

# **WELCOME**

## **IMMS 2025**

**Presentation by Dr. SB Saraswat**

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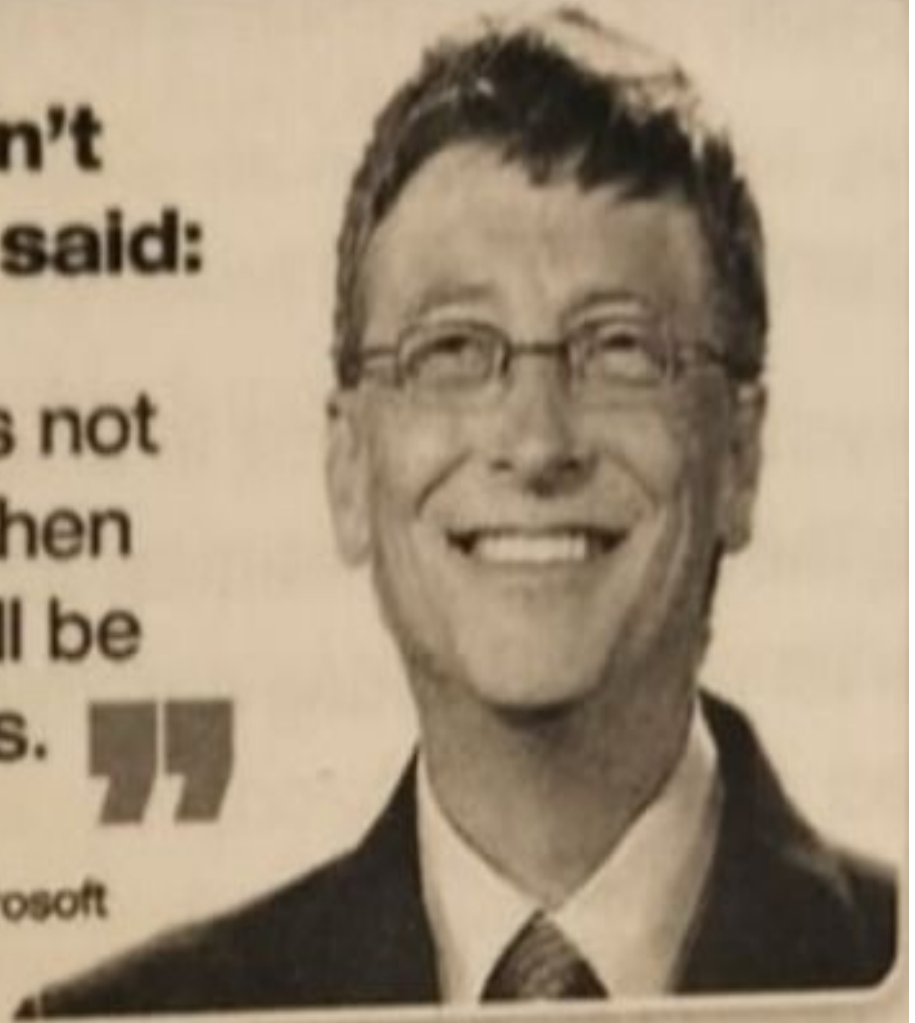
**MD / Danieli Corus**

# Bill Gates wasn't kidding when he said:

**Bill Gates wasn't  
kidding when he said:**

**“ If your business is not  
on the internet, then  
your business will be  
out of business. ”**

**-Bill Gates, Founder of Microsoft**



# Objective of the Presentation

## **OBJECTIVE:**

- To implement online E-Auctions in Private & Government Sectors.

## **WHY E-AUCTIONS:**

- E-Auctions bring automation, transparency, speed, cost optimization and reduction in operational cost of supply chain management.

## **WHO CONDUCTS E-AUCTION:**

- The Organization itself
- Third Party E –Auctioneers

## **WHEN E-AUCTIONS STARTED IN INDIA:**

- E-Auctions in India started in year 2000 by Joint Venture Company of SAIL & Tata Steel.
- First PSU Purchase Auction was done in Year 2001 by SAIL under guidance of CVC.

