



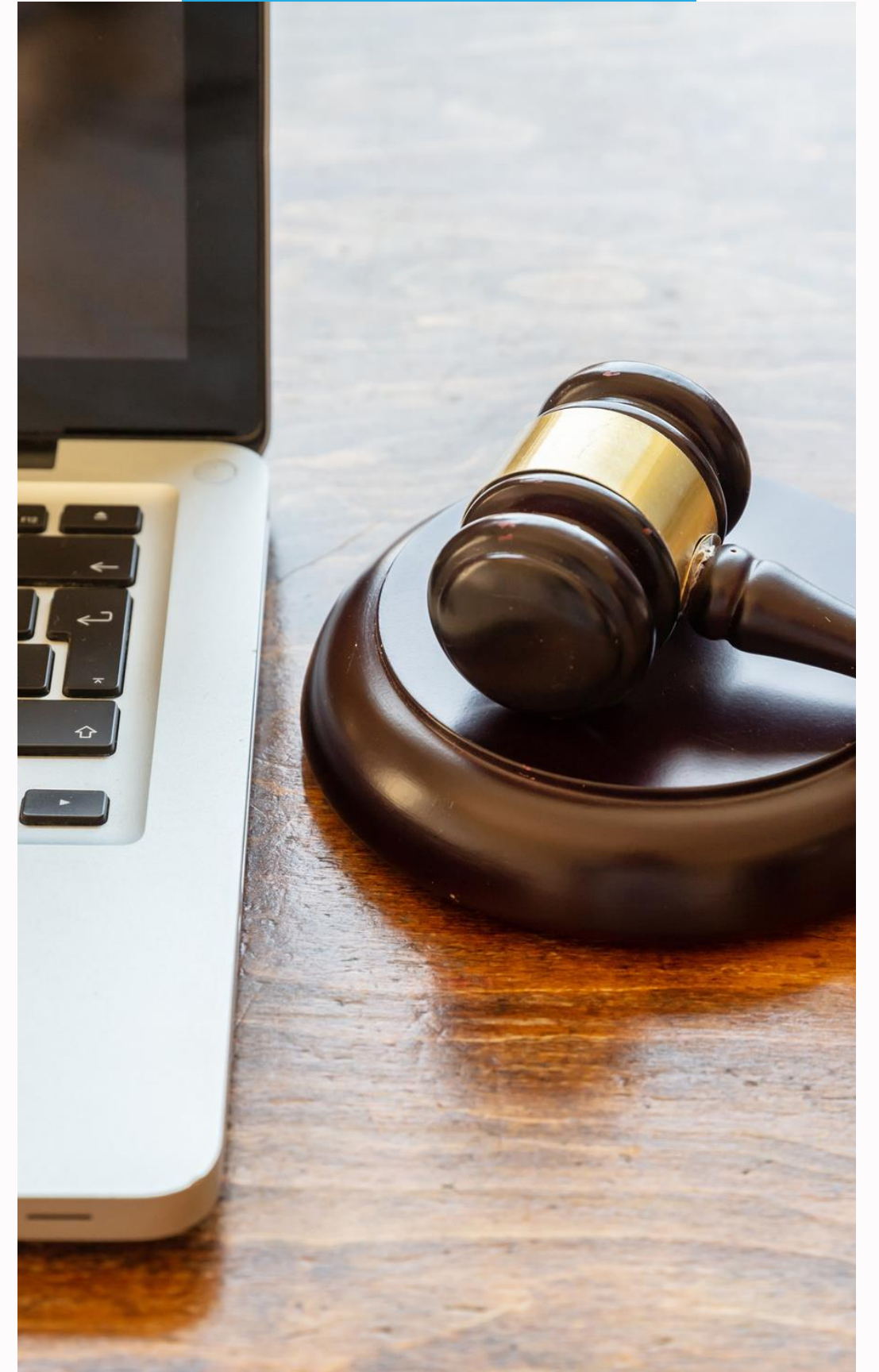
ARG SUPPLY TECH

Presentation



# E-AUCTION

<https://argsupplytech.com>





# ARG Overview



Your Non core Activities are our Core Business



# Regular Challenges faced during Procurement



## INFORMATION

Purchasing need so much information before RFQ?



