

# Reverse Auction

## Enablers' Capabilities

Auction providers, known as enablers, are providing auctioning tools with varying levels of capabilities. To further your understanding of enablers' capabilities, the results of a recent survey are provided below. All of the enablers represented in this survey, except Frictionless/Moai, are currently providing auction technology through GSA's Buyers.gov.

One notable survey finding is that the enablers' pricing is very flexible and negotiable which prevents any meaningful side-by-side price comparisons. Some of the variables that impact pricing include:

1. the number and the value of auctions to be performed,
2. length of time over which the auctions are to be conducted, and
3. the level of service provided by the enabler.

Additionally, enablers use one or a combination of these pricing models:

1. **Share-In-Savings** – fees based on the difference between pre-established, pre-auction price(s) and the final auction price(s)
2. **Per-event** – fees based on a cost of conducting auctions, without respect to the savings that are achieved.
3. **Licensing Agreements** – fees associated with a third party employing an enabler's application to create its own reverse auction portal.

### Key to Codes

*S = Standard Function*

*C = Customizable Function*

*A = Anticipated Future Function*

*N = Not Available*

Feature	ACS	EDS	Oracle	Frictionless Commerce/ Moai	FreeMarkets
Online Bidder registration	S	S	S	S	S
Availability of Bidder profiles	S	S	S	S	S
Bidder preferences	S	S	S	S	S
Database of Bidder information	S	S	S	S	S
Ability to select companies to add to bidders list	S	S	S	S	S
Bidder online review of RFQ	S	S	S	S	S
Bidder's review of all bids	S	S	S	S	S
Bidder training	S	S	S	S	S
No software installation required; only Internet browser required	S	S	S	S	S

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Database of auction data for retrieval and reuse	S	S	S	S	S
Select and invite bidders	S	S	S	S	S
Online setup of auction information	S	S	S	S	S
Define evaluation criteria	S	S	S	S	S
Stipulate/enforce mandatory bid start price	S	S	S	S	S
Stipulate target price	S	S	S	S	S
Modifiable automatic refresh	S	S	S	S	S
Specify either sealed bids or bids visible to all bidders	S	S	S	S	S
Trading partner directory	N	S	S	S	S
Attribute-based bidding	N	S	S	S	S
View bidder information real time	S	S	S	S	S
Split screen for auction viewing	N	S	N	S	S
Only selected items into overtime	N	S	S	S	S
Auto extend an auction	S	S	S	S	S
Show lowest or most competitive bids	S	S	S	S	S
Automatic minimum bid decrement	S	S	S	S	S
Modifiable minimum bid decrement	N	S	S	S	S
Database to capture final bids for evaluation	S	S	S	S	S
Bids capable of being integrated into procurement system	N	N	N	S	S
Generate Purchase Orders	N	N	S	C	N
Add items to auction	S	S	S	S	S
Configure bid controls	S	S	S	S	S
Review and submit bids	S	S	S	S	S
Proxy bidding	S	S	S	S	S
Compare bids and award	S	N	S	S	S
Obtain real-time proposal approval updates online	S	C	S	C	S
Obtain real-time award status updates online	S	C	S	S	S
Customizable RFI/Q/P online	N	A	N	S	S
128 bit level of encryption	S	S	S	S	S
Secure user registration	S	S	S	S	S

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Customizable survey development	S	S	S	S	S
Real-time best value evaluation capability	S	S	N	S	N
Gather non-price information during auction	S	S	S	S	S
Online messaging support during auction	N	S	N	S	S
E-mail support during auction	S	S	S	S	S
Phone support during auction	S	S	S	S	S
Monitor/detect/identify bidder connection/failure during auction event	S	S	S	S	S
Establish multiple categories/sub-categories to be bid on during auction	S	S	S	S	S
Copy previously created auction	S	S	S	S	S
Maintain past auction templates	S	S	S	S	S
Include/notes and attachments [for example, anticipated award date, product minimum specifications, delivery point(s)]	S	S	S	S	S
Establish bidding hours to reflect different time zones	C	S	S	S	S

**For more information on reverse auctions, please contact:**

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