.

Submission of attachments after the bidding deadline

An attribute can be created at company level (Settings -> Company -> Attachments) that determines whether or not bidders are allowed to upload attachments after the submission deadline. This default setting will be applied to all new calls for tender. However, it can be overridden for each separate tender (Tender -> Settings).

Discounts and surcharges

Purchasers can use the *Surcharge/discount* function in the tender to stipulate that suppliers need to enter a surcharge or discount (in %) on top of a defined price.

Messaging function and declining participation

Each participant has the opportunity to submit additional comments for open tenders. Suppliers who do not wish to participate in the tender can also inform the purchaser accordingly. The purchaser is informed as soon as possible and can decide whether to extend the number of bidders invited to tender.

Tender process, internal memorandums and tender record files

The purchaser can see a record of all activity during the tendering process. He knows which suppliers have already read the call for tenders and which ones have already submitted a bid. The information is presented in chronological order. Events can

also be entered manually, for example, records of any negotiations. In addition, an audit-compliant 'Tender record file' can be created and saved in a matter of clicks. This file contains all relevant information about the tender.

Tender archives

A zip file can be created for each tender in *Further actions* and saved locally. Besides the tender record file and price comparison, this file also contains all other relevant documents, sorted by participant. This function is a preparatory step, enabling the documents to be transferred into the company's digital archives.

Using other criteria besides price

In the case of RFQs, a second criterion besides price can be requested. The different criteria can be defined in *Settings*. Different data types can be selected, e.g. decimal points: the bidder can enter values with decimal places; integer: the bidder can enter a whole number; percentage: the bidder can enter a percentage; text: the bidder can enter text; yes/no tick box: the bidder can choose either yes or no. If a new tender is drawn up, this additional field can now be selected under *Items -> Product -> at category level*. The bidder can now make an entry for each item in this category when preparing his bid.

Filters: e.g. masking/showing past tenders

Requests for prices/tenders can be filtered out and masked if they are not needed in the initial view. As a rule, these are tenders marked with the status 'completed'. The icons for filter/sort/group appear in colour when these criteria have been selected. This function is saved locally on the user's browser.

Keeping tenders/attachments locked and record of opening

This function can be enabled in *Settings*. When this is activated, the purchaser is only allowed to view bids or attachments once the submission deadline has expired. When a bid is opened in *Assessment*, a dialogue box is displayed that includes a written trace of the bid opening.

Enclosures folder

Enclosures that are used regularly can be saved in a central enclosures folder that can be accessed by all users within an organisational unit. Enclosures can be copied from this folder for use in current tenders. In addition, you can use also code each document so that it is automatically included in all new tenders, or included depending on participants.

Company offices/subsidiaries

This function enables a central purchasing department, for example, to view the tenders of decentralised organisational units (e.g. other subsidiaries, divisions, etc.), request tender assessments, etc., without the decentralised units being able to see the tenders, contacts, enclosures, etc. of the central office.

Follow-up tenders and further rounds of negotiations

Follow-up tenders can be created in *Further actions* once tenders have reached *Assessment* status. This allows further rounds of negotiations to be carried out and recorded for the one tender.

SAP ERP interface - purchase requisitions

The purchaser begins the process in the SAP ERP. He creates an export file and the purchase requisition is marked with the status *Tender creation*. In the same way as an Excel import, the purchaser can import this SAP file into **ausschreiben24.com** and compile a call for tenders in the usual way. At the end of the bidding deadline, an analysis file can be exported from **ausschreiben24**, showing the results of the tender.

Besides the item prices and best bidders, this file also contains the tender record file as a pdf, as well as the Excel price comparison. The purchaser can then import this file into SAP Purchase Requisitions, as described in step 1. This updates the items with the prices and information about the supplier. The tender record file and the price comparison are also stored as external documents in the SAP archive (Generic Object Services). The purchase requisition can then be converted into an SAP order. The necessary customisation settings will be sent to the customer's IT department in the form of an SAP transport request including information about the settings.

