

如何设置和执行拍卖？

买家手册



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# 1 手册简介

本手册包含设置和执行拍卖的说明。

在 SupplyOn 的 **Sourcing** 模块中进行设置。

目前有以下几种拍卖类型

- Hitachi Astemo 的首选拍卖类型
  - 排名拍卖
- 其他拍卖类型
  - (已排名) 荷兰式拍卖
  - 第一价格密封出价
  - 日式拍卖
  - 价格/英式拍卖
  - 排名拍卖
  - 交通灯拍卖

## 1.1 目标受众

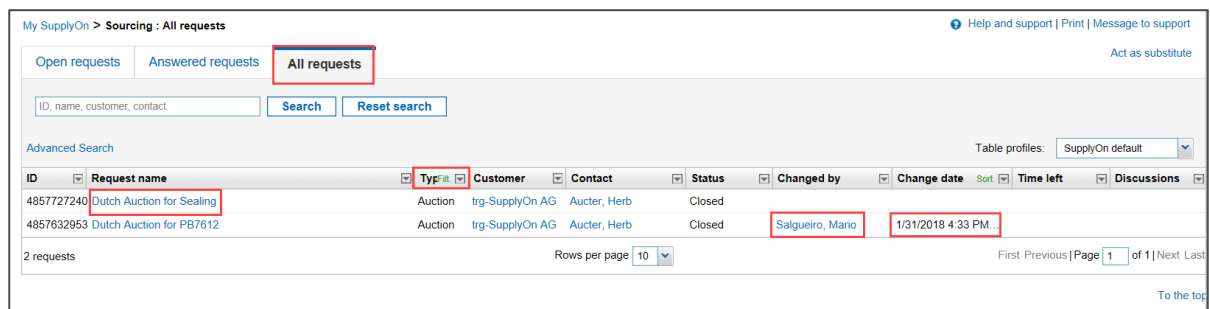
本手册适用于具有 SupplyOn Sourcing 采购工作知识的买家。

## 1.2 排版和图形规则

以下排版规则用于整本手册之中：

示例	含义
命令	需要在命令行输入的文本以 Courier 字体标识。
屏幕文本	用户界面中的可见文本采用 <b>粗体</b> 。
参考	参考资料采用 <i>斜体</i> 。
参数	命令参数或方法名称以 Courier 字体标识。

该图形规则用于整本手册之中：



图：红色边框用于指示特殊区域。

红色边框指示截图上的特殊区域。它们不属于用户界面的一部分。

## 2 设置拍卖

拍卖通常由采购部门执行。分两种方案：

- 您邀请供应商从零开始执行拍卖

或者

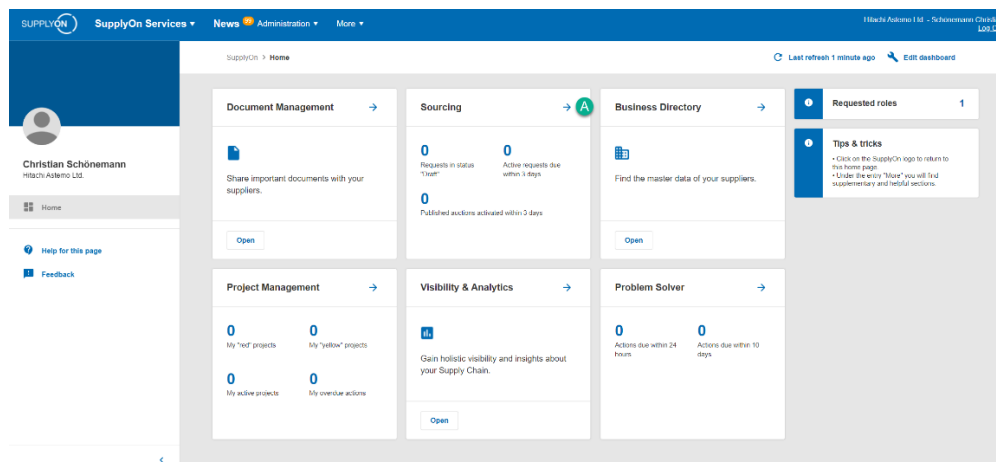
- 您从报价请求 (RFQ) 开始，预先从供应商处获得更详细的信息，然后邀请供应商参与拍卖。这种方式的优势在于，您可以在拍卖过程中决定哪家供应商可能会因特殊条款或付款条件而获得奖励或惩罚。

您可以使用 SupplyOn **Sourcing** 模块来设置拍卖。

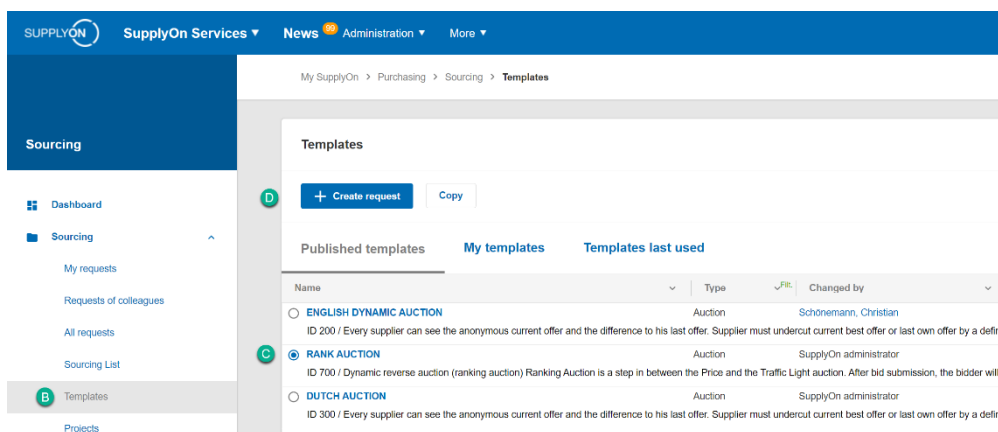
**注意：** 您需要使用 **SourcingBuyerStandard** 角色才能设置拍卖。如果您没有合适的角色，则必须向用户管理员申请此角色。

### 2.1 设置拍卖（启动）

1. 登录 SupplyOn
2. 在主菜单中，找到 **SupplyOn Services**，再点击 **(A) Sourcing**。



然后点击右侧菜单中的 **(B) “Templates”**



图：模板/已发布模板

3. 在“Published templates”下，您可以选择一个专为 Hitachi Astemo 标准化的 **(C) Auction Template**（主要用于：排名拍卖）
4. 点击 **(D) Create request**
5. 然后，将显示 Create Auction、**Request details** 屏幕。

**注意：**截屏中所显示字段仅为示例。

6. 在 **Request Name** 字段中为拍卖命名
7. 根据您是要开展实时拍卖还是测试拍卖，选择 **Auction type**。

图：请求详情

**注意：**测试拍卖用于培训供应商来熟悉拍卖环境。如果想要创建此拍卖的新版本，则必须选择实时拍卖。

8. 如果想要更改 **Response options** 或 **E-Mail Notifications**，请在此处定义：

### Response options

Request currency  ▼

Alternative currencies allowed

---

### E-Mail Notifications

Remind supplier  ▼ days before start date

Receive participation overview  ▼ days before start date

Notify supplier about awarding or decline

Send awarding

Send decline

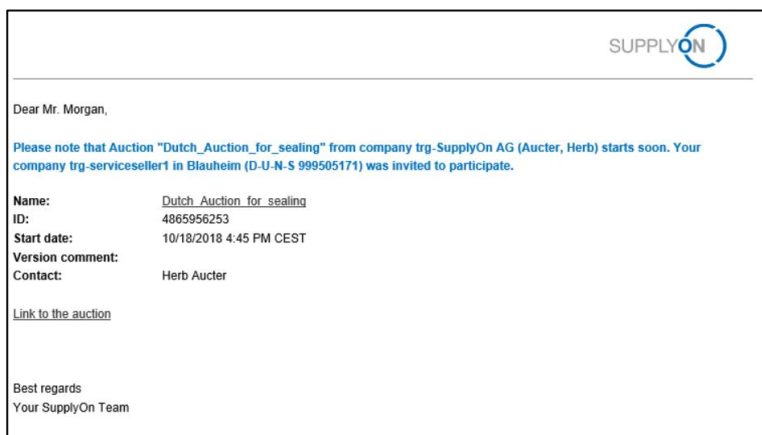
- 只需选择拍卖的“Request currency”
- Hitach Astemo 用户可以跳过“Alternative currencies allowed”

- 在拍卖开始前 X 天向获邀供应商发送电子邮件提醒，以便他们尽早做好准备
- 在拍卖开始前 X 天通过电子邮件获取竞买方概览。这封附带状态表的电子邮件将显示哪些供应商已确认参与竞拍
- 如果拍卖设置为“Automated awarding”，应用程序可发送电子邮件通知至……
  - 拍卖的中标者和/或
  - 落标供应商

图：回复选项和电子邮件通知

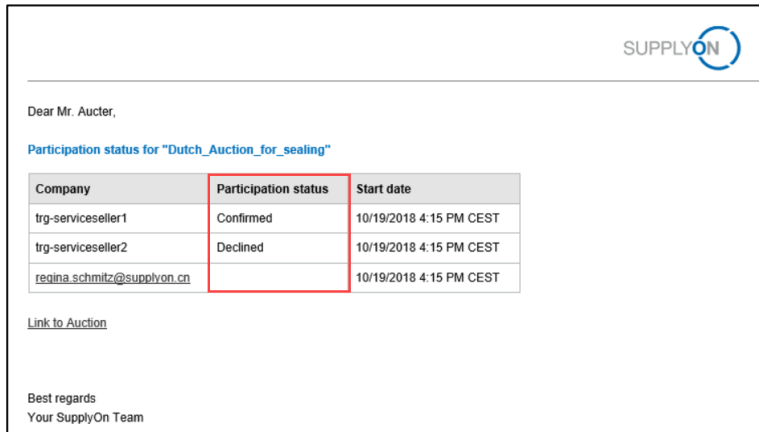
请参见此类电子邮件通知的如下示例

- 在开始日期之前通知供应商：



图：供应商提醒

- 收到参与概览:



SUPPLYON

Dear Mr. Aucler,

Participation status for "Dutch\_Auction\_for\_sealing"

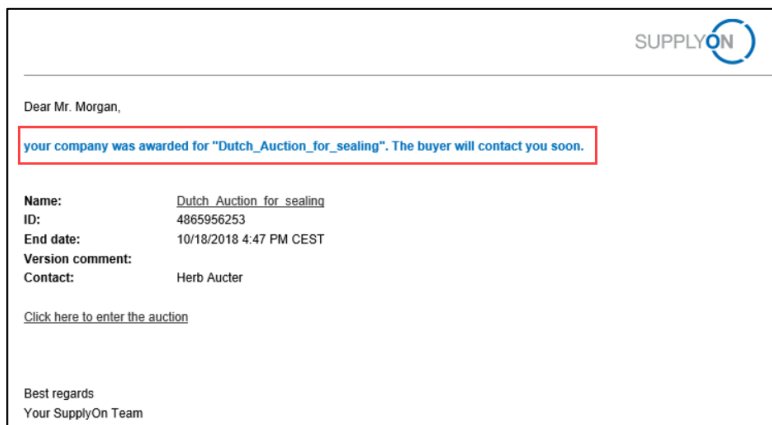
Company	Participation status	Start date
trg-serviceseller1	Confirmed	10/19/2018 4:15 PM CEST
trg-serviceseller2	Declined	10/19/2018 4:15 PM CEST
regina.schmitz@supplyon.cn		10/19/2018 4:15 PM CEST

[Link to Auction](#)

Best regards  
Your SupplyOn Team

图：面向买家的参与概述

- 通知供应商（供应商）中标:



SUPPLYON

Dear Mr. Morgan,

**your company was awarded for "Dutch\_Auction\_for\_sealing". The buyer will contact you soon.**

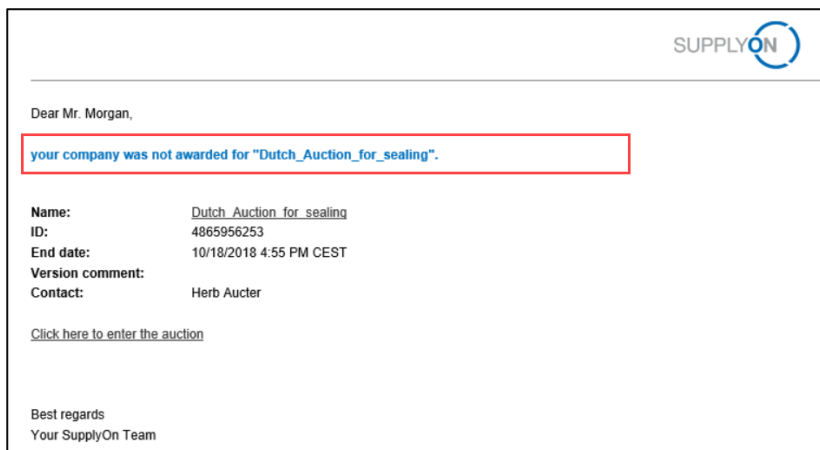
**Name:** [Dutch\\_Auction\\_for\\_sealing](#)  
**ID:** 4865956253  
**End date:** 10/18/2018 4:47 PM CEST  
**Version comment:**  
**Contact:** Herb Aucler

[Click here to enter the auction](#)

Best regards  
Your SupplyOn Team

图：中标通知

- 通知供应商（供应商）落标:



SUPPLYON

Dear Mr. Morgan,

**your company was not awarded for "Dutch\_Auction\_for\_sealing".**

**Name:** [Dutch\\_Auction\\_for\\_sealing](#)  
**ID:** 4865956253  
**End date:** 10/18/2018 4:55 PM CEST  
**Version comment:**  
**Contact:** Herb Aucler

[Click here to enter the auction](#)

Best regards  
Your SupplyOn Team

图：落标通知



## 2.2 添加项目

9. 通过点击 **Add / modify items**，添加拍卖的项目

图：“Add/ modify items”选项卡

10. 填写 **Item Name**、**Part Number**、**Quantity** 和 **Currency** 等所有必填字段

11. 点击 **OK** 以确认

Item Name*	Part Number*	Quantity*	Price unit	Currency*	Price per price unit*	One time payment	Other Costs	Tooling Cost	Display in Sourcing List
1 screws	123	10,000 Pack		1 EUR	Add scenario				<input checked="" type="checkbox"/>
2 scissors	456	20,000 Piece		10 EUR	Add scenario				<input checked="" type="checkbox"/>
*				EUR	Add scenario				<input checked="" type="checkbox"/>