# BENEFITS OF E-AUCTIONS:

- Convenience
- Rich information
- Time and money saving
- Compare prices
- Avoid transportation cost
- Remove human face from price negotiations
- Discovery of best total cost
- Increased transparency
- Paperless and reduced costs
- Best price discovery
- Increases buying and selling reach

# What For E Auctions

- **Conceptualize and implement action of E-Auctions.**
- **Implement total E-Auctions in all companies.**
- For sale and purchase of large number of **industrial goods** directly to companies and International manufacturers, suppliers and distributors.
- For buying and selling of industrial products, inventory, **machinery and sourcing of all kinds of services** through our E-Auction platform.
- Provide **B2B Online E-Auction solutions**, for which **deep understanding of clients' business needs are required** in the area of equipment, raw materials and other categories of items for worldwide trade.
- E Auction convert **SCM activities to electronic mode** and organize outsourced services.
- Finalize all kinds of Contracts like **Works Contracts, Operation Contracts and Project Contracts through E-Auctions.**

# TARGET SECTORS OF E- AUCTIONS

## **INDUSTRIAL SECTORS :**

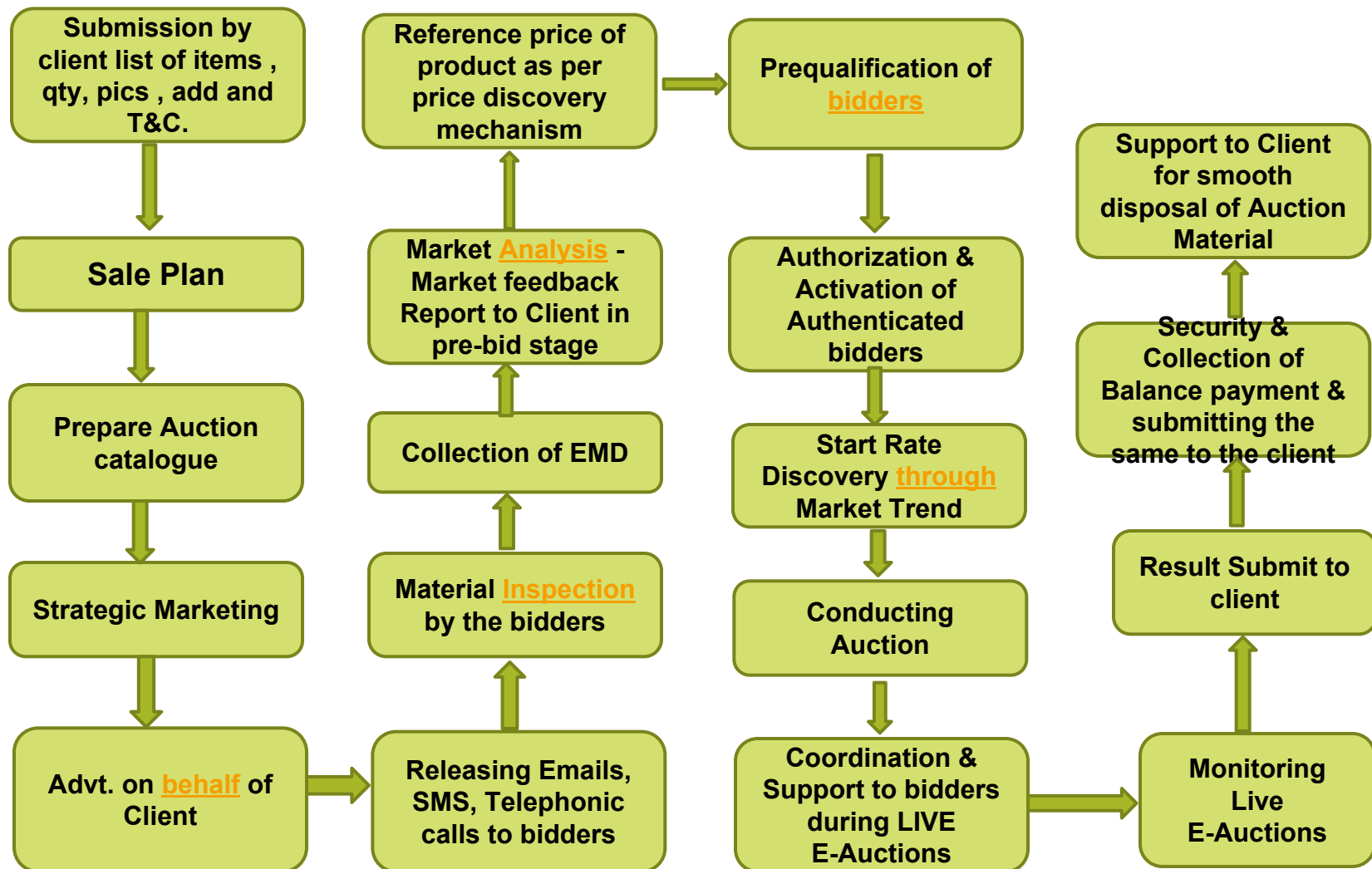
Following industrial sectors are specially targeted for E-Auctioning:

- Iron & Steel, Metals, Non-Metals, Manufacturing Sector
- Power Generation, Distribution and Energy
- Auto Sector, Scrap & Secondary Sectors
- Chemical Sector , Oil, Gas & Petrochemicals
- Plant, Land & Building, Miscellaneous & Others

**Category of Items :** Following Category of items ideally suitable for purchase and sale through E Auction :

- Raw Materials , Machineries and Equipment's, Scrap & Secondary's
- Non-Moving & Surplus Items, Idle Assets, Old/Unserviceable Machinery & Equipment
- Spares, Consumables, Confiscated items of banks, Non-Performing Assets
- Properties, E-Waste and Hazardous materials, All Service Contracts
- Salvaged Materials and Equipment, Any goods and services amenable to E-Auctioning, Project Contracts, Works and Job Contracts, Contracts Finalization of any nature. Fixing Rate Contracts
- Transport Contracts
- All kind of Contracts

# E-Auctions : Steps involved (FA)



# Success Story of FA for Sale and Disposal

Success story of increasing sales realisation selling through FA of leading Automobile manufacturing Company in India

Sl. No.	Items	Quantity (In Ton)	Start Prices	Rates achieved in the FA	Approx.% increase from Start bid to Final price
1	OFFCUT SCRAP (Commercial)	500 Ton	29500	33000	15 %
3	M S Mixed Scrap	200 Ton	25900	29100	11 %
4	Cut Blank and Rolled Sheet	250 Ton	33000	38100	15 %
5	M S Punching cutting / Blanking Scrap	250 Ton	27500	32200	17 %