SAP ERP interface – creating an ORDER

At the end of the bidding deadline, an analysis file can be exported from ausschreiben24, showing the results of the tender. Besides the item prices and best bidders, this file also contains the tender record file as a pdf, as well as the Excel price comparison. The purchaser can then import this file into SAP Purchase Requisitions using a separate transaction. This ensures that those orders that are 'labelled' are created with the necessary content. The tender record file and the price comparison are also stored as external documents in the SAP archive (Generic Object Services).

The necessary customisation settings will be sent to the customer's IT department in the form of an SAP transport request including information about the settings.

Analysis

The tendering solution enables a wide range of analyses to be carried out at the touch of a button. The integrated reports manager contains pre-defined options and creates reports that can be printed out and saved on the user's system.

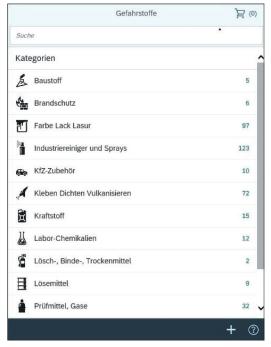
Self-registration of suppliers

Settings -> Company contacts -> Supplier application allows the user to choose whether or not he wishes to enable this function as a general rule. Selecting Yes brings up an online form and other setting options that allow suppliers to register online via your corporate website. To enable them to do so, the link provided on this page simply needs to be inserted on the corporate website. When categories are maintained and allocated to a particular purchaser/user, the latter will receive an email as soon as a new supplier has registered. The registration data will be saved automatically under Company contacts.

OCI-compatible catalogue add-on

The ausschreiben24.com technology enables the provision of an online catalogue for internal use. This catalogue is OCI-compatible, i.e. it can be connected directly to existing e-procurement solutions, such as SAP SRM.

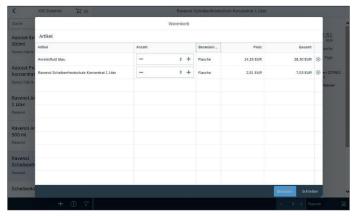
Selected images:



Products and categories



Product details and documents



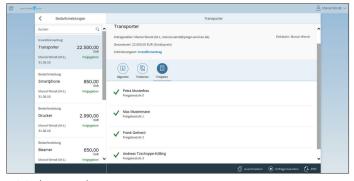
Basket



Integrated free text request and processing workflow

Digital purchase requests add-on

A separate module integrated into ausschreiben24.com enables forms (e.g. investment requests) to be processed quickly and easily online. The relevant settings (e.g. employees, allocation of cost centres and authorisations, etc.) can be defined. Individual departments can then access the digital form centrally, fill it out and send it off. The form can pass through flexibly defined authorisation levels, depending on account allocation or value of the request. Once authorised, the request reaches the person responsible for dealing with it, where it is processed.

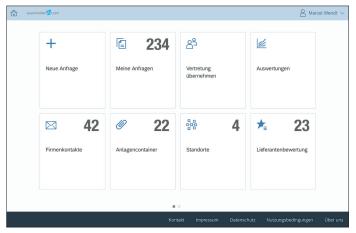


Digital proposal

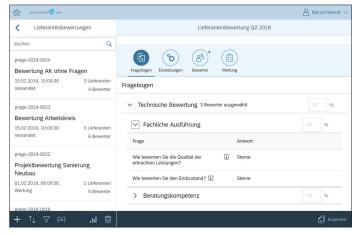
Supplier rating add-on

A dedicated, integrated module in **ausschreiben24.com** enables suppliers to be rated quickly and easily online. Key criteria, subcriteria and percentage weighting can be entered in the module, as well as the names and email addresses of potential evaluators. This module also contains comprehensive reporting features based on Excel downloads.

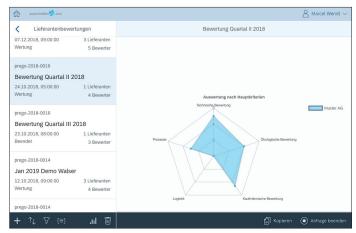
Selected images:



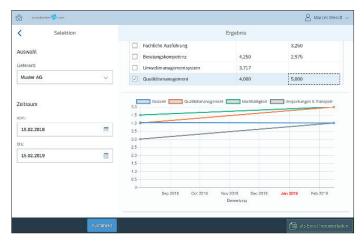
Tiles on the landing page

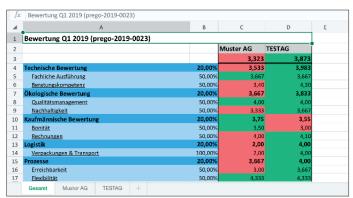


Overview and detailed information

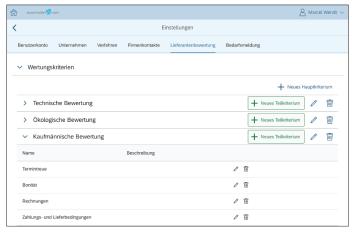


Individual analyses





Global analysis and Excel download



Assessment criteria settings

Terms of use

ausschreiben24.com is a platform provided by prego services GmbH (Operator), which can be used for tendering by companies (Users) that have procurement needs and suppliers of goods and services (Bidders). Use of the platform is reserved for Users and Bidders that are defined as companies in the terms of Section 14 of the German Civil Code (BGB). The User, in his role as a purchaser, publishes a list of the goods/services he needs to purchase on the platform and procures these by means of a tender. Bidders who have been invited to submit an offer are allowed to take part in the tender. The entire tendering process is carried out digitally, based on the following terms of use:

- The user shall process any enquiries related to a tender on www.ausschreiben24.com immediately. The User must be registered on the platform to be able to do so.
- The user shall process any enquiries related to a tender on www.ausschreiben24.com immediately. The User must be registered on the platform to be able to do so.
- Bidders may use the platform free of charge.
- Users may also use the free version of the platform without charge. The free version of the platform enables users to conduct RFQs digitally and benefit from a restricted range of functions.
- The 'Single' or 'Team' version of the platform includes the full range of functions and can be tested once for free over a period of 30 calendar days. At the end of this period, use of the platform either ceases or rolls over into a contract of use based on the current pricing model (please refer to www. ausschreiben24.com). In the latter case, the Operator and User conclude a contractual agreement before the end of the trial period.
- The use of the platform also supports alternative business models. These shall be negotiated separately between the Operator and User and regulated by the terms of a contract.
- The User and Bidder are solely responsible for the content and processing of any contracts that are awarded and concluded over the tendering platform. The Operator is not, therefore, a contractual partner and, as a consequence, assumes no guarantee for the fulfilment of the contract, nor accepts any liability for material defects or legal deficiencies in the goods and services traded.

- During a call for tenders, a bid is only considered to have been received once it has been saved in full on the tendering platform.
- In the event of circumstances for which the operator is responsible (e.g. overload/disrupted service), a bid that was submitted by a Bidder before the submission deadline and only received by the User after the deadline due to these circumstances shall not be considered as late. The User accepts this.
- Due to the configuration of the internet, the Operator has no influence on data transmission over the internet and shall, therefore, not be held liable for the availability, reliability and quality of telecommunications networks, data networks and the technical equipment of third parties.
- Users and Bidders are forbidden to reach any form of agreement with one another during a tendering process. Violating this principle, regardless of which party initiates the violation, automatically disqualifies the User(s) and Bidder(s) concerned
- If a tender does not result in the desired outcome for the User, despite negotiation and thorough examination, the User may cancel or terminate the tender without consequences.
- Users and Bidders shall refrain from any improper use of the platform, in particular from misuse of access authorisation.
- The Operator shall observe the data protection regulations and undertakes to treat all information received from Users and Bidders, in particular personal data, confidentially and to do so for an indefinite period of time. The Operator shall take extensive technical and organisational precautions to ensure that data is handled confidentially and exclusively for the purposes intended.
- No personal data that is collected in relation to a tender is used for advertising purposes nor passed on to third parties.