图：修改行项目

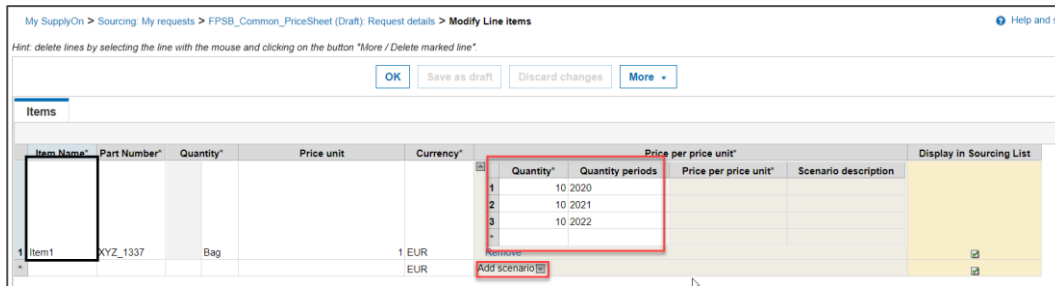
**注意：**数量可能包含两个字段，一个是实际数量，另一个是计量单位（例如件数、包数、升、米等等）。

灰色背景的字段由竞买方填写。

如果 **Price unit** 字段为空，它将自动设置为 1。

12. 如果想在多个时段内请求项目，则必须点击 **Add scenario**

**注意：**只有在模板级别上激活了方案，并且通过咨询为您的公司配置了此方案时，才可以使用该功能。

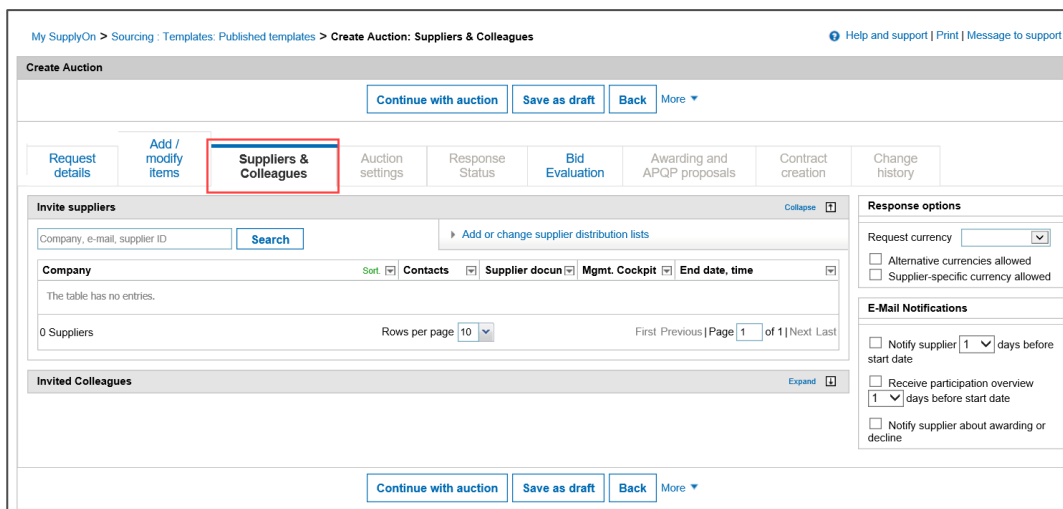


图：添加方案

如果激活了方案，所有项目必须包含相同的 **Quantity periods**。如果要在多个时段内仅请求一个项目，请向所有其他项目添加额外的 **Quantity periods**，并为不想请求的额外时段插入数量 0。

## 2.3 邀请已注册供应商

### 13. 点击 **Suppliers & Colleagues** 选项卡，邀请供应商



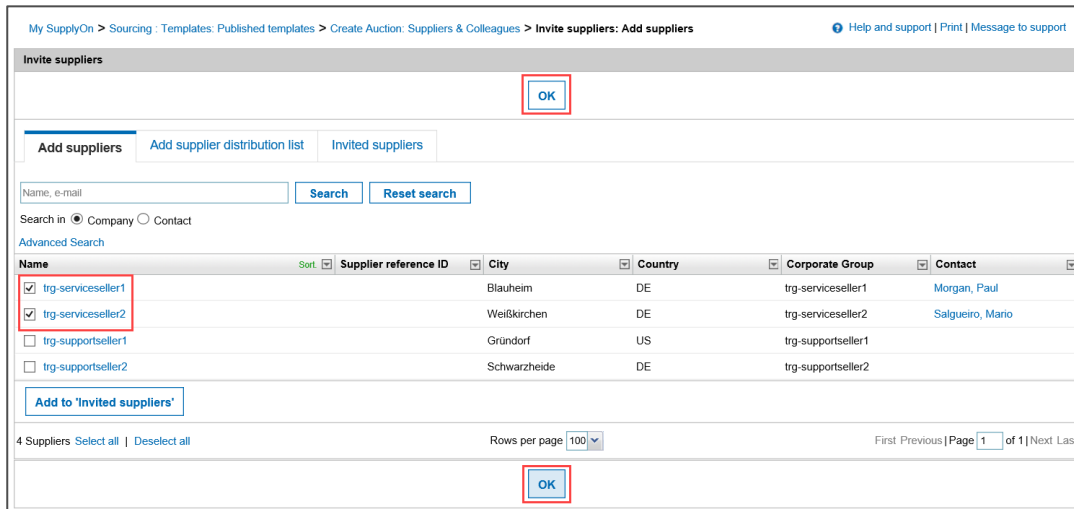
图：供应商和同事

邀请原则同样适用于报价请求：

- 邀请已注册供应商
- 邀请未注册（又称电子邮件访问）供应商
- 邀请同事

14. 输入公司名称/电子邮件/供应商 ID，然后点击 **Search**。将会显示所有已注册供应商

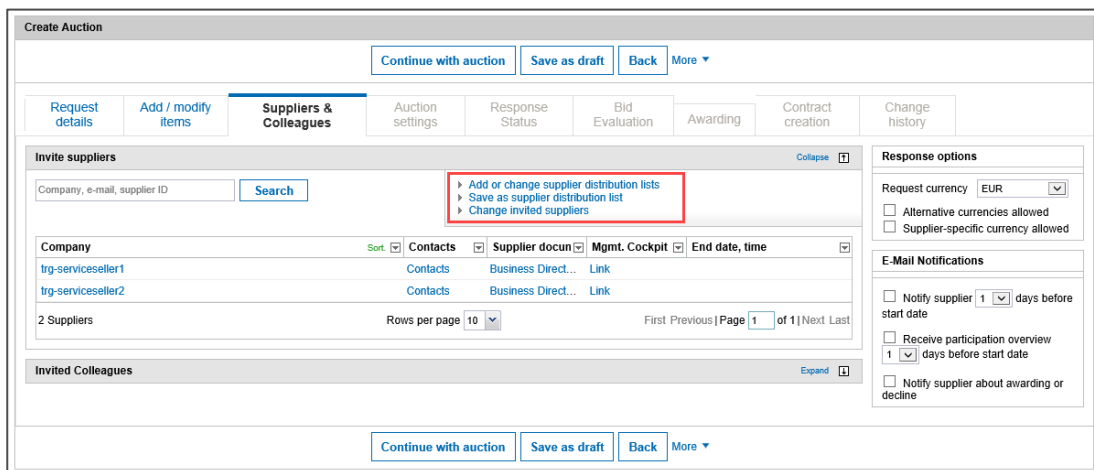
15. 选择相关供应商，然后点击 **OK** 以确认



图：添加供应商

此外，您可以：

- 添加或变更分配列表
- 将供应商另存为分配列表
- 变更获邀供应商



图：供应商和同事：附加选项（邀请供应商）

## 2.4 邀请电子邮件访问供应商

16. 输入电子邮件地址，再点击 **Search**，然后核查地址，再点击 **Add to invited suppliers** 和 **OK** 以确认。

图：添加电子邮件访问供应商

截屏显示了两个获邀已注册供应商和一个电子邮件访问供应商。

图：Suppliers & Colleagues: invited suppliers

## 2.5 邀请同事

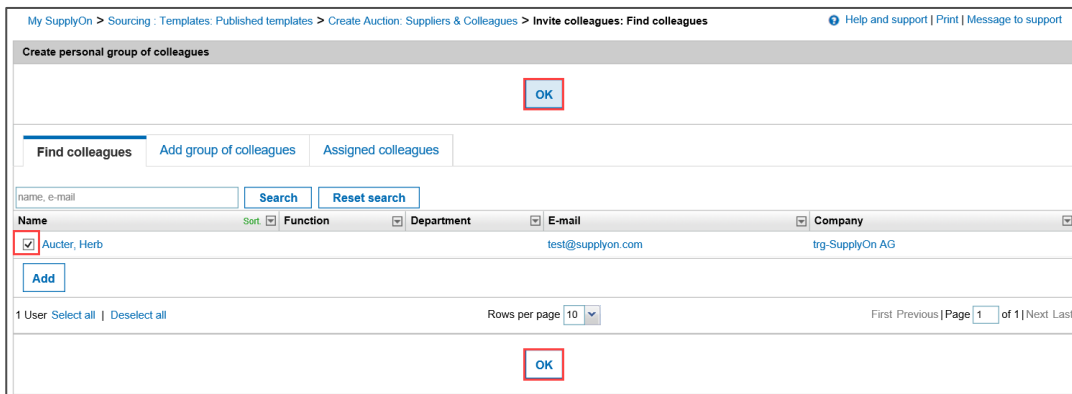
要介绍拍卖解决方案，或定义替代方案，您可以轻松邀请同事参与拍卖。

17. 要邀请您的同事，请点击“Expand”

图：邀请同事

18. 输入您同事的姓名，或者点击 **Search**。您将找到仅带 SupplyOn 账户及在公司中分配有角色 **SourcingBuyerStandard** 的用户。

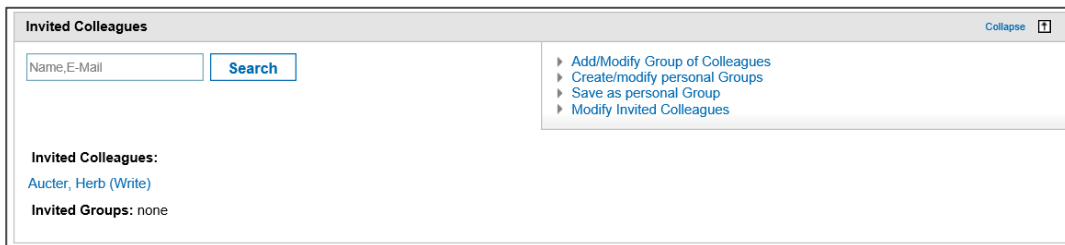
19. 选择同事，然后点击 **OK** 以确认。



图：查找及邀请同事

此外，您可以：

- 添加或修改同事群组
- 创建或修改个人群组
- 另存为个人群组
- 修改获邀同事（修改读写角色）



图：供应商和同事：附加选项（邀请同事）

**注意：**同事群组已经预定义，无法更改。整个群组可以分配给一个请求，同事群组的单个成员也可以分配给一个请求。

当个人群组分配给一个请求时，可以创建个人群组，并将所有当前成员都添加到该请求中。用户还可以指定单个同事的读取或写入权限。

## 2.6 定义拍卖设置

20. 要定义开始时间、可见性和价格设置，请点击 **Continue with auction**

My SupplyOn > Sourcing : Templates: Published templates > Create Auction: Suppliers & Colleagues Help and support | Print | Message to support

**Create Auction**

[Continue with auction](#) [Save as draft](#) [Back](#) [More](#)

[Request details](#) [Add / modify items](#) **[Suppliers & Colleagues](#)** [Auction settings](#) [Response Status](#) [Bid Evaluation](#) [Awarding](#) [Contract creation](#) [Change history](#)

**Invite suppliers** Collapse

Company, e-mail, supplier ID  [Search](#)

- ▶ Add or change supplier distribution lists
- ▶ Save as supplier distribution list
- ▶ Change invited suppliers

Company	Sort	Contacts	Supplier docum	Mgmt. Cockpit	End date, time
trg-serviceseller1		Contacts	Business Direct...	Link	
trg-serviceseller2		Contacts	Business Direct...	Link	

2 Suppliers Rows per page 10 | First Previous | Page 1 of 1 | Next Last

Suppliers with E-mail Access

E-mail	Sort	End date, time
regina.schmitz@supplyon.cn		

**Invited Colleagues** Collapse

Name, E-Mail  [Search](#)

- ▶ Add/Modify Group of Colleagues
- ▶ Create/modify personal Groups
- ▶ Save as personal Group
- ▶ Modify Invited Colleagues

**Invited Colleagues:**  
Aucter, Herb (Write)  
Invited Groups: none

[Continue with auction](#) [Save as draft](#) [Back](#) [More](#)

**Response options**

Request currency: EUR

Alternative currencies allowed  
 Supplier-specific currency allowed

**E-Mail Notifications**

Notify supplier 1 days before start date  
 Receive participation overview 1 days before start date  
 Notify supplier about awarding or decline

图：继续拍卖

然后，拍卖概览将显示在一页上。可用设置取决于拍卖类型、客户特定设置。此示例显示的是荷兰式拍卖。

**CREATING DUTCH AUCTION 2.0**  
DUTCH\_AUCTION\_FOR\_SEALING

Buttons: Save and Continue, Save draft, Check, Back

Title: Dutch\_Auction\_for\_sealing | Start: 12/10/2018 12:46 | End: 12:47:37

**Auction type**

**Dutch Auction**  
The Dutch auction is a ticker auction in which the price offered automatically increases or decreases at defined time intervals by a specified bid increment. The first participant confirming the currently displayed price level immediately ends the auction and receives the tender. This is a 1-click auction.

**Auction mode**

**Reverse auction - rising price**  
Purchasing auction with rising price (forward auctions) are auctions which are initiated by procurement. The auctioneer put up for auction his needs amongst several competing bidders until the first bidder is ready to accept the contract for the given price. It's the auctioneer's assumption that the good required can not be purchased considerably on good terms due to preceding performed tender.

**Control elements**

- Tie break  
Several bidders can confirm a current price level without the first bidder ending the auction immediately in his favor. Instead, the winner among those bidders who have confirmed the same price level will be determined based on the final price from the bid review or via an external rank.
- Bonus/Malus  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.  
To store this setting, go to the bidder list.