## TIME

Purchasing is a regular bottleneck! What do they need so much time for?



## SLUGGISH RESPONSE

Sourcing shows savings but we suffer with sluggish response from low price vendors.



## VALIDATIONS

Supplier quoted lower rate than that of existing supplier. Why sourcing requires so many validations further?



## SERVICE SUPPORT

Purchase pays attention to low price but not so much to the service support post PO.



## QUOTES

Why does sourcing team require 3 quotes every time



# WHY?





# Digital Solutions we offer



Digital Sourcing



PR to PO  
Platform

Digital Analysis



Spend  
Analytics

Real-time Supplier  
communication



Vendor  
Portal

Digital Negotiations



eAuction



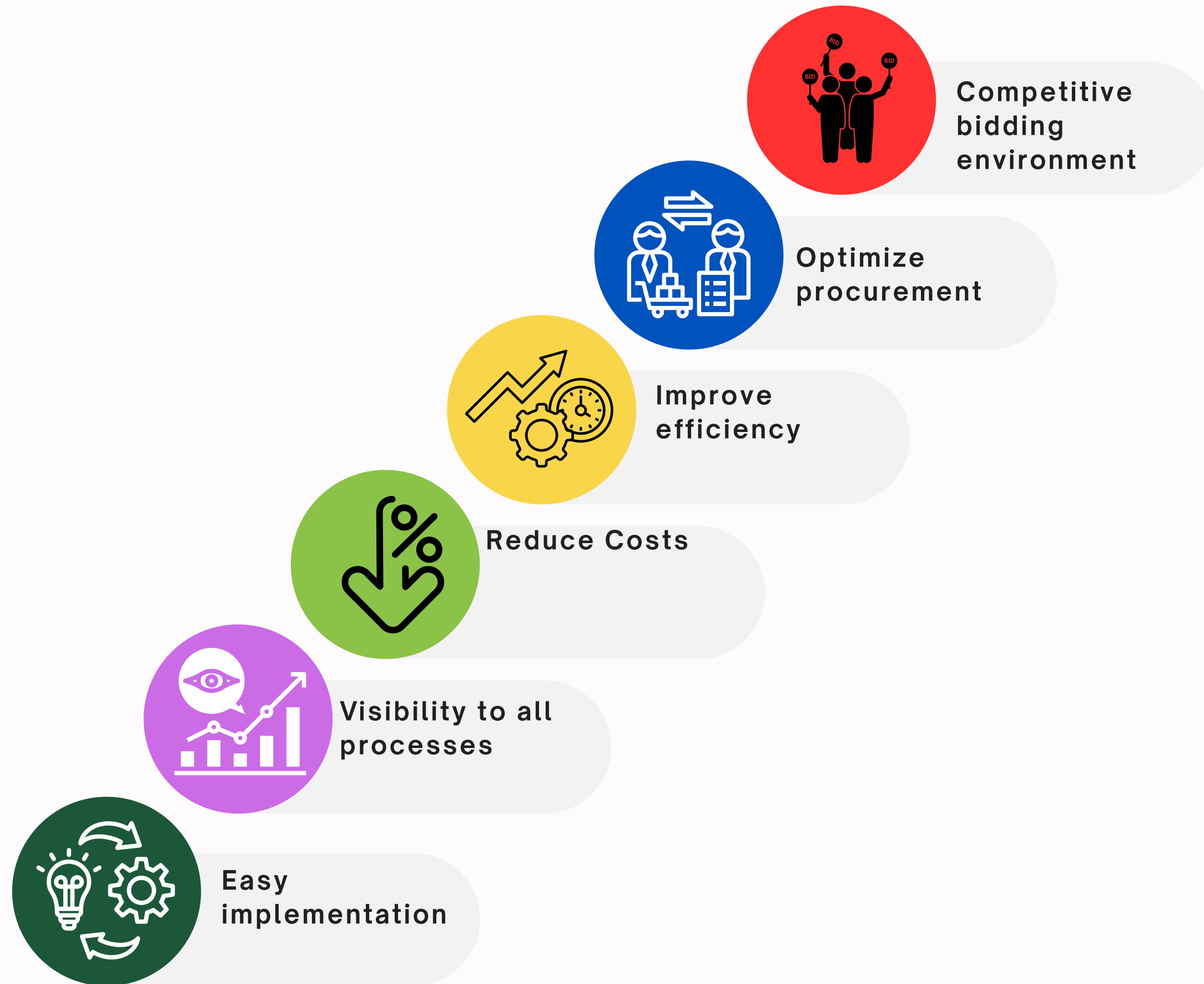
# E-AUCTION

*“A platform designed to revolutionize your business processes.”*





# E-Auction provides



Creating competition for Money Spent



# Types of e-Auctions

**Gone are the days of lengthy negotiations and opaque pricing in procurement. Experience a revolution in transparency, innovation and cost-effectiveness like never before. Say Goodbye to individual negotiations and hello to a streamlined, competitive marketplace**