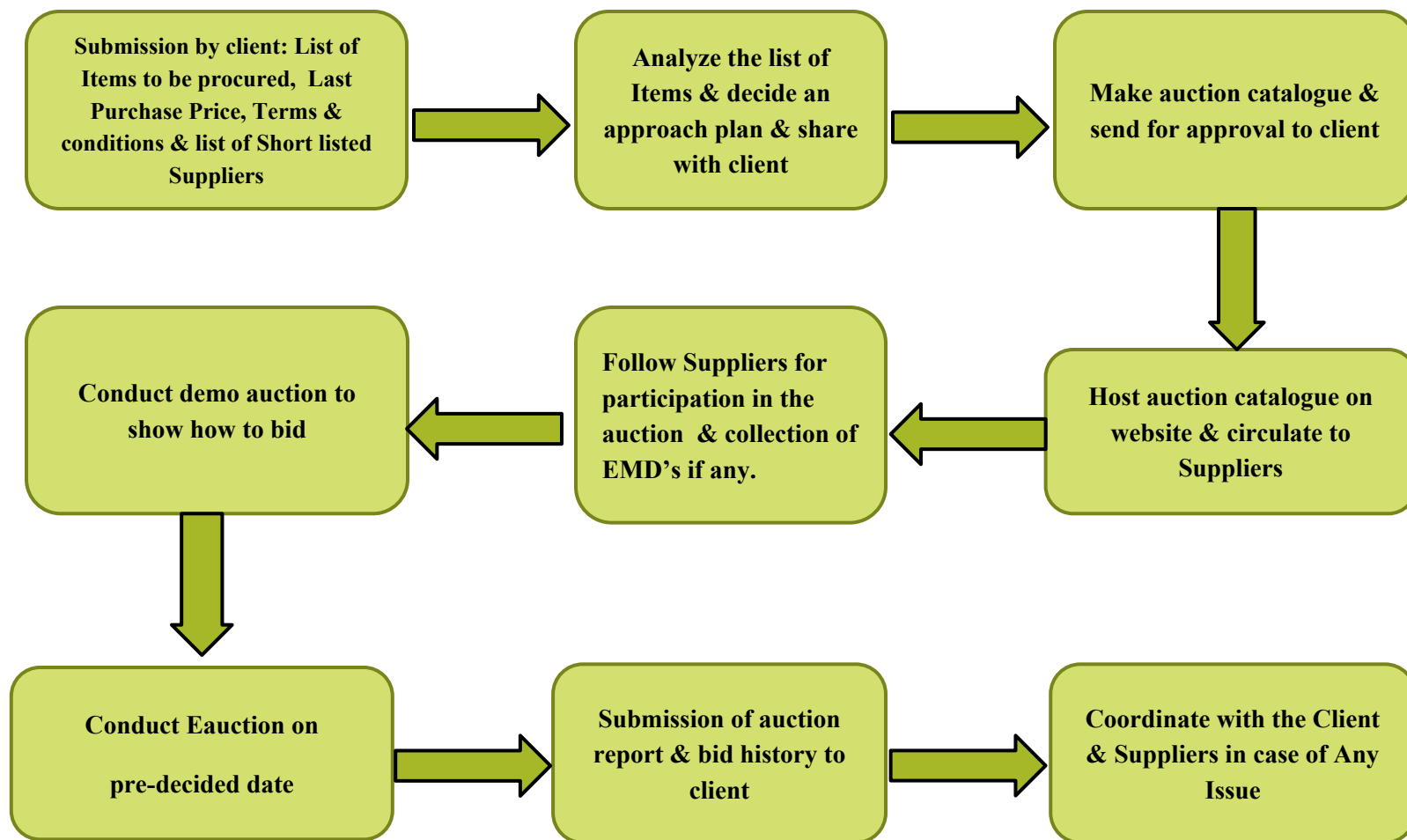


# Success Story of FA for Sale and Disposal

Success story of increasing sales realisation selling through FA of leading Motor manufacturing Company in India

Sl. No.	Items	Quantity (In Ton)	Start Prices	Rates achieved in the FA	Approx.% increase from Start bid to Final price
1	Lam cutting scrap( Crea /Crno )	800-900 Ton	39,000	43,300	9.93 %
2	MS Turing scrap	200 Ton	35,000	37,200	6.28 %
3	CI Turning scrap	150 Ton	39,500	42,100	6.17 %
4	MS Component Scrap	200 Ton	42,000	46,600	9.87%
5	Rotor scrap	15 Ton	30,000	34,000	13 %

# Steps of Reverse Auction



# Success Story of RA for Procurement

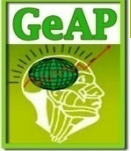
**Cost reduction of procurement through RA for a leading Paint manufacturing company in India**

Sl. No.	Items	Quantity (In Nos)	Prevailing tender Price (Rs. Per pcs)	Rates achieved in the RA (Rs. per pcs)	% of Saving
1	500 ML Enamel Can (Luxol HG/Satin/Luxol Xtra)	300000	12	10.70	10.83 %
2	1 Litre Enamel Can (Luxol HG/Satin/Luxol Xtra)	700000	16.80	16	4.76%
3	1 Litre Primer Can ( Bpwp/rop/bpcp)	400000	16.40	15.80	3.65 %
4	4 litre Enamel Can (Luxol HG/Satin/Luxol Xtra)	300000	47	44.90	4.46%
5	4 Litre Primer Can ( Bpwp/rop/bpcp)	200000	46.50	44	3.25 %

# Success Story of RA for Procurement

**Cost reduction of procurement through RA for a leading Motor manufacturing company in India**

Sl. No.	Items	Quantity (In Ton)	Prevailing tender Price (Rs. per Kg)	Rates achieved in the RA (Rs. per Kg)	% of Saving
1	Aluminium Alloy ADC 12,	150 Ton	228/Kg	218 /Kg	4.38 %



# Major Logistics Areas

- Inward movement
- Outward movement
- Door to door delivery
- Import movement
- Export movement
- Custom clearance
- 360° solutions for company's entire logistics requirements.