**Visibility settings**

- Bidder is anonymized for the auctioneer during the auction  
During the auction runtime, supplier names are replaced with fictitious names.
- Hide reason of auction end for bidders  
If the auctioneer does not want bidders to see if the auction ended automatically because nobody has confirmed a price, or if he does not want the losers to notice that the auction was ended by a competitor, then you can hide this information for the bidders. The bidders are thus informed that the auction ended, but not why.
- Bonus/Malus visible for bidder  
By activating this option the auctioneer enables the visibility of applied bonus/malus for the bidder.

**Price settings**

**Pricing for the entire course of the auction**

Starting price: 0.00 EUR  
Price level: 0.00 EUR  
End price: 0.00 EUR  
Step duration: 90 Seconds  
Pause between 2 steps: 5 Seconds

**Planned auction history**

Final price level: 0.00 EUR  
Number of price steps: 1  
Total Times: 1 minutes 30 seconds

**Visibilities for the bidder**

- Display the next price levels to the bidder
- Show last price step to bidder
- Display the price progress chart to the bidder

**Further price fields**

- Target price  
The target price corresponds to the amount of the expected final value of the negotiations.
- Historical price  
The historical price is used for statistical calculation of the savings, and provides information on the price improvement after the auction.

**1 Items**

No.	Product name	Quantity	Price unit
1	Sealing	1,000 Unit(s)	1 (unit price)

**3 Selected bidders**

Bidder	Location	Bonus/Malus	Calculated starting price
regina.schmitz@supplyon.cn		No bonus/malus provided ✕	0.00 EUR
trg-serviceseller1	Germany	No bonus/malus provided ✕	0.00 EUR
trg-serviceseller2	Germany	No bonus/malus provided ✕	0.00 EUR

**Auction settings**

**Running time**

Start of auction: 12 October 2018 12:46  
End of auction: 12 October 2018 12:47  
Date of publication:  Immediate

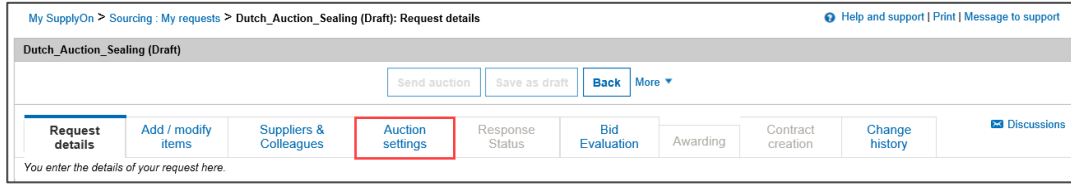
**Options**

Currency: Euro [EUR]  
Automatic award:

Buttons: Save and Continue, Save draft, Check, Back

图：拍卖设置

注意：如果您已经离开 **Auction settings**，并将拍卖另存为草稿，还想继续拍卖，可以再次点击 **Auction settings**。



图：请求详情



### 3 拍卖设置（常规）

拍卖设置分为五个部分：**Auction type**、**Price fields**、**Items**、**Selected bidders** 和 **Auction settings**。

此外，还有一些仅在特定拍卖类型中可见的部分，例如：**Further price fields**、**General prices and costs & Periods**、**Select item structure**（价格、排名、交通灯和 FPSB 拍卖）。

#### 3.1 定义拍卖开始日期和时间

根据不同的拍卖类型，**End date** 将作为您输入的结果自动计算或必须手动输入。

1. 定义拍卖的开始和结束日期或运行时长。

图：开始和结束日期

#### 3.2 拍卖类型

**Auction type** 设置取决于拍卖类型。每个类型都有不一样的设置。在此处的示例中，我们使用的是荷兰式拍卖。设置始终分为 **Auction mode**、**Control elements** 和 **Visibility settings**。

第一段简要描述了选定的拍卖类型。

在 **Auction mode** 中，您可以选择价格降低的反向拍卖或价格增加的正向拍卖。

在 **Control elements** 中，您可以选择平局选项，多个竞买方可以在拍卖未结束时确认当前价位。这些竞买方将被转发到竞买确认页面，并定义 **Winner selection in case of equal best biddings**。您还可以按供应商定义 **Bonus** 或 **Malus**。您可以决定如何最好地使用此功能。默认情况下，您输入的内容对供应商不可见。您可以决定竞买方是否必须低于他/她上次的出价。

Auction type
↑ Minimize

**Traffic Light auction**

Depending on the auction setup, the bidder must reduce (purchase auction - falling price) or increase his best bid (sales auction - increasing price). After each bid, bidders will be shown one of the three traffic light colors (red, yellow, green) for positioning in the participant field. With the auction setup, information on the neutral range and target price are mandatory, since they control the display of the corresponding traffic light color. Only one bidder can see green at a time.

**Auction mode**

Selection:

Reverse auction  
falling price

Forward auction  
rising price

Reverse auction - falling price: Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

- Bidder must underbid his/her last bid**  
 The bid submission is open for the supplier. The supplier must simply decrease his last bid price by the predefined minimum bid difference.
- Winner selection in case of equal best biddings by Point in time of bidding**  
 Defines the rule for determining the best bidder if several bidders submitted the same bid at the end of the auction. In the standard case, if the bids are the same, the bidder who submitted his bid first will be the best bidder. The time of processing in the server applies. In the case of automatic awarding, this best bidder will get the award. Subsequent bid processing for price detailing is not provided.
- Bonus/Malus**  
 This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.

图：控制元素

在 **Visibility settings** 中，供应商名称可以在拍卖期间替换为虚构名称，拍卖结束原因可以隐藏起来，而“奖励/惩罚”可以设置为竞买方可见。

**Visibility settings**

Bidder is anonymized for the auctioneer during the auction  
 During the auction runtime, supplier names are replaced with fictitious names.

图：可见性设置

### 3.3 价格字段

在此设置中，您可以调整价格。对于每种类型的拍卖，必填字段（以橙色星号标记）并不相同。下表是对荷兰式拍卖中一些可用价格字段的解释。

起始价格	定义拍卖的起始价格
结束价格:	定义拍卖的 <b>End price</b> 。这是您愿意支付的最高价格。
价位:	定义每一阶梯的金额。您确保竞价阶梯的金额可以通过结束价格和起始价格之间的差额划分，或者如果价格阶梯无法平均划分时，则最后一个阶梯将不是准确的价格阶梯，而是填补到结束价格。

价格阶梯的数量:	自动计算。
阶梯时段:	这是截至下一价格阶梯起始的时间。
在两个阶梯之间暂停:	这又被称为安静时间。此暂停的目的是为了同步竞买, 因为有些竞买方的互联网连接速度慢于其他竞买方, 因此可能会出现延迟。例如, 您可以将它设置为 5 秒。
总时间:	自动计算。

Price settings
Update

**Pricing for the entire course of the auction**

Starting price: \* 10.00 EUR

Price step interval: \* 10.00 EUR

End price: \* 100.00 EUR

Step duration: \* 60 Seconds

Pause between 2 steps: \* 5 Seconds

**Planned auction history**

Final price step: 100.00 EUR

Number of price steps: 10

Total duration: 10 minutes 45 seconds

**Visibilities for the bidder**

Display the next price levels to the bidder

Show last price step to bidder

Display the price progress chart to the bidder

Further price fields
Minimize

图：价格设置

在其他拍卖类型中，可用价格字段如下所示：**Maximum price / Reservation price**、**Minimum bid difference**、**Maximum bid difference**、**Historical price**、**Target price**。每个字段下面都有简短描述。

此外，如果某些内容缺失，您可以创建新价格字段。

### 3.4 项目

在此处，您可以查看 **Line Items**，包括 **Part number**、**Quantity**、**Price Unit**

6 Items			
No.	Item name ^	Part number ^	Quantity ^
1	Item 1	11	10 Unit(s)
2	Item 2	22	20 Unit(s)
3	Item 3	33	30 Unit(s)
4	Item 4	44	40 Unit(s)
5	Item 5	55	50 Unit(s)
6	Item 6	66	60 Unit(s)

图：项目设置

### 3.5 选定竞买方

在此选项卡中，您可以查看所有获邀竞买方及其位置，如果选定较早，您可以通过点击工具图标来提供奖励/惩罚。

2 Selected bidders		
Bidder	Location	Bonus/Malus
[Redacted]	Germany	No bonus/malus provided ✕
[Redacted]	Germany	No bonus/malus provided ✕

图：选定竞买方设置

### 3.6 拍卖设置

在 **Auction Settings** 区域，您可以定义 **Date of publication**。从此时起，供应商将在其开放请求屏幕上看到拍卖。

您还可以定义 **Automatic award of contract**。

**Auction settings**

**Running time**

Start of auction: July 01, 2020 2:30 PM

End of auction: July 01, 2020 3:00 PM

Date of publication: ?  immediate

**Options**

Currency: Euro [EUR]

Automatic award of contract:

?

图：拍卖设置

**注意：Automatic awarding** 将自动比较所有竞买价，然后授予出价最高的供应商。

如果没有选中 **Automatic awarding** 选项，则需要手动授予供应商。

My SupplyOn > Sourcing > My requests > FPSB\_Auction Sealing (Closed): Awarding and APQP proposals Help and support | Print | Message to support

FPSB\_Auction Sealing (Closed) Save Back More ▾

Request details View items Suppliers & Colleagues Auction settings Response Status Bid Evaluation **Awarding** Contract creation Change history Discussions

Supplier	Line items	Awarding	Comment
Please select a supplier. tg-serviceseller1 tg-serviceseller2			

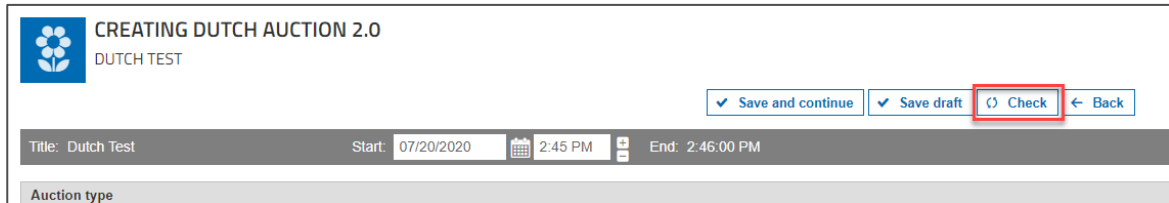
Save Back More ▾

图：手动授予

**注意：**在 **Manual awarding** 中，您可以仅对已经提交了竞买价的供应商授予。它不一定是出价最高的供应商。

### 3.7 敲定拍卖

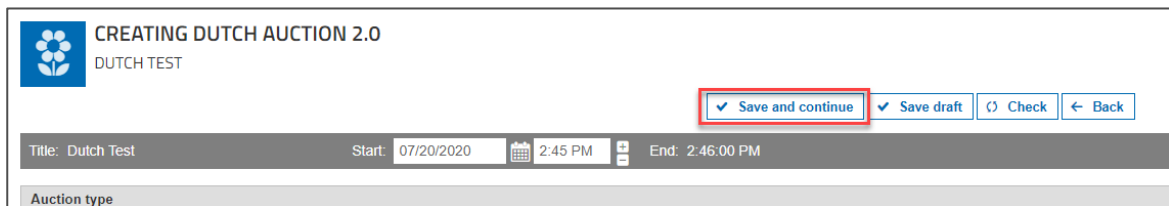
在定义设置后，点击 **Check**。您将收到消息（蓝色）或警告（红色）。



图：检查所有拍卖设置

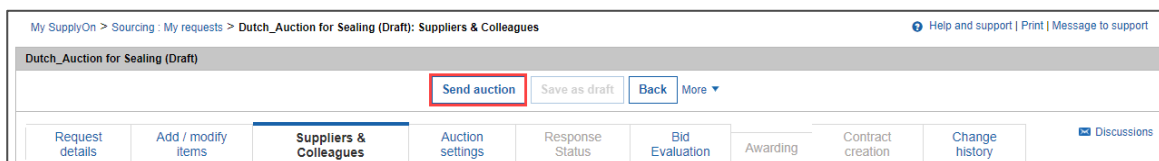
**注意：****Check** 根据系统条件和限制验证您的输入项。

点击 **Save and Continue**，可发布拍卖。



图：保存并继续

最后，点击 **Send auction**，将拍卖发送至获邀供应商。



图：发送拍卖

## 4 执行拍卖（常规）

本章将讲述进行中的、已结束的和中标的拍卖是怎样的。本章聚焦可用于大多数拍卖类型的常见部分：拍卖类型之间的差异将稍后描述。

### 4.1 已发布拍卖

已发布拍卖提供有橙色时间条。您可以查看有多少获邀竞买方已经阅读并确认或拒绝了拍卖。

**AUCTION OVERVIEW**

ENGLISH

← Back
→ More ▾

↻ Update

Running time
History

Reference: 4955069183

Publication: ? July 21, 2020 12:55 PM (instantly)

**Start of auction:** July 21, 2020 1:10:00 PM

**End of auction:** July 22, 2020 7:10:00 PM

Time zone: Central European Time (ECT)

Extension:

Extension trigger: New bids in the trigger time activate an extension

Allowed extensions: Unlimited

Trigger time: 3 minute(s)

Prolongation by: 5 minute(s)

▶
Start 07/21/2020 **1:10:00 PM** End 07/22/2020 **7:10:00 PM**
Auction starts in **00:11:30**

**1 Messages**

i Note The bid precalculation phase is active for the bidders until the start of the auction.