# Buyers Benefits



## Hard Savings

- Dynamic bidding on tender price



## Objective

- Documented supplier selection



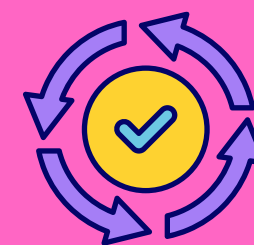
## Transparency

- Better view of market



## Soft Savings

- Reduced negotiation time
- Material cost



## Consistent

- Standard process across company





# Suppliers Benefits



## Hard Savings

- Dynamic bidding on tender price



## Transparency

- Better view of market



## Soft Savings

- Reduced negotiation time
- Material cost



## Objective

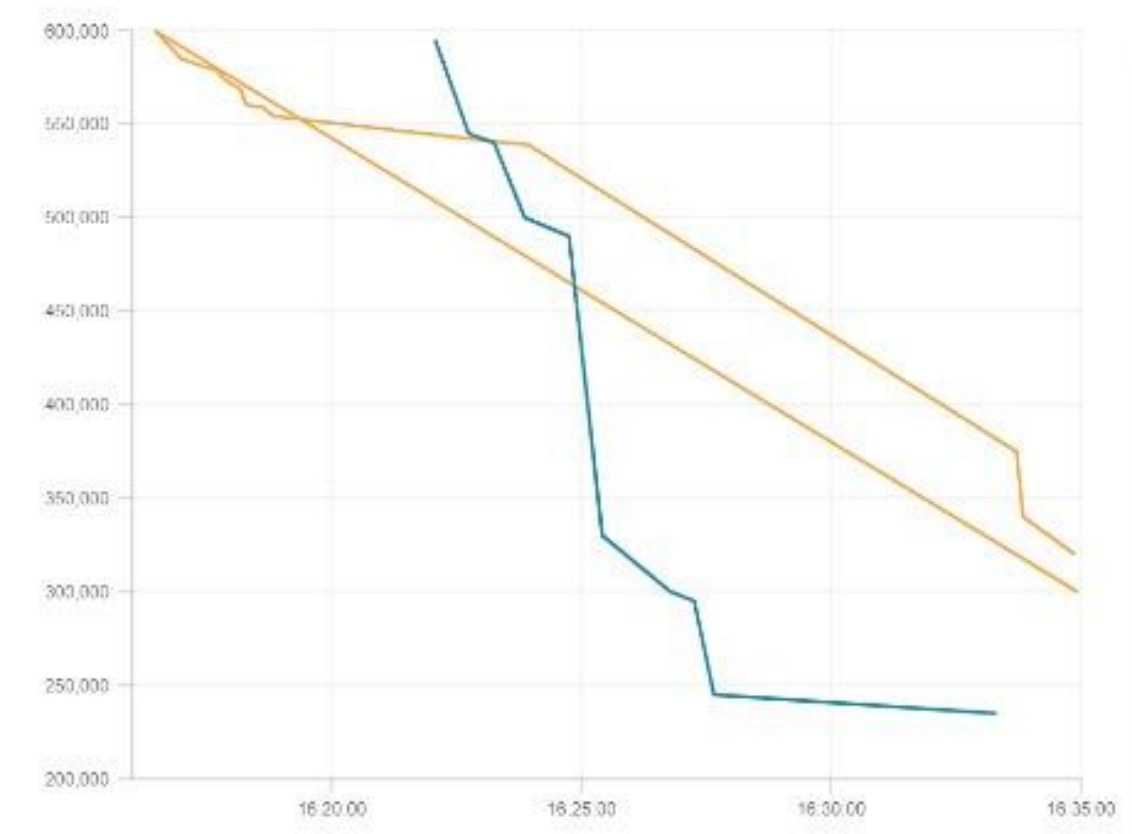
- Documented supplier selection



# Demo



00 : 00 : 07 : 38  
 Days Hours Minutes Seconds



Bid History		
PARTICIPANT	UNIT COST	SUBMISSION TIME
Reyansh Reyu	₹2,35,000	04:33:18 PM
Reyansh Reyu	₹2,45,000	04:27:39 PM
Reyansh Reyu	₹2,95,000	04:27:15 PM
Reyansh Reyu	₹3,00,000	04:26:47 PM
Samiksha PVT.LTD Mahaj...	₹3,20,000	04:34:53 PM
Reyansh Revu	₹3,30,000	04:25:25 PM

Auction Details	
Name	BURN OIL01
Project Owner	Mr Rahul Sir
Status	In Progress
Type of Listing	SIGNAL
Start Date	27 September 2024
Start Time	04:12 PM
Number of Lots	1
Duration	00:25
Current Lot	1
Bid Decrement Percentage	0.1 %
Maximum bid Increment / Decrement Percentage	35
Business Unit	Social
Department Code	Delhi
Current Lot Price	₹6,04,801

Lot 1: BURN OIL		
NAME	QUANTITY	UOM
BURN OIL	10080	KG



# Case Study-Automotive Industry



Auction	Before Auction	After Auction	Saving	Percentage Savings
A1	8,59,000	7,00,000	1,59,000	18.51%
A2	2,29,01,230	1,64,15,000	64,86,230	28.32%
A3	15,50,000	15,50,000	-	0.00%