# Contracts Finalization

## **E-Auctions also finalize :**

- Works Contracts
- Project Contracts
- Rate Contracts
- All kind of Contracts
- Price discovery through Seal Bid

# Integration with other Platform

- **E-Auctions portals can be integrated with main ERP / SAP to drive the full benefits in purchasing.**

# Special Features of our E-Auction Portal

- ❖ **E-Auction website should be fully secured and E-Auction portal should have latest provisions in the field of E-Auctions. It should be unique user-friendly features for both Clients and Bidders.**
  
- ❖ **E Auctions portal should be in position to conduct all type of E-Auctions :**
  - Forward Auctions
  - Reverse Auctions
  - Rank E-Auctions
  
  - Zero Start Bid RA and FA
  - Seal Bid cum E-Auctions
  - Logistics and Transport E-Auctions
  - Mobile friendly bidding
  - Dutch E-Auctions
  - Japanese E-auctions
  - Multi Currency E-Auctions



## **1. Rank Auctions**

- Latest concept of Auctions designed and developed by us
- Price not visible to Bidders
- Only Rank Visible
- Very useful to clients

## **2. Zero Start Bid RA / FA**

- No Start Bid
- Suitable for E-Auctions, where estimate of SBP is difficult

## **3. Seal Bid cum E-Auctions**

- First Seal Bids are taken for all the items
- Highest / Lowest prices achieved in Seal Bid are kept SBP in FA / RA

# **Types of Report Generated from E-Auctions**

- 1. E-Auction Report with IP**
- 2. Report indicating the Rank of the Winners**
- 3. Report of acceptance of Terms & Conditions with IP**
- 4. Participants Status Report with IP**
- 5. Bid Sequence for an Event with IP**
- 6. Bid History for all the Events**
- 7. Auto Bid Logs for an E-Auction**
- 8. Bid Logs for an E-Auction**
- 9. Bidder Participated in the Event**
- 10. Event Allowed Bidders List Report**
- 11. Reserved Start Bid Price Comparison**
- 12. Tender and E-Auction Price Comparison**
- 13. Transporter wise Bidding Report**

## E-AUCTION ACTIVITIES IN A COMPANY

OPERATION SECTION	TECHNICAL SECTION	CUSTOMER SECTION
Operation of System	Operation and maintenance of software and hardware	Source selection
Online Transaction	Contingency plan/stand by arrangement	Pricing, Market
Online E Auction	Upgradation and new technology adoption	Contracting with vendors and customers
Report generation	Ensure IT data retention policy and compliance of IT, 2000 & e-Commerce Act, 1998	Payment
Audit trial	Web Administration	Registration of Bidders
Issuance of password and user ID	Software auditing and certification	Vendor registration & evaluation
Communication with vendor/customer	Support	Customer complaints
Maintaining confidentiality and reliability	IT security	HRD & Welfare
Keeping updated	IT support	-New vendor and customer search Managing -Online information center Contractual arrangements

Confidential Document- Not to be shared partially or fully

# **Backed-Up with Research, Experience and Knowledge**

**Dr. S. B. Saraswat has written a unique book**  
**“A Practical Guide to E-Auctions”**  
**75 Ideas to increase your Company’s Profit**

**For more details on book, please visit the link as per below:**

**<https://www.taxmann.com/bookstore/product/6282-a-practical-guide-to-e-auctions>**

**This book covers the following topic:**

- Understanding the E-Auctions
- Planning and designing the E-Auctions
- Understanding the pitfalls of E-Auctions
- Comprehensive and practical guide to conduct E-Auctions
- Book contains 10 inspirational stories which speaks self to motivate any company to adopt E-Auctions for selling and purchasing of amenable items
- Book gives a splendid view of 75 creative Ideas to increase the profit for companies

# Thank You

- **Feel free to ask any more information**

*“In our E-Auctions SUCCESS Speaks Louder .....*”