Feedback
Invited bidders

Confirmed

0

0%

Read by

1

50%

Declined

0

0%

Invited

2

**Items**

**2 Items**

No.	Item name ^	Part number ^	Quantity ^	Price unit ^
1	Item 1	123	100 Unit(s)	1 (unit price)
2	Item 2	456	250 Unit(s)	1 (unit price)

Auction type
Price settings

如果想要查看哪些供应商确认了拍卖，请点击 **Invited bidders**。

Feedback
Invited bidders

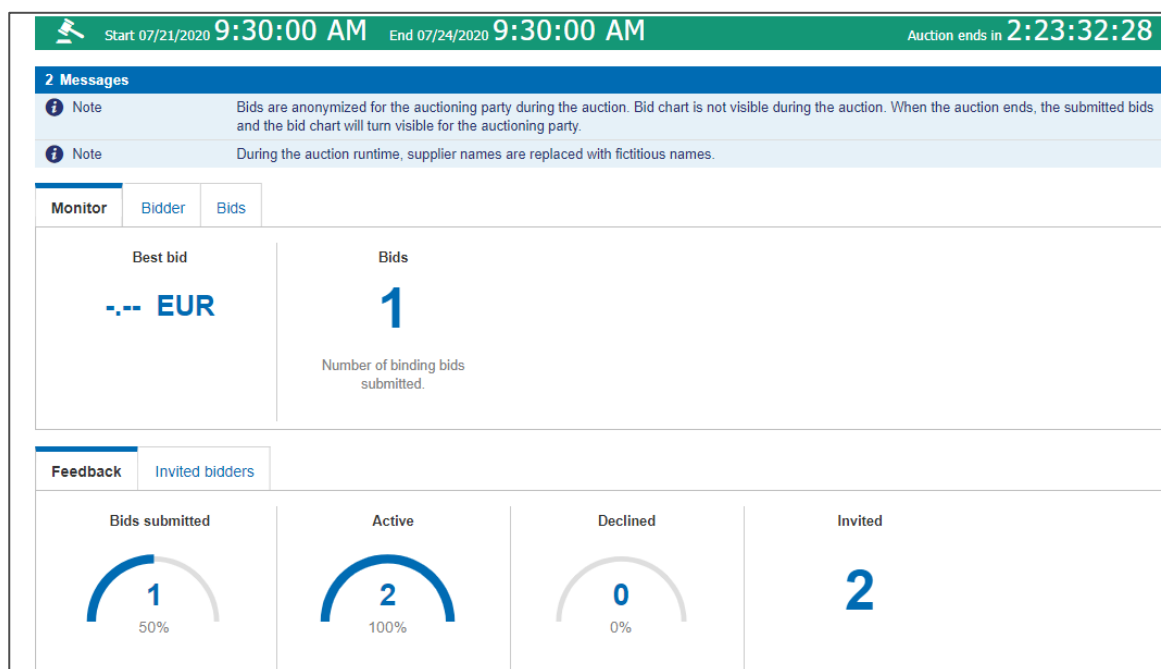
Bidder ▲	Location ^
<span style="font-size: 1.2em;">🇩🇪</span> trg-roadseller2	<span style="font-size: 1.2em;">🇩🇪</span> Germany
<span style="font-size: 1.2em;">🇩🇪</span> trg-ZZ Technik GmbH	<span style="font-size: 1.2em;">🇩🇪</span> Germany

图：拍卖设置

**注意：** 确认参与的竞买方以绿色标记。尚未答复或已拒绝的竞买方以红色标记。

## 4.2 进行中的拍卖

通过显示有拍卖开始和结束日期的绿色条，您可以识别进行中的拍卖。



## 4.3 结束拍卖

可以通过几个选项结束拍卖：

- 结束日期到达
- 竞买方接受了当前的价格阶梯（荷兰式拍卖）
- 所有竞买方提交了自己的竞买价（FPSB 拍卖）
- 确认当前所显示价格阶梯的最后剩余竞买方（日式拍卖）

拍卖结束后，您可以看到拍卖设置中的结果。

在下方截屏中，您可以看到价格拍卖的示例。此概览还取决于拍卖类型。不是每种类型的拍卖都是完全这样。每种拍卖类型的准确结构稍后将介绍。（参见标题 5）

Start 07/21/2020 **9:30:00 AM** End **9:58:19 AM**
server time **09:59:48 AM**

**Best bid**  
2,250.00 EUR  
trg-ZZ Technik GmbH

**Bids**  
2  
Number of binding bids submitted.

**Award of contract**

**Feedback**

**Invited bidders**

**Status of award of contract**  
  
The auction was awarded to the best bidder.

**Awarding volume**  
2,250.00 EUR  
The award was in Euro

**Awarded to**  
Bidder trg-ZZ Technik GmbH  
Best bid bx132850  
Awarding date July 21, 2020 9:58 AM  
Contracting authority Automatic award of contract

**Items**

No.	Item name ^	Part number ^	Quantity ^	Price unit ^
1	Item 1	11	150 Unit(s)	1 (unit price)

**Auction type**

在带结果的这些选项卡下方，您可以查看您的项目、拍卖类型和价格设置。

## 4.4 延长/缩短、暂停或结束拍卖

根据拍卖类型，您可以延长、缩短、暂停或结束拍卖。通过点击 **More** 旁边的下拉菜单，您可以选择要执行的内容。

**AUCTION OVERVIEW**  
FPSB\_AUCTION SEALING

← Back
→ More ▾

Auction data	Update
<small>Number / Type:</small> 4865956294 / single-item Sealed-B	<div style="border: 2px solid red; padding: 2px;"> <a href="#">→ Extend/Shorten the auction</a>  <a href="#">→ Pause auction</a>  <a href="#">→ Close Auction</a> </div>

**Running time**

[History](#)

<small>Publication:</small> <span style="font-size: 0.8em;">?</span>	12 October 2018 14:34 (instantly)
<small>Start of auction:</small>	12 October 2018 14:36
<small>End of auction:</small>	12 October 2018 16:06
<small>Time zone:</small>	ECT (Central European Time)

图：拍卖设置

买家手册/ 如何设置和执行拍卖？

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## 4.5 奖励/惩罚

您可以在此处或直接在供应商概览中，定义奖励或惩罚。

1. 点击红色标记区域。

3 Selected bidders			
Bidder	Location	Bonus/Malus	Calculated starting price
regina.schmitz@supplyon.cn		No bonus/malus provided ✕	10.00 EUR
trg-serviceseller1	Germany	No bonus/malus provided ✕	10.00 EUR
trg-serviceseller2	Germany	No bonus/malus provided ✕	10.00 EUR

图：拍卖设置

您可以输入各个价值/供应商。按照每个供应商的百分比或固定比率定义 **Bonus** 或 **Malus**。

**Bonus/Malus for 'trg-serviceseller1'**
✕

Please enter a rating for the chosen bidders. Bid prices can be calculated with a bonus or malus as a fixed rate or a percentage relative to the bid.

**i** Bonus/Malus applied to the total bid price.

Percentage: ? Bonus  %

Fixed rate: ? Malus  EUR

Calculation basis:

1. percentaged, 2. total (default)

1. total, 2. percentaged

Internal comments:

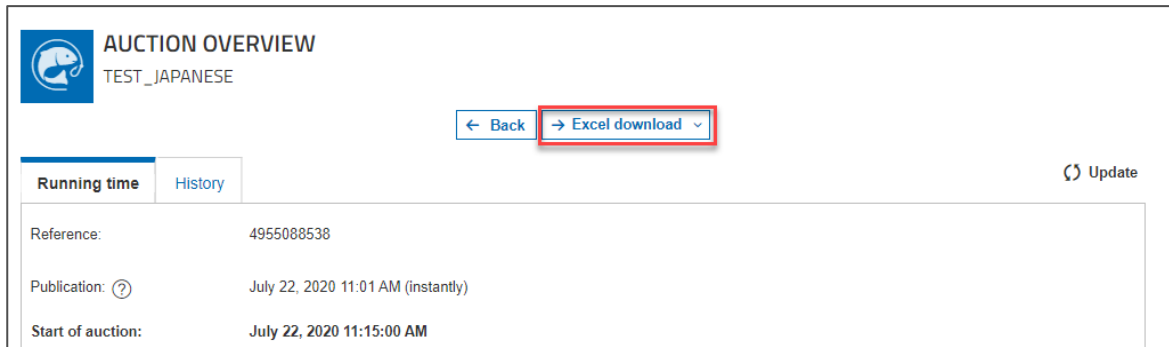
图：拍卖设置：奖励/惩罚

**注意：** 供应商将看到不同的起始价格和价格阶梯，但如果添加了奖励或惩罚，则对他来说并不明显。

有关使用此奖励/惩罚功能的更多详情，请联系您的内部关键用户了解拍卖。

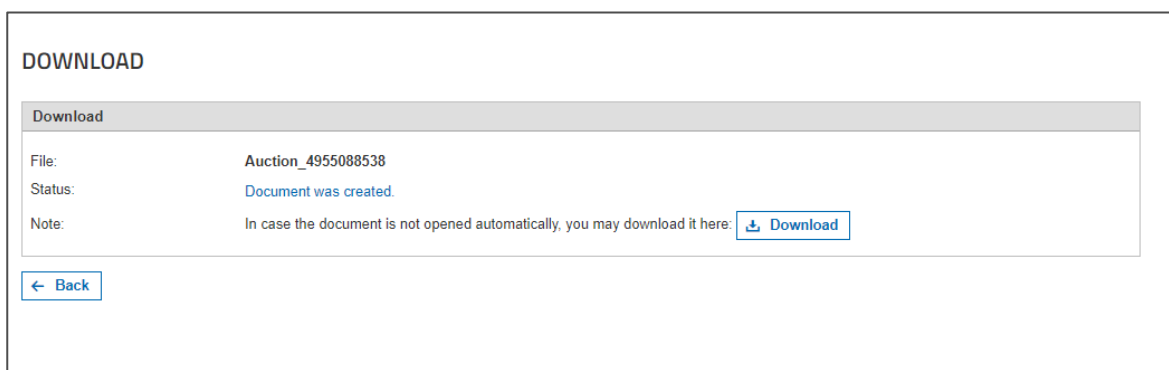
## 4.6 Excel 拍卖报告

当拍卖完成时，您可以下载拍卖报告。如需下载，请点击 **Excel download**。



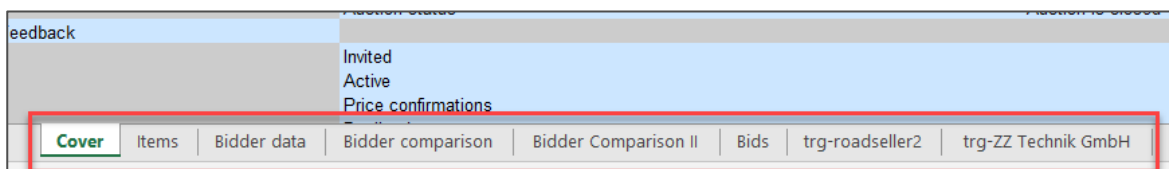
图：Excel 下载

现在您可以看到此屏幕。下载将自动开始。



图：下载

此 Excel 报告中包括封面、项目、竞买方数据、竞买方比较、竞买方比较 2、竞买价及获邀竞买方选项卡。



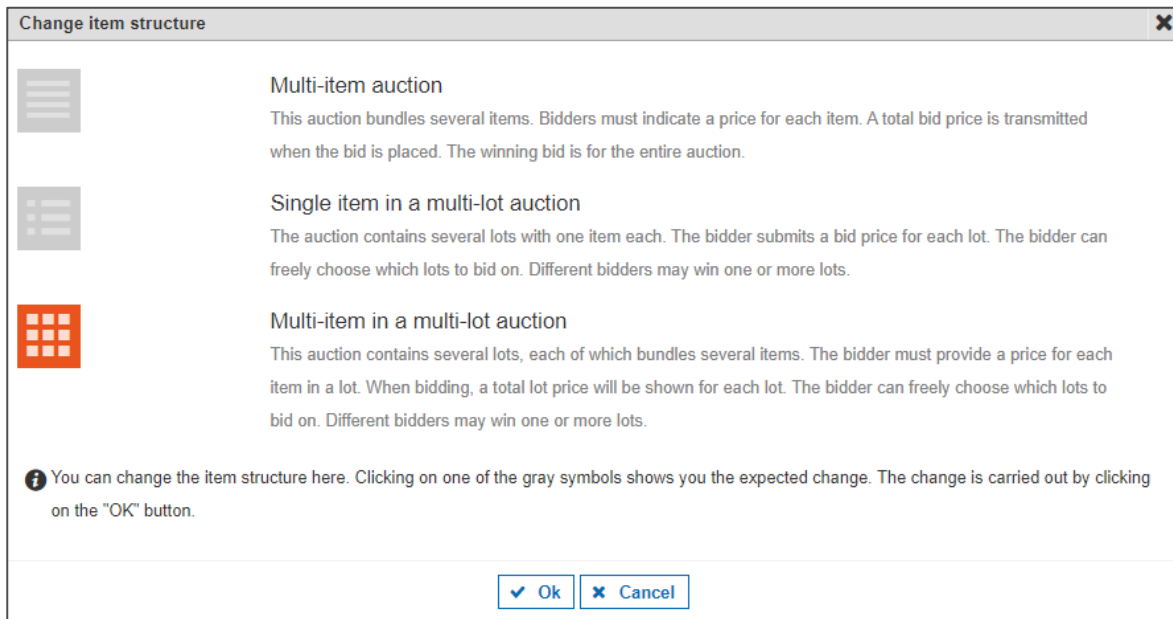
图：Excel 中的报告概览

## 5 拍卖设置及性能（特殊）

### 5.1 项目结构

如果已启用，而且您有一个以上的行项目，您可以更改 **Multi-item auction**、**Single item in a multi-lot auction** 与 **Multi-item in a multi-lot auction** 之间的项目结构。该选择会影响 **Price fields** 和 **Items** 设置。

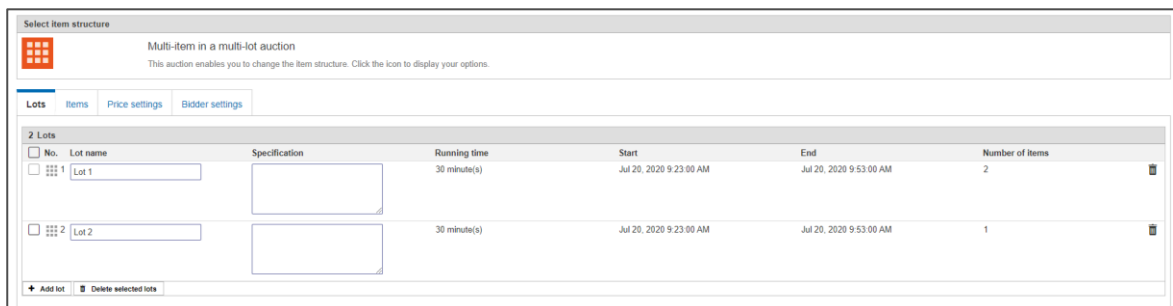
此设置仅适用于价格、排名、交通灯和 **FPSB** 拍卖。



图：变更项目结构

默认选项是 **Multi-item auction**，这是拍卖设置（常规）中解释的结果（参见第 3 章）。

如果您选择其他项目结构，**Price fields** 和 **Items** 设置将消失，并汇总在新选项卡中（参见下方）。



图：拍品设置

您可以在此处编辑价格和项目设置。这里还有一个新选项卡——**Bidder settings**，在此您可以决定谁可以竞买哪个拍品。

## 5.2 时段设置

当您输入了行项目的时段时，附加选项将出现在拍卖设置中。

例如，您可以在 **Auction settings** 中设置价格下调水平。

其他所有价格字段，例如应适用于所有时段的工具成本，可通过 **SupplyOn** 咨询服务来设置

**Periods** ↑ Minimize

Select scenario:

Set min./max. price reduction levels, price entry in each period  
 The auctioning party defines the min. and max. price reduction levels from the 2nd period onwards. The bidder enters a price per PPU for each period. The price reduction level calculated by the system for each period must be within the specified limits.