A4	17,20,000	13,50,000	3,70,000	21.51%
A5	53,28,400	46,30,000	6,98,400	13.11%
A6	8,99,890	7,00,000	1,99,890	22.21%
A7	1,07,67,587	68,54,001	39,13,586	36.35%
A8	19,88,300	19,48,000	40,300	2.03%
A9	10,17,782	10,17,782	-	0.00%
A10	9,40,000	7,80,000	1,60,000	17.02%
A11	24,60,000	22,15,000	2,45,000	9.96%
A12	11,25,000	10,40,750	84,250	7.49%
A13	27,58,000	27,58,000	-	0.00%
A14	10,03,193	9,94,801	8,392	0.84%
A15	44,40,000	44,00,000	40,000	0.90%
A16	20,10,000	17,60,000	2,50,000	12.44%
A17	37,24,775	36,80,000	44,775	1.20%
A18	60,00,000	58,90,000	1,10,000	1.83%
A19	6,60,000	6,48,000	12,000	1.82%
A20	95,67,200	86,54,231	9,12,969	9.54%
A21	48,40,000	44,00,000	4,40,000	9.09%
A22	8,66,000	8,64,268	1,732	0.20%
A23	37,91,000	32,50,000	5,41,000	14.27%
A24	13,95,948	12,56,000	1,39,948	10.03%
A25	11,16,030	11,13,600	2,430	0.22%
	9,37,29,335	7,88,69,433	1,48,59,902	15.85%

Before Auction  
₹9.3 Cr

Total Savings  
₹1.48 Cr

Percentage Savings  
15.85%

*\*Conducted 25 auctions*





# Case Study

**Client: Oil and Gas**

**Business Unit:**

**Date of Auction: 04-Sep-2024**

**Auction Type: Rank-Based E-Auction**

**Auction Powered by: ProcDigi**

- **Initial Bid: ₹1.5 Cr**
- **Total Savings: ₹15 Lakhs**
- **Saving Growth: ~ 10%**

Supplier	First Bid	Final Bid	Savings	Percentage Savings
Supplier A	₹ 1,50,00,000	₹ 1,35,00,000	₹ 15,00,000	10.00%
Supplier B	₹ 1,42,15,590	₹ 1,40,00,000	₹ 2,15,590	1.52%
Supplier C	₹ 1,52,01,855	₹ 1,50,49,836	₹ 1,52,019	1.00%
Supplier D	₹ 1,38,38,574	₹ 1,38,38,574	-	-



ARG SUPPLY TECH

# THANK YOU

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