Operations, service and support

Operations, data protection, data centre

Description	The provision and operation of physical servers, active monitoring of the servers and storage systems, maintenance and repair within operating hours, the import of patches and service packs for the operating system, anti-virus licenses, system management, system monitoring and remote control, tuning and planned maintenance, ensuring online operability and availability	
Data security	Daily online back-up, live system, monthly offline back-up of all systems, back-ups saved for 30 days	
Operating hours	24 hours a day, 365 days a year (excluding maintenance times)	
Availability	98,5 %	
Recovery time	Typically 6 hours within normal operating hours	
Physical location of data	Saarbrücken, Germany, with a redundant back-up in Mutterstadt	
Certification	DIN ISO 27001	

Service and support

Description	Skilled service desk: the provision of support to customers contacting us by email and phone. Recording and tracking of all incoming calls in a central ticket system.
Customer services	Mon.–Fri. 7 a.m–5 p.m. CET. Closed on public holidays.
Languages	German, English
Hotline	+49 681 95943 - 2155 +49 621 59571 - 2155
Email address	it-service@prego-services.de
Contacting support	Support services are reserved for the purchasers/users of ausschreiben24.com's clients. These users are identified by name.
Certification	DIN ISO 9001, 14001, ITIL

Privacy Policy

prego services GmbH operates the data centre of the online business-to-business platform www.ausschreiben24.com (tendering platform) and provides this solution and its features for the processing of digital tendering procedures between purchasers and suppliers of goods and services (Users).

It goes without saying that we take the protection of personal data such as your name, address and telephone number very seriously. With the implementation of appropriate technical and organisational measures, we ensure the respect of your rights when collecting, processing and using your data. We carry out our online operations in compliance with the legal provisions on data privacy and security. The data protection information applies exclusively to the online websites of prego services GmbH. We shall not accept liability for possible data protection violations by other websites to which we have provided a link. The operators of linked sites are solely responsible for their content. Our services are provided for use with the following conditions:

Registration

You are requested to enter personal data when you register. prego services GmbH shall undertake to not pass this data on to third parties; data shall be saved exclusively for the purposes of providing the service.

Data transmission

Although we take all possible care in the protection of personal data, prego services GmbH shall not be liable for the security of information during the transfer of data from the customer to prego services GmbH.

Duty of care

prego services GmbH underlines that access information should be treated confidentially and protected from access by third parties. If several users use the same PC, the browser window should be closed when the user has finished communicating with prego services GmbH.

Storage of data

Information that has been collected during the registration process and from log files is stored anonymously by prego services GmbH.

Amendment and deletion of data

You have the right to request the amendment or deletion of your personal data by sending us an email to info@prego-services.de or phoning us on +49 681 959 430.

Platform benefits

A comparison of the proposals from different bidders is just one click away. Complicated manuals have been replaced by an intuitive platform and simple processes. ausschreiben24.com can be used online straight away without prior experience. Purchasers can carry out the entire tender process digitally in just a few easy steps – drawing up tenders, requesting prices, compiling questionnaires, comparing prices or conducting auctions. The solution is primarily designed for purchasers who want to save time and effort. ausschreiben24.com is a modern platform that facilitates routine tasks for the purchasing team.

Interfaces integrated with other systems or SAP applications prevent media gaps and avoid data having to be entered several times – minimising costs and errors.

Security is also a key aspect. **ausschreiben24.com** ensures that all activity is recorded in the system, providing a seamless documentary evidence and maximum transparency.

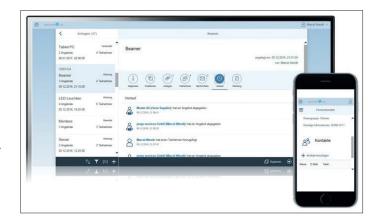
ausschreiben24.com is a modern, innovative, simple and secure way of issuing calls for tender. Your many benefits at a glance:

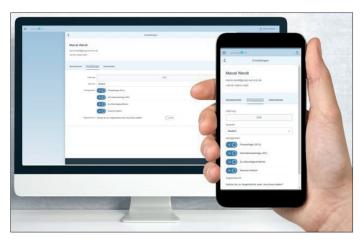
- Cost savings: quick processes result in cost savings
- Increased convenience: price comparisons at the touch of a button
- Greater security: audit-compliant record of contract award
- No media gaps: documents transferred digitally

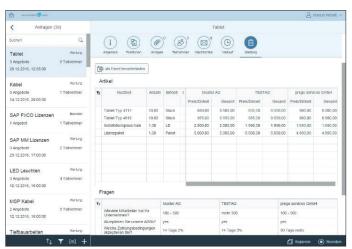
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