Specify price reduction levels, price entry only in 1st period  
 The auctioning party defines the price reduction levels from the 2nd period onwards. The bidder enters a PPU only for the 1st period. The system automatically calculates all further prices per period on the basis of the price reduction level.

图：时段设置

Quantity ^	Price unit ^	
Periodically in Unit(s)	1 (unit price)	<b>Item details</b> ✕

Bonus/Malus	Calculated starting price	Total B/M & TCO adder ?	Total transfer price ?	Calculated end price ?
No bonus/malus provided ✕	0.00 EUR	0.00 EUR	--	0.00 EUR
No bonus/malus provided ✕	0.00 EUR	0.00 EUR	--	0.00 EUR

**Edit item details** ✕

**Item specification**

Item name: Item1  
 Part number: XYZ\_1337

**Quantity requirements**

Planned quantities:

*	Period	Quantity	Set price reduction level
	2020	10 bag	
	2021	10 bag	0.00 ... [0.00] %
	2022	10 bag	0.00 ... [0.00] %
	<b>Total quantity</b>	<b>30 bag</b>	

**Price settings**

Price unit [PU]: 1 (unit price)

Prices and costs:

Name	Value range	Value	Visibility ?
Tender price ?	≥ 0.00 EUR	* individual ✕	
Bonus malus relative ?	-100.0 ... 100.0 %	individual ✕	<input type="checkbox"/>
Bonus / Malus absolute ?		individual ✕	<input type="checkbox"/>
Comparison price per item ?		-- ↻	<input type="checkbox"/>

图：项目详情

**General prices and costs**

Price settings:

Name	Value range
OTP value range ?	[ 0.00 ] - [ 0.00 ] EUR

图：常规价格和成本

## 5.3 Rank Auction (Hitachi Astemo Standard Auction)

### HITACHI Astemo

**备注：** [Rank Auction](#) 是专为 Hitachi Astemo 用户定义的 [standard auction type](#)。请将此类型考虑作为您的首选拍卖类型

排名拍卖是价格拍卖和交通灯拍卖之间的一个中间阶段。根据拍卖设置，竞买方必须降低（采购拍卖 - 降低价格）或提升其最佳竞买价（销售拍卖 - 提升价格）。每次出价后，竞买方只显示其相对于其他竞买方的排名，以便在参与者字段中定位。竞买方尚未收到有关目前最佳竞买价的信息。

这是编辑拍卖设置时的拍卖概览。

**CREATING RANKING AUCTION 2.0**  
RANK\_AUCTION\_TEST

Buttons: Save and continue, Save draft, Check, Back

Title: Rank\_Auction\_Test | Start: 02/20/2020 12:44 PM | Running time: 30 minute(s)

**Auction type**

- Ranking auction**  
The bids auction represents an intermediate stage of price auction and traffic light auction. The bidder must reduce his / her best bid depending on the auction setup (purchase auction - falling price) or increase (sales auction rising price). After each bid, bidders will only be shown their rank relative to other bidders for positioning in the entry field. Bidders will not receive any information about the currently most competitive bid.

**Auction mode**

- Reverse auction - falling price**  
Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

- Bidder must underbid his/her last bid  
The bid submission is open for the supplier. The supplier must simply decrease his last bid price by the predefined minimum bid difference.
- Winner selection in case of equal best biddings by Point in time of bidding  
Defines the rule for determining the best bidder if several bidders submitted the same bid at the end of the auction. In the standard case, if the bids are the same, the bidder who submitted his bid first will be the best bidder. The time of processing in the server applies. In the case of automatic awarding, this best bidder will get the award. Subsequent bid processing for price detailing is not provided.
- Bonus/Malus  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.
- i** To store this setting, go to the selected bidders overview.

**Visibility settings**

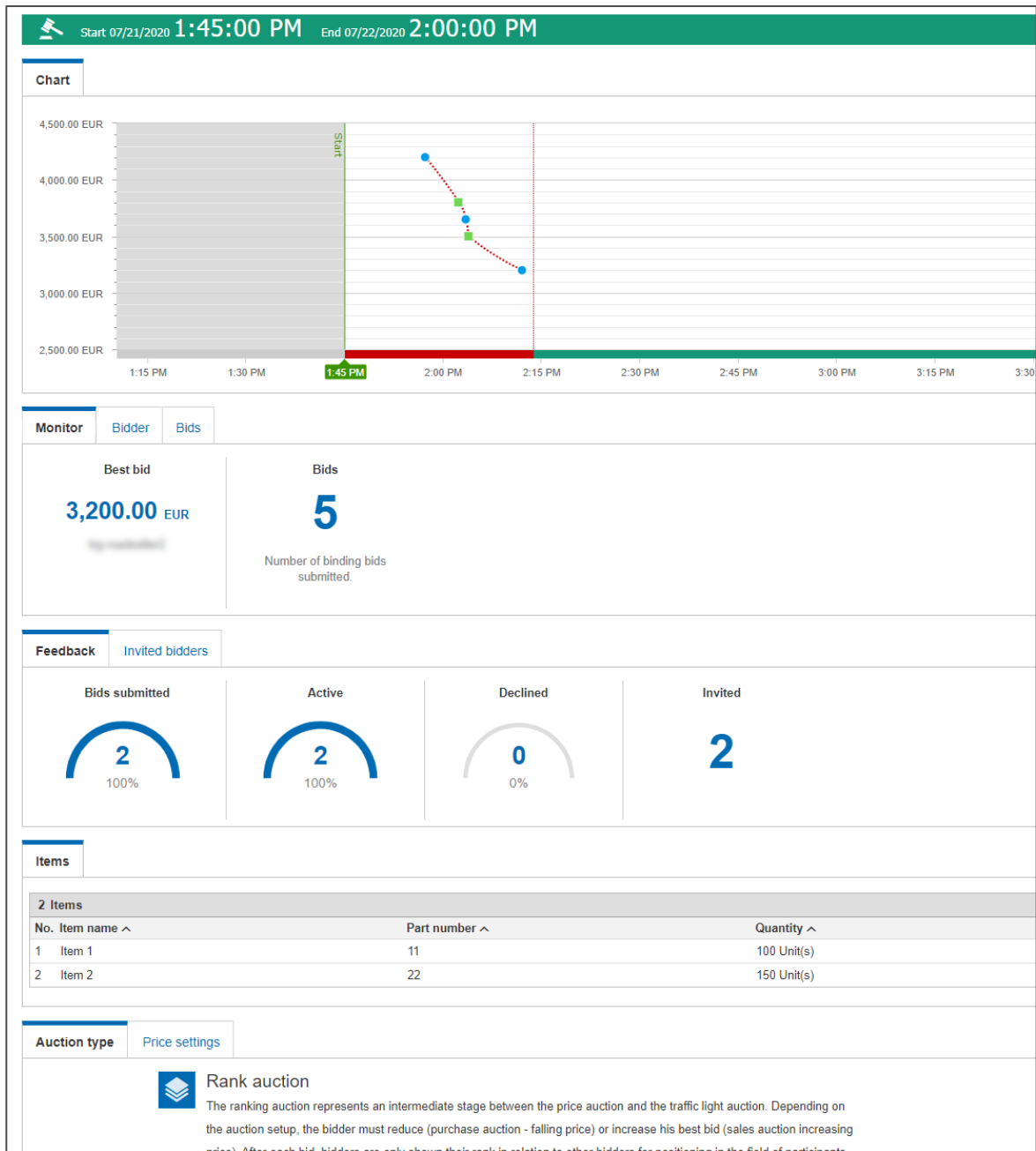
- Only best bidder can see his rank  
If the bidder is the best with the submission of his new bid, he will be ranked 1, otherwise there will be no information.
- Each bidder sees his rank  
From the first bid, the bidder's internal rank is calculated and displayed. This may change during the entire term depending on the participating bidders. This option extends the standard.
- Bidder is anonymized for the auctioneer during the auction  
During the auction runtime, supplier names are replaced with fictitious names.
- Bonus/Malus visible for bidder  
By activating this option the auctioneer enables the visibility of applied bonus/malus for the bidder.

**Price settings**

- Starting price  
The starting price limits the amount of the first bid. This can be specified individually by the auctioneer and is usually based on the result of a pre-negotiation carried out.
- Target price  
The target price corresponds to the amount of the expected final value of the negotiations.
- Historical price  
The historical price is used for statistical calculation of the savings, and provides information on the price improvement after the auction.
- Maximum price / Reservation price  
The maximum price (reservation price) defines the buyer's upper limit of willingness to pay. The maximum price is only visible to the buyer. An award of contract only takes place if the maximum price is undercut.
- Minimum bid difference  
\* 0.00 EUR  percentaged  
Also referred to as the minimum bid step. In order to submit a further bid, the new bid must be superior to the previous bid by at least this specified amount.
- Maximum bid difference  
\* 20 %  
Activating this option will limit the difference between a new bid and either the previous personal bid or the current best bid of the competitors. If the limit is exceeded, the bidder receives an error message. The submission of the bid is only possible when the limit is adhered to.

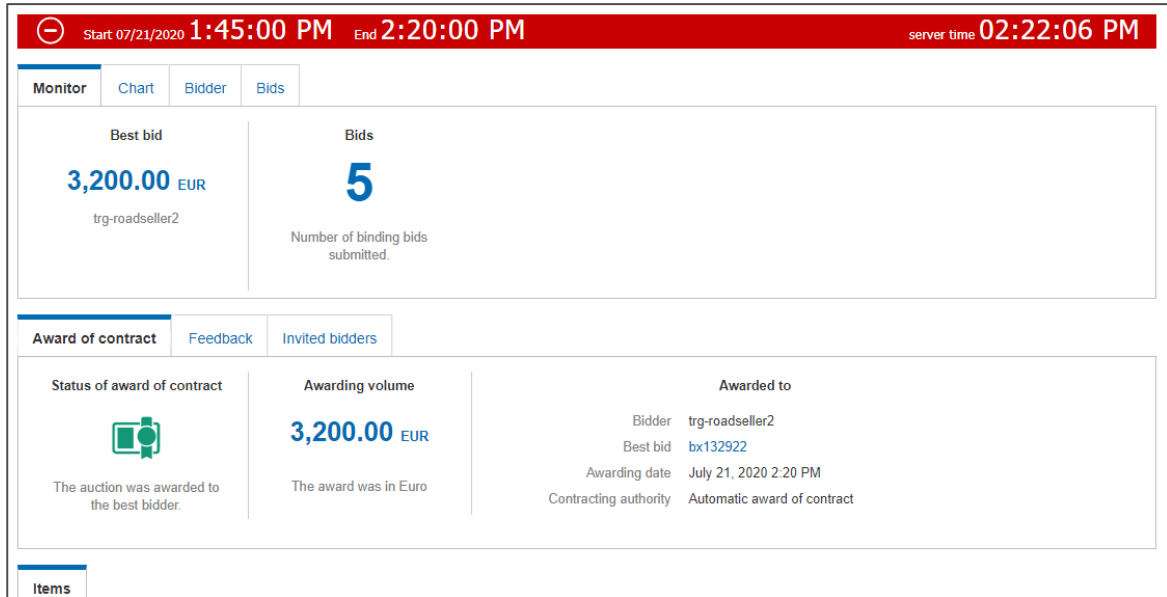
图： 拍卖设置概览

当拍卖处于活跃状态时，您可以看到显示有已提交竞买价的图表。带供应商和竞买价数量的最佳竞买价也显示在此概览中。



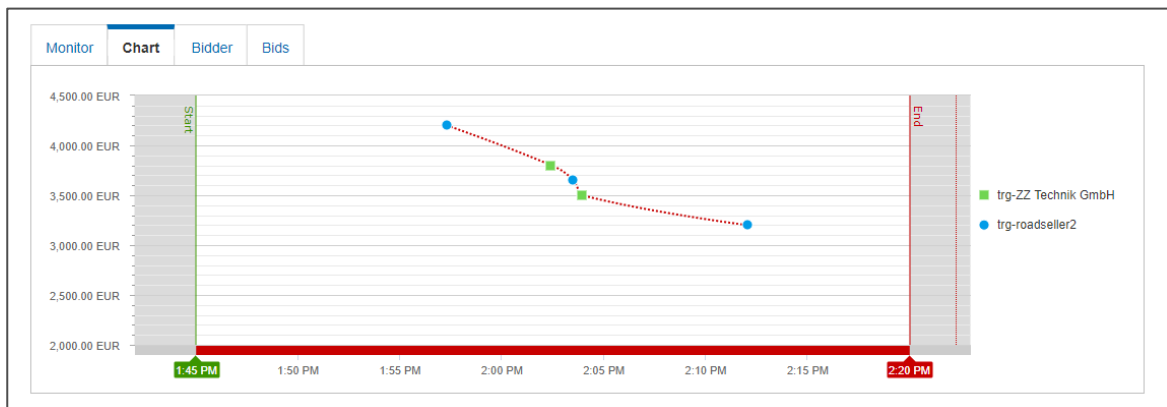
图：活跃的价格拍卖概览

拍卖结束时，将显示中标额、最佳竞买价、竞买数量、授予状态和中标的竞买方。



图：已结束价格拍卖概览

更多详情，请查看其他选项卡（Chart、Bidder、Bids）。



**Monitor** | Chart | **Bidder** | Bids

Start 07/21/2020 1:45:00 PM End 2:20:00 PM server time 02:22:32 PM

Bidder	Bids	Best bid ID	Time	Bid price	Performance	Rank	Award of contract
trg-roadseller2	3	bx132922	2:12:03 PM	3,200.00 EUR	23.8 % -1,000.00 EUR	1	
trg-ZZ Technik GmbH	2	bx132920	2:03:56 PM	3,500.00 EUR	7.9 % -300.00 EUR	2	

图：更多拍卖详情





## **HITACHI Astemo**

**备注：**后续章节解释了可供  
Hitachi Astemo 用户使用的拍卖类型。

## 5.4 荷兰式拍卖

荷兰式拍卖属于单击式拍卖。在荷兰式拍卖中，拍卖师定义一个相对较低的起始价。根据设置，报价在规定的时间内按指定的竞买价增量自动增加，直到竞买方接受当前竞买价。如果平局选项未被激活，第一个接受当前竞买价的竞买方将为所有参与者结束拍卖。

价格阶梯取决于您的设置（参见下方截屏）。

**Price settings** Update

**Pricing for the entire course of the auction**

Starting price: \* 10.00 EUR

Price step interval: \* 10.00 EUR

End price: \* 100.00 EUR

Step duration: \* 60 Seconds

Pause between 2 steps: \* 5 Seconds

**Planned auction history**

Final price step: 100.00 EUR

Number of price steps: 10

Total duration: 10 minutes 45 seconds

**Visibilities for the bidder**

Display the next price levels to the bidder

Show last price step to bidder

Display the price progress chart to the bidder

**Further price fields** Minimize

图：价格设置

这是活跃的荷兰式拍卖的样子。

Start 12/10/2018 14:33:00 ECT End 17:11:15 server time 14:52:52

**Monitor**

**Step duration**

38 Seconds

**bid amount**

200.00 EUR

190.00 EUR

180.00 EUR

170.00 EUR

160.00 EUR

150.00 EUR

140.00 EUR

**130.00 EUR**

120.00 EUR

110.00 EUR

图：活跃的荷兰式拍卖概览

在供应商确认价格后，拍卖立即终止。**Monitor** 将显示确认的价格，并以百分比和总金额显示您节省的费用。

## 5.5 第一价格密封出价

此拍卖可以用于标准拍卖后或平局情景中。

第一价格密封出价属于常见的拍卖类型。它还被称为盲标拍卖。在本拍卖中，竞买方只能提交一次隐蔽竞买价。竞争参与者的出价在什么时候都不会被系统披露。只有在拍卖完成后，才能授予最佳竞买方。

这是创建 FPSB 拍卖时的拍卖概览。

**CREATING FPSB AUCTION 2.0**  
FPSB\_DEMO

Buttons: Save and continue, Save draft, Check, Back

Title: FPSB\_Demo Start: 07/21/2020 10:15 AM Running time: 30 minute(s)

**Auction type**

**FPSB Auction**  
The first price sealed bid auction is an auction in which bidders submit their bids one-time and concealed from other participants. The bidders do not receive any competition information or status feedback from the system after the bid has been sent. The award to the best bidder, manually or automatically, can only take place after the auction has ended.

**Auction mode**

**Reverse auction**  
Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

- Winner selection in case of equal best biddings by Point in time of bidding  
Defines the rule for determining the best bidder if several bidders submitted the same bid at the end of the auction. In the standard case, if the bids are the same, the bidder who submitted his bid first will be the best bidder. The time of processing in the server applies. In the case of automatic awarding, this best bidder will get the award. Subsequent bid processing for price detailing is not provided.
- Bonus/Malus  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.
- i** To store this setting, go to the selected bidders overview.

**Visibility settings**

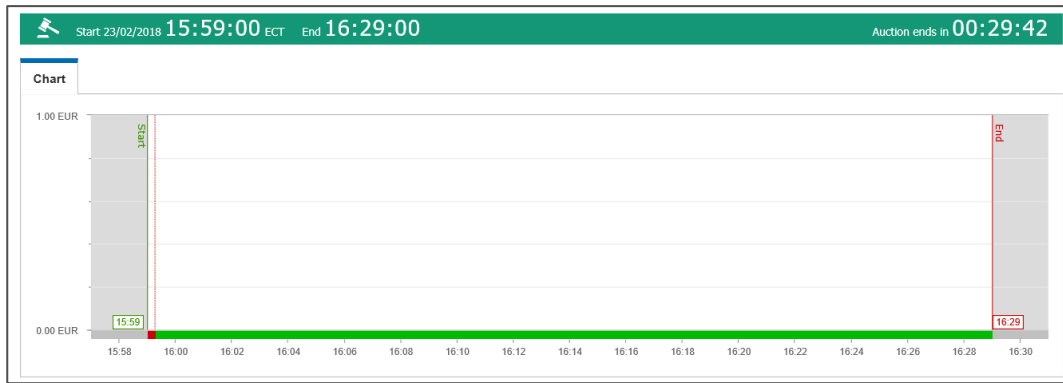
- View of competitor's information is disabled  
Bids are anonymized for the auctioning party during the auction. Bid chart is not visible during the auction. When the auction ends, the submitted bids and the bid chart will turn visible for the auctioning party.
- Bidder is anonymized for the auctioneer during the auction  
During the auction runtime, supplier names are replaced with fictitious names.
- Bonus/Malus visible for bidder  
By activating this option the auctioneer enables the visibility of applied bonus/malus for the bidder.

**Price fields** ↑ Minimize

- Starting price  
The starting price limits the amount of the first bid. This can be specified individually by the auctioneer and is usually based on the result of a pre-negotiation carried out.
- Target price  
The target price corresponds to the amount of the expected final value of the negotiations.
- Historical price  
The historical price is used for statistical calculation of the savings, and provides information on the price improvement after the auction.
- Maximum price / Reservation price  
The maximum price (reservation price) defines the buyer's upper limit of willingness to pay. The maximum price is only visible to the buyer. An award of contract only takes place if the maximum price is undercut.
- +** Create new price field

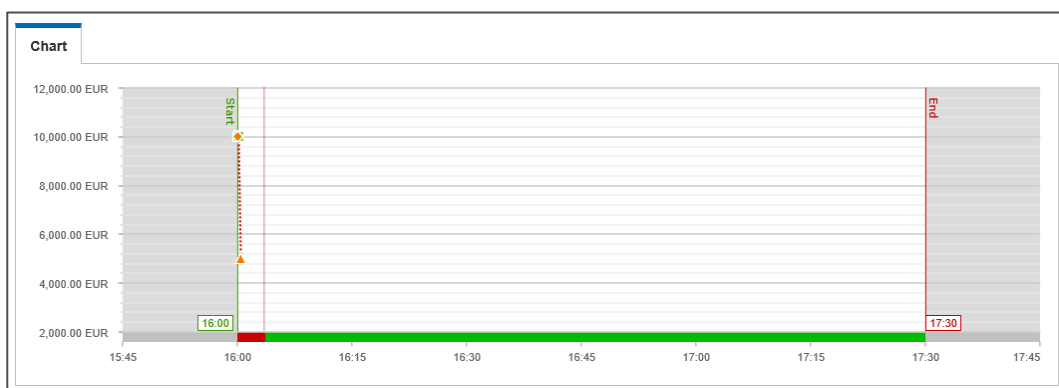
图：拍卖设置概览

拍卖时段如下所示。您可以看到拍卖的持续时长，以及供应商的竞买价在图表上的位置。



图：活跃的 FPSB 拍卖概览

如果您已经定义了您可以查看出价，则屏幕看起来如图所示。拍卖开始后不久会有两个竞买价。



图：auction chart with submitted bids

您还可以在 **Monitor** 中查找竞买价。

Monitor
Bidder
Bids

Best bid

**5,000.00** EUR

trg-serviceseller2

Bids

**2**

Number of binding bids submitted.

图：拍卖监控器

更多详情显示在 **Bidder** 选项卡中。

Bidder	Bids	ID	Time	Bid price	Performance
trg-serviceseller1	1	bx101889	16:05:21	680.00 EUR	0 %
trg-serviceseller2	1	bx101891	16:06:10	675.00 EUR	0 %

图：竞买方概览

更多详情可参见 **Bids**。

ID ^	Time v	Bidder ^	Editor ^	Bid price ^
bx101891	16:06:10	trg-serviceseller2	Mario Salgueiro	675.00 EUR
bx101889	16:05:21	trg-serviceseller1	Paul Morgan	680.00 EUR

图：出价详情

## 5.6 日式拍卖

日式拍卖属于一种自动报价拍卖，在规定的时间内，出价根据设置以指定的价格阶梯自动增加或减少。竞买方应点击确认当前显示的每个价格阶梯，以获得在下一个价格阶梯竞价的资格。竞买方将不会得知谁已经离开或还有多少竞争对手留下。确认当前显示价格阶梯的最后剩余竞买方立即结束拍卖。这是编辑拍卖设置时的拍卖概览。

**CREATING JAPANESE AUCTION 2.0**  
TEST\_JAPANESE

Save and continue Save draft Check Back

---

Tab: Test\_Japanese
Start: 07/22/2020 11:03 AM
End: 11:04:22 AM

**Auction type** Minimize

**Japanese Auction**  
The Japanese auction is a ticker auction, in which the offer price increases or decreases automatically in a defined time interval by a specified price step depending on the setting. Bidders should confirm each currently displayed price step with a click in order to qualify for the next price step. The bidders will not be informed who has already left or how many other competitors have remained. The last remaining bidder who confirms the currently displayed price step ends the auction immediately.

**Auction mode**

**Reverse auction - falling price**  
Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

Hong Kong - Auction  
The auction continues until no bidder has confirmed a next price step.

Selection of winner in case of confirmation of the same price  
\* Point in time of bidding (Default) v  
Defines the rule for determining the best bidder if several bidders have confirmed the same price level at the end of the auction. In the standard case, if several bidders have confirmed the same price level, the bidder who submitted his price confirmation first is identified as the best bidder. The time of processing in the server applies. In the case of automatic awarding, the best bidder will get the award.

Bonus/Malus  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.  
To store this setting, go to the selected bidders overview.

**Visibility settings**

Bidder is anonymized for the auctioneer during the auction  
During the auction runtime, supplier names are replaced with fictitious names.

Hide reason of auction end for bidders  
If the auctioning party does not want bidders to see if the auction ended automatically because nobody has confirmed a price, or if he does not want the losers to notice that the auction was ended with a competitor, then you can hide this information for the bidders. This only informs the bidders that the auction ended but not why.

Bonus/Malus visible for bidder  
By activating this option the auctioneer enables the visibility of applied bonus/malus for the bidder.

**Price settings** Update

**Pricing for the entire course of the auction**

Starting price:  EUR

Price step interval:  EUR

End price:  EUR

Step duration:  Seconds

Pause between 2 steps:  Seconds

**Planned auction history**

Final price step: 500.00 EUR  
 Number of price steps: 16  
 Total duration: 17 minutes 15 seconds

**Visibilities for the bidder**

Display the next price levels to the bidder

Show last price step to bidder

Display the price progress chart to the bidder

**Further price fields** Minimize

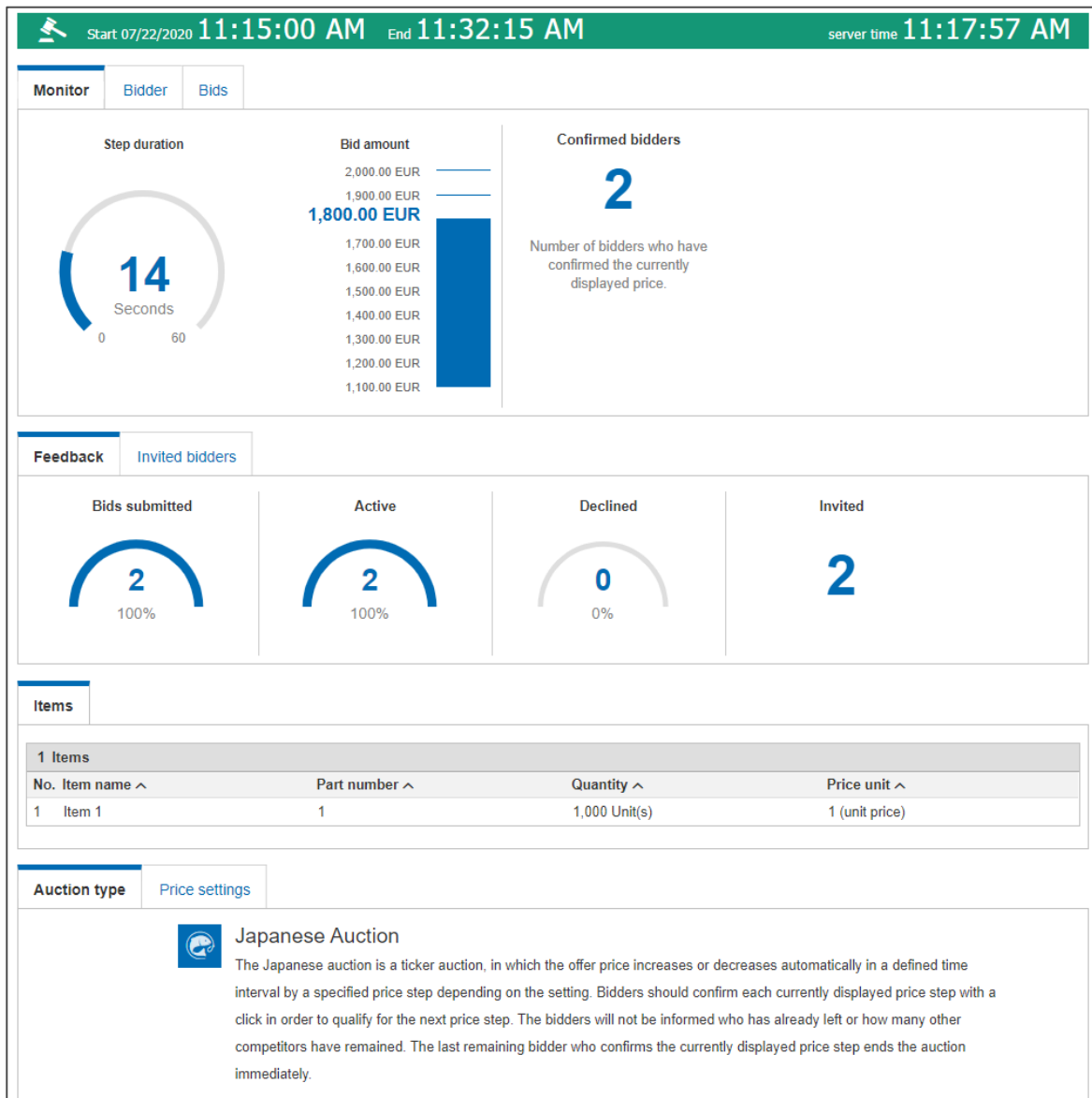
Target price  
The target price corresponds to the amount of the expected final value of the negotiations.

Historical price  
The historical price is used for statistical calculation of the savings, and provides information on the price improvement after the auction.

Create new price field

图：拍卖设置

在活跃的拍卖中，您可以看到有多少供应商确认了当前显示的价格以及留给下一价格阶梯的时间。



图：活跃的日式拍卖概览

当拍卖结束时，您可以看到确认的价格、您节省的费用和中标供应商。

Start 07/22/2020 **11:15:00 AM** End 11:19:15 AM
server time **11:19:54 AM**

Monitor
Bidder
Bids

Confirmation of price

**1,700.00** EUR

trg-roadseller2

Saving

**-15%**

-300.00 EUR

Difference between best bid and starting price

Confirmation of price

**1**

A bidder has confirmed the last offer price.

Award of contract
Feedback
Invited bidders

Status of award of contract

The auction was awarded to the best bidder.

Awarding volume

**1,700.00** EUR

The award was in Euro

Awarded to

Bidder trg-roadseller2

Best bid bx132982

Awarding date July 22, 2020 11:19 AM

Contracting authority Automatic award of contract

Items

1 Items			
No.	Item name ^	Part number ^	Price unit ^
1	Item 1	1	1 (unit price)

图：结束的日式拍卖概览

## 5.7 价格/英式拍卖

例如，根据起始价格和拍卖设置，竞买方必须降低（采购拍卖 - 降低价格）或增加（销售拍卖 - 提升价格）竞买价格。竞买方可以根据自己的最后一次竞买价或竞争对手的当前最佳竞买价多次提交竞买价。在拍卖期间，所有竞买方都会收到有关竞争对手的竞买价的匿名信息。

这是编辑拍卖设置时的拍卖概览。

CREATING PRICE AUCTION 2.0

AUCTION\_TEST\_2020\_V3

Save and continue Save draft Check Back

---

Title: Auction\_Test\_2020\_V3
Start: 02/20/2020 1:30 PM
Running time: 30 minute(s)

**Auction type**
↑ Minimize

⚖️

**Price auction**

Bidders must, for example, based on a starting price, reduce the bid price depending on the auction setup (purchase auction - falling price) or increase (sales auction - rising price). Bidders may bid multiple times based on their last bid or the best bid currently made by a competitor. During the auction, all bidders will receive anonymous information about the bids of their competitors. The bidder with the best bid wins the bid at the end of the auction.

**Auction mode Selection:**

Reverse auction  
falling price

Forward auction  
rising price

Reverse auction - falling price: Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

- Bidder must underbid his/her last bid  
The bid submission is open for the supplier. The supplier must simply decrease his last bid price by the predefined minimum bid difference.
- Bidder must underbid the best bid  
In this mode, the new bid price must be better than the current best bid less the set minimum bid difference.
- Winner selection in case of equal best biddings by Point in time of bidding  
Defines the rule for determining the best bidder if several bidders submitted the same bid at the end of the auction. In the standard case, if the bids are the same, the bidder who submitted his bid first will be the best bidder. The time of processing in the server applies. In the case of automatic awarding, this best bidder will get the award. Subsequent bid processing for price detailing is not provided.
- Bonus/Malus  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.

**Visibility settings**

- Competitor bids are visible after the submission of your own first bid.  
This setting allows the bidder to view competitor's bids after the submission of a bid of his/her own.

---

**Price settings**
↑ Minimize

- Starting price  
The starting price limits the amount of the first bid. This can be specified individually by the auctioneer and is usually based on the result of a pre-negotiation carried out.
- Target price  
The target price corresponds to the amount of the expected final value of the negotiations.
- Historical price  
The historical price is used for statistical calculation of the savings, and provides information on the price improvement after the auction.
- Maximum price / Reservation price  
The maximum price (reservation price) defines the buyer's upper limit of willingness to pay. The maximum price is only visible to the buyer. An award of contract only takes place if the maximum price is undercut.
- Minimum bid difference  

EUR
  percentaged

Also referred to as the minimum bid step. In order to submit a further bid, the new bid must be superior to the previous bid by at least this specified amount.
- Maximum bid difference  

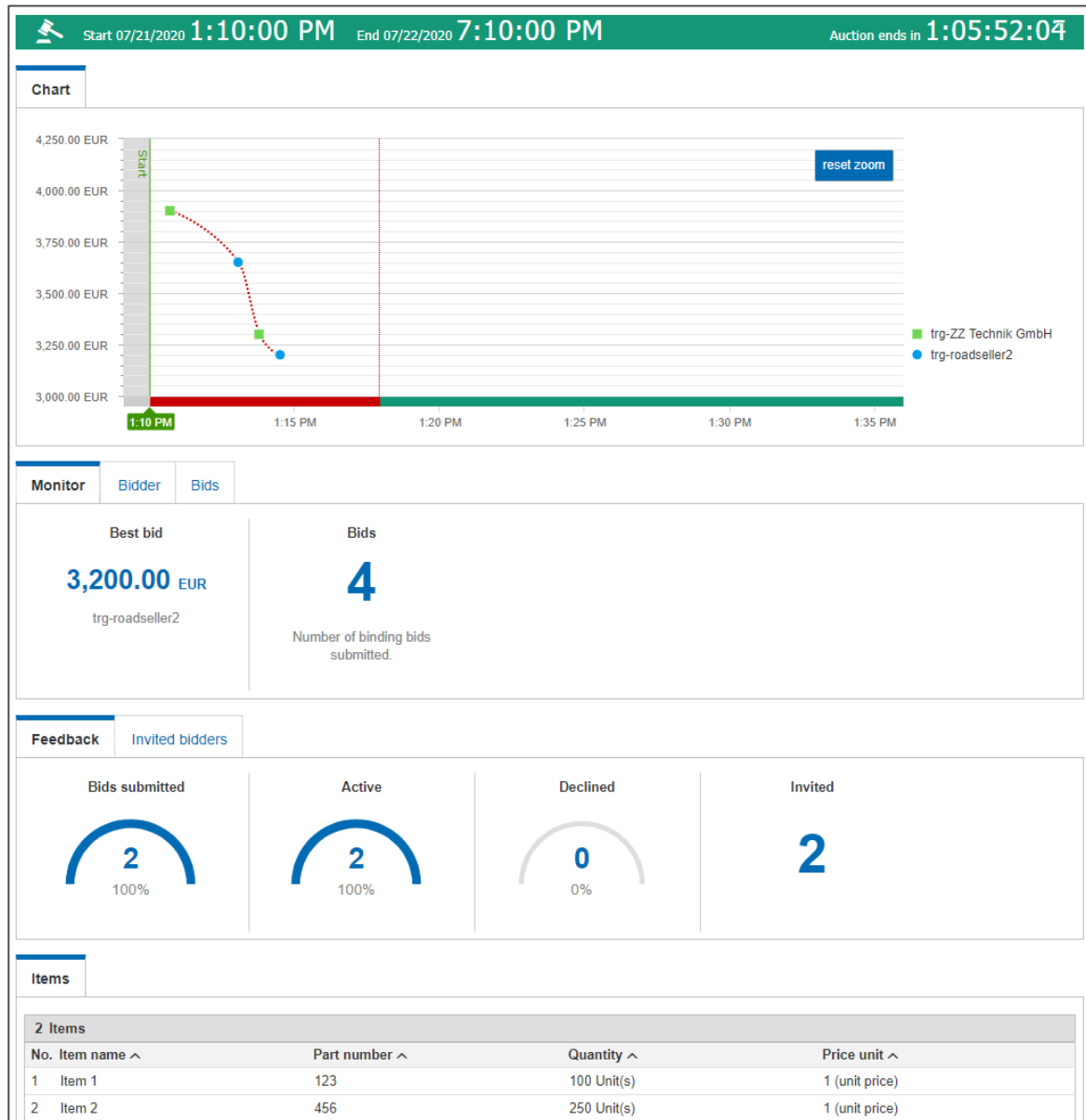
%

Activating this option will limit the difference between a new bid and either the previous personal bid or the current best bid of the competitors. If the limit is exceeded, the bidder receives an error message. The submission of the bid is only possible when the limit is adhered to.
- Blocked bid zone  
The area adjacent to the best bid is blocked and prevents bidders submitting multiple bids that match or approximate the best bid. The new bid will have to be either higher or lower than this zone according to this specified value.

图：拍卖设置概览



当拍卖处于活跃状态时，您可以看到显示有已提交竞买价的图表。供应商的最佳竞买价和竞买数量也显示在此概览中。



图：活跃的价格拍卖概览

更多详情显示在 **Bidder** 和 **Bids** 选项卡中。

Bidder		Best bid				
Bidder ^	Bids ^	ID	Time ^	Bid price ^	Performance ^	Rank ▲
trg-roadseller2	2	bx132876	07/21/2020 1:14 PM	3,200.00 EUR	12.3 % ⓘ -450.00 EUR	1
trg-ZZ Technik GmbH	2	bx132867	07/21/2020 1:13 PM	3,300.00 EUR	15.4 % ⓘ -600.00 EUR	2

ID ^	Time v	Bidder ^	Editor ^	Bid price ^
bx132876	07/21/2020 1:14:29 PM	trg-roadseller2	road seller2	3,200.00 EUR
bx132867	07/21/2020 1:13:47 PM	trg-ZZ Technik GmbH	Ricarda Baierl	3,300.00 EUR
bx132871	07/21/2020 1:13:03 PM	trg-roadseller2	road seller2	3,650.00 EUR
bx132862	07/21/2020 1:10:43 PM	trg-ZZ Technik GmbH	Ricarda Baierl	3,900.00 EUR

图：更多详情

拍卖结束时，将显示中标额、最佳竞买价、竞买数量、授予状态和中标的竞买方。

Start 07/21/2020 1:10:00 PM End 1:45:00 PM
server time 01:53:09 PM

**Best bid**

3,200.00 EUR

trg-roadseller2

**Bids**

4

Number of binding bids submitted.

**Award of contract**

**Status of award of contract**

The auction was awarded to the best bidder.

**Awarding volume**

3,200.00 EUR

The award was in Euro

**Awarded to**

Bidder: trg-roadseller2

Best bid: bx132876

Awarding date: July 21, 2020 1:45 PM

Contracting authority: Automatic award of contract

**Items**

No.	Item name ^	Part number ^	Quantity ^	Price unit ^
1	Item 1	123	100 Unit(s)	1 (unit price)
2	Item 2	456	250 Unit(s)	1 (unit price)

Start 07/21/2020 1:10:00 PM End 1:45:00 PM
server time 01:53:34 PM

**Bidder**

Bidder ^	Bids ^	ID	Time ^	Bid price ^	Performance ^	Rank ▲	Award of contract ^
trg-roadseller2	2	bx132876	1:14:29 PM	3,200.00 EUR	12.3 %	1	
trg-ZZ Technik GmbH	2	bx132867	1:13:47 PM	3,300.00 EUR	15.4 %	2	

**Best bid**

图：已结束价格拍卖概览

## 5.8 交通灯拍卖

根据拍卖设置，竞买方必须降低（采购拍卖 - 降低价格）或增加其最佳竞买价（销售拍卖 - 提升价格）。每次出价后，竞买方将以交通灯颜色（红、黄、绿）中的一种显示，用于在参与者字段中定位。在拍卖设置中，关于中性范围和目标价格的信息是强制性的，因为它们控制着相应交通灯颜色的显示。一次只能有一位竞买方看到绿色。

这是编辑拍卖设置时的拍卖概览。

**CREATING TRAFFIC LIGHT AUCTION 2.0**

TEST:TRAFFIC

Save and continue
Save draft
Check
Back

Title: Test:traffic      Start: 07/20/2020 9:23 AM      Running time: 30 minute(s)

**Auction type** ↑ Minimize

**Traffic Light auction**

Depending on the auction setup, the bidder must reduce (purchase auction - falling price) or increase his best bid (sales auction - increasing price). After each bid, bidders will be shown one of the three traffic light colors (red, yellow, green) for positioning in the participant field. With the auction setup, information on the neutral range and target price are mandatory, since they control the display of the corresponding traffic light color. Only one bidder can see green at a time.

**Auction mode**

Selection:

**Reverse auction**  
falling price

**Forward auction**  
rising price

Reverse auction - falling price: Purchasing auctions with falling price (reverse auctions) are auctions which are initiated by procurement. The auctioning party puts his requirements up for auction amongst several competing bidders. The goal of the auction is to minimize the purchasing price.

**Control elements**

- Bidder must underbid his/her last bid**  
The bid submission is open for the supplier. The supplier must simply decrease his last bid price by the predefined minimum bid difference.
- Winner selection in case of equal best biddings by Point in time of bidding**  
Defines the rule for determining the best bidder if several bidders submitted the same bid at the end of the auction. In the standard case, if the bids are the same, the bidder who submitted his bid first will be the best bidder. The time of processing in the server applies. In the case of automatic awarding, this best bidder will get the award. Subsequent bid processing for price detailing is not provided.
- Bonus/Malus**  
This creates the possibility to apply relative or absolute bonus or malus for certain bidders. It is thus possible to see which factors are taken into account in the auction, such as reliability, quality etc.

**Visibility settings**

- Bidder is anonymized for the auctioneer during the auction**  
During the auction runtime, supplier names are replaced with fictitious names.

Price fields ↓ All functions

Target price  
\*  EUR  
The target price corresponds to the amount of the expected final value of the negotiations. The target price is only visible to the auctioneer.

Neutral area for status yellow  
\*  EUR ↻ (400.00 EUR ... 1,000.00 EUR)

Define range amount in EUR  
 Define range amount in percent  
 Define upper range limit in EUR

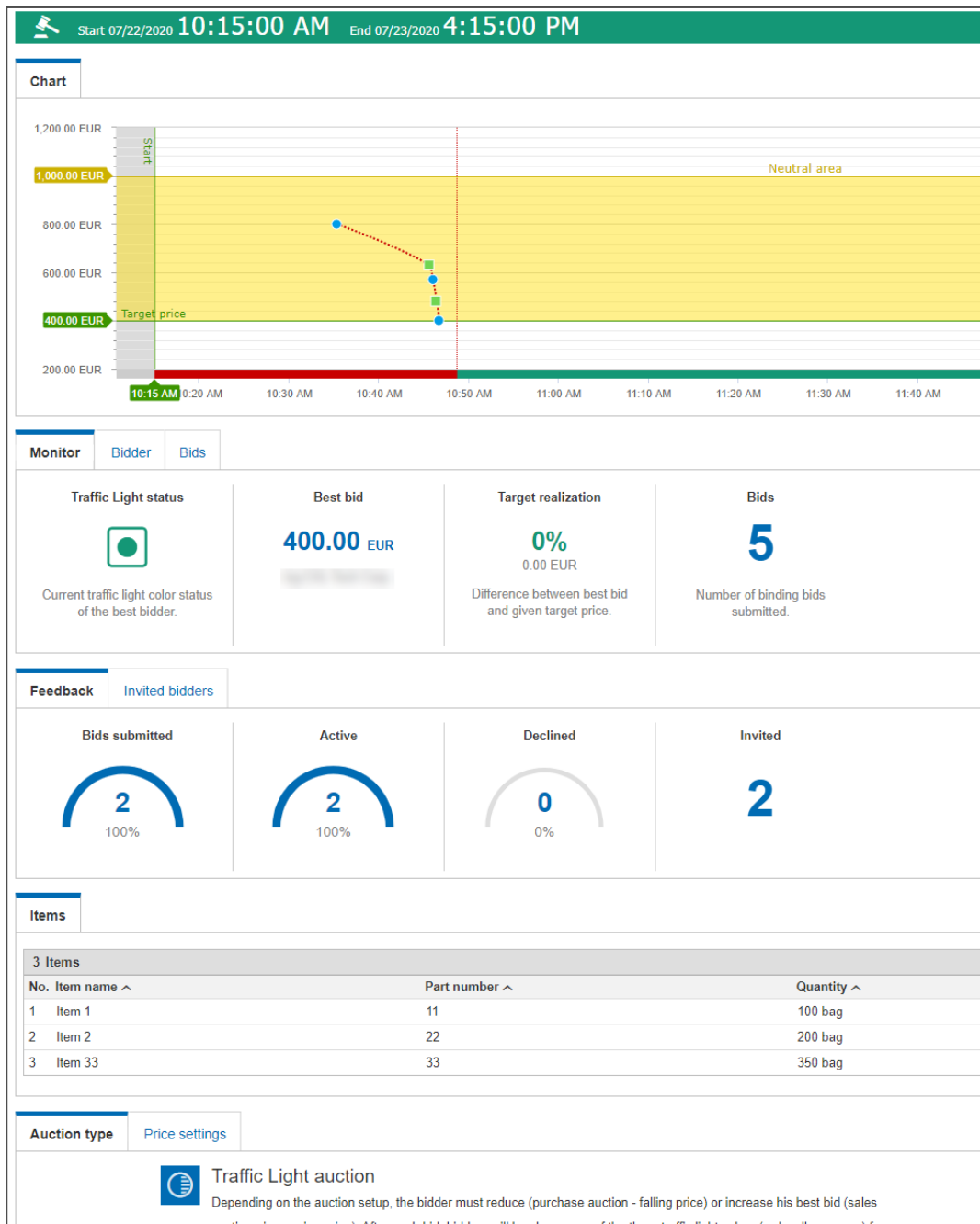
In a Traffic Light auction, a neutral area is stored for the status color 'yellow'. If the bidder reaches or underbids the lower limit, the status color 'green' will be displayed. If the bid price is above the neutral area, the status color 'red' will be displayed. The neutral area is not fixed, and may shift lower with each new best bid. Only one bidder may see the color status 'green' at a time.

Minimum bid difference  
\*  EUR  percentaged

Also referred to as the minimum bid step. In order to submit a further bid, the new bid must be superior to the previous bid by at least this specified amount.

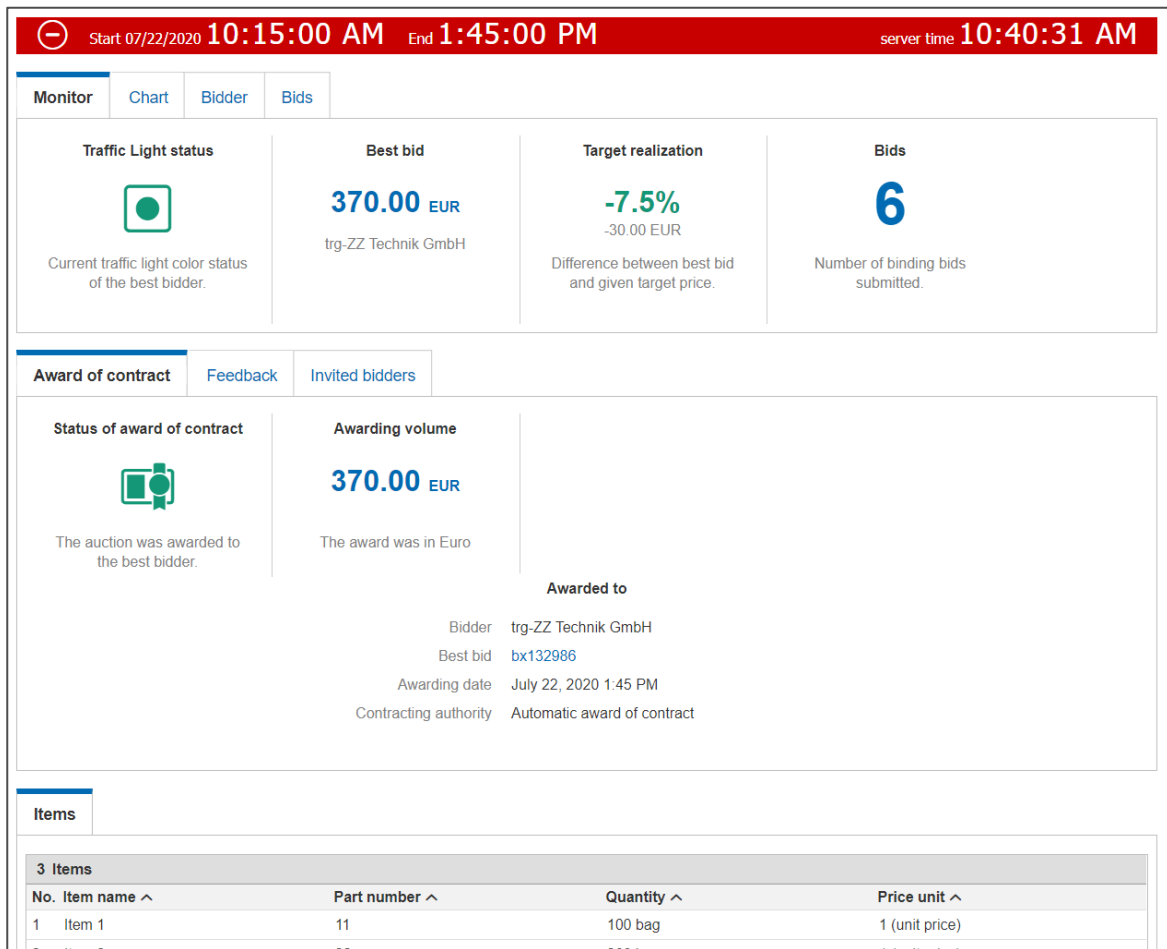
图：拍卖设置概览

在交通灯拍卖中，有一个带有黄色中立区和已提交出价的图表。**Monitor** 选项卡显示最佳竞买方和所属最佳竞买价的当前交通灯状态。您还可以看到出价数量及最佳出价与给定目标价格之间的差值。



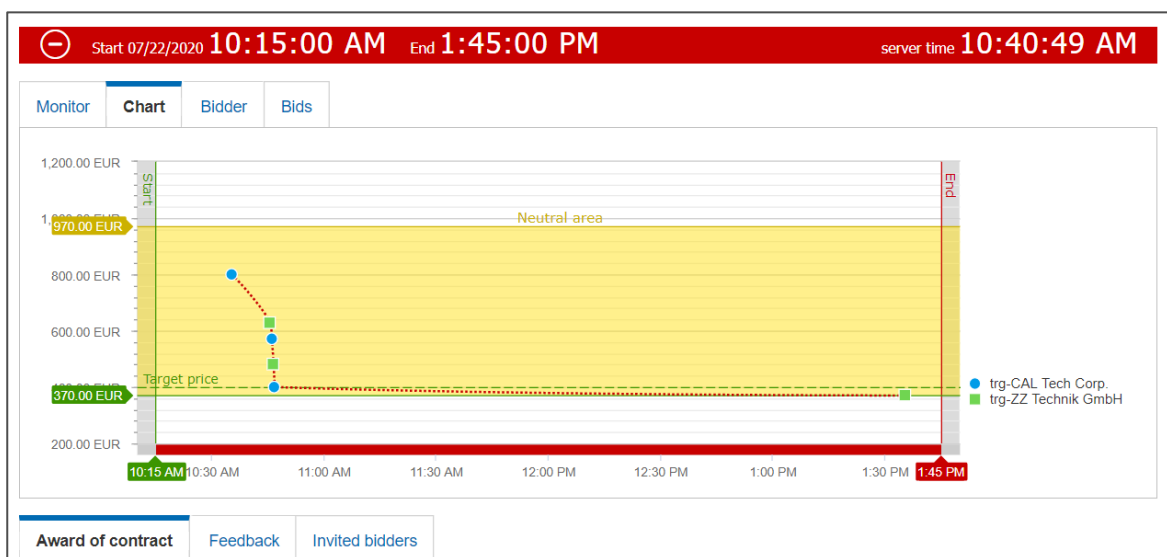
图：活跃的交通灯拍卖概览

拍卖结束时，将显示中标量、最佳竞买价、竞买数量、中标状态、中标竞买方和交通灯状态。



图：已结束的交通灯拍卖概览

更多详情，请点击 **Chart**、**Bidder** 或 **Bids**。



Bidder									
Best bid									
Bidder ^	Bids ^	ID	Time ^	Bid price ^	Performance ^	Rank ▲	Traffic Light status ^	Award of contract ^	
trg-ZZ Technik GmbH	3	bx132986	1:35:27 PM	370.00 EUR	41.3 % ⓘ -260.00 EUR	1			
trg-CAL Tech Corp.	3	bx132971	10:46:43 AM	400.00 EUR	50 % ⓘ -400.00 EUR	2			

图：更多拍卖详情

## 6 从报价请求到拍卖

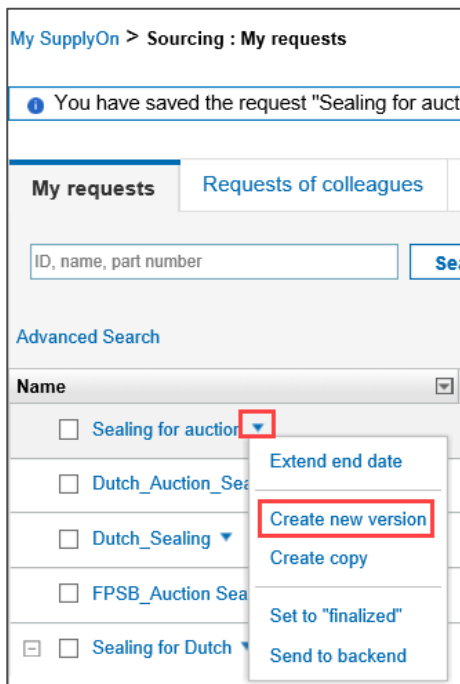
### HITACHI Astemo

**备注：**将在 Hitachi ASTEMO 实施 SAP 后引入的“从报价请求到拍卖”一章

在您邀请供应商参与拍卖之前，您可能希望先从报价请求开始。通过相关模板在 SupplyOn Sourcing（或您的内部系统）中设置报价请求。在开始拍卖之前，您可以从供应商处获得自己需要的所有详细信息。

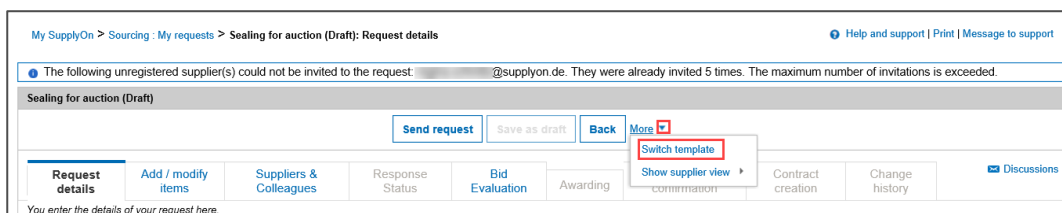
在供应商创建了自己的竞买价，交付了您所要求的详情并且关闭 RFQ 之后，创建一个新版本并切换模板。

1. 点击已关闭 RFQ 旁边的下拉菜单，然后选择 **Create new version**



图：我的请求

2. 点击 **More** 旁边的下拉菜单，然后选择 **Switch template**



图：请求详情

3. 选择相关拍卖模板，并按照本手册中的描述继续设置拍卖。

**注意：**如果想使用 RFQ 的数据执行测试拍卖，您需要先通过模板切换创建一个实时拍卖，然后复制实时拍卖并将其设置为测试拍卖。



## 7 拍卖的复制版和新版本

您可以创建现有实时拍卖的 **copy** 或 **new version** 。

- 要创建新版本，请点击 **Create new version** 上的 **My requests** 屏幕

Name	ID	Changed by	Last modified	Fill.Sort	Status	Bids
<input type="checkbox"/> FPSB_Auction Sealing	4865956294	Aucter, Herb	10/19/2018 10:18 AM CEST		Awarded	2/3
<input type="checkbox"/> Dutch_Auction_Sealing	8949168	Aucter, Herb	2/15/2018 1:27 PM CET		Draft	0/3
<input type="checkbox"/> FPSB_Auction Sealing	8949089	Aucter, Herb	2/15/2018 11:39 AM CET		Draft	0/2
<input type="checkbox"/> Dutch_Auction_Sealing	8912353	Aucter, Herb	2/13/2018 5:13 PM CET		Draft	0/1
<input type="checkbox"/> Dutch_Auction_Sealing	8894650	Aucter, Herb	2/13/2018 4:03 PM CET		Awarded	2/3

图：创建新版本

**注意：**该 **new version** 可以从 **closed** 或 **closed** 拍卖创建。以前来自 RFQ 或拍卖事件的报价会自动添加到新版本中，作为默认的起始价格值。

- 要复制拍卖，请点击 **Create copy** 上的 **My requests** 屏幕

Name	ID	Changed by	Last modified	Fill.Sort	Status	Bids
<input type="checkbox"/> FPSB_Auction Sealing	4865956294	Aucter, Herb	10/19/2018 10:18 AM CEST		Awarded	2/3
<input type="checkbox"/> Dutch_Auction_Sealing	8949168	Aucter, Herb	2/15/2018 1:27 PM CET		Draft	0/3
<input type="checkbox"/> FPSB_Auction Sealing	8949089	Aucter, Herb	2/15/2018 11:39 AM CET		Draft	0/2
<input type="checkbox"/> Dutch_Auction_Sealing	8912353	Aucter, Herb	2/13/2018 5:13 PM CET		Draft	0/1
<input type="checkbox"/> Dutch_Auction_Sealing	8894650	Aucter, Herb	2/13/2018 4:03 PM CET		Awarded	2/3

图：创建复制版

**注意：**您可以从 **draft**、**published**、**active**、**closed** 或 **awarded** 拍卖中创建复制版。

要完成拍卖创建流程，请遵照之前章节中的步骤操作。

### 常规备注：

拍卖的布局和功能在不断完善。在可用选项之上，拍卖类型等可以取决于您的公司设置。因此，您的特定布局和本文档中所描述的行为可能存在一些差异。

如果您有任何关于拍卖的具体问题，请联系您的内部拍卖专家或 SupplyOn 顾问。如果出现任何技术问题或错误，您也可以联系 SupplyOn 客户支持。