

The Indian Procurement Tiger



abcprocureTM
procurement simplified



“eProcurement is the only software application that guarantees you complete ROI and that too within a period of 6 month to 1 Year from date of inception with no hidden cost or fine print conditions.”

Our Company Profile

Company Profile



In less than 2 years we (e-Procurement Technologies Pvt. Ltd) have successfully enabled procurement worth 1000's of crores for Industry Leaders like ICICI Bank, BHEL, Mazgaon Docks, Bank of Baroda, etc.

They have selected us because our solutions simplifies procurement & have we have aptly branded our solution as “abcProcure”. Over & above simplicity, we offer you unparalleled support, guaranteed savings & fabulous ROI. We practice that action speaks louder than words, so try us out to experience as how we can help you simplify & automate your procurement. Our USP includes;



Team ABC

- Powered by a dedicated team of 150+ Domain Experts
- Successfully enabled eProcurement worth 1000's Crores Rupees.
- Solution & Services that complies to Domestic & Global Security Norms
- We can enable your 1st eProcurement events in Less than 24 hours!
- We are the preferred eProcurement Service provider of Industry Leaders
- Assured 24*367 Support & Quality Service
- Complete – eAuction, eTendering, Reverse Auction, eSourcing, eProcurement

abcProcure is an ISO 27001 Certified company for eProcurement domain as per World Bank guidelines

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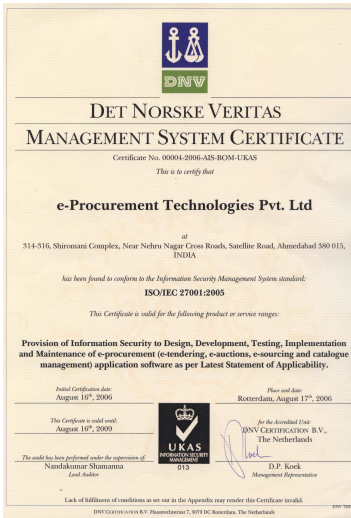


“As compliance to World Bank & Multilateral Development Bank (MDB) eProcurement guidelines we became the first eProcurement company to get ISO 27001 Certificate in eProcurement domain.”

Product Key Modules

Key Modules

The Our past experience has taught us that success of a eProcurement project largely depends on eProcurement Service Providers market making ability i.e. ability to attract, find & train new Suppliers on behalf of Buyers. At abcProcure as we track each and every tenders published across India, and we have in process built an exhaustive database of Pan India Suppliers - 1 Lakh + Companies. We can convince all these & more Suppliers to submit quotes online as response to your Tender such that you can get most competitive response every time. Over & above this our Competitive Advantages include;



- The only eProcurement solution on Open Source Platform
- India's First ISO 27001 Certified eProcurement Company
- Won many eProcurement Tenders from PSU, Government & Corporate Sectors
- Successful Market Makers – exhaustive database of 1 Lakh Suppliers
- Complete – eAuction, eTendering, Reverse Auction, eSourcing, eProcurement
- Guaranteed Success & maximum ROI, no proprietary software used
- Compliance to CVC, IT ACT 2000, World Bank eProcurement Guidelines

abcProcure is the only procurement suite available on Java/Linux platform using no proprietary tools





“What started as a Pilot project have now been regularized & successfully introduced across departments & Organisation in BHEL – eProcurement is like electricity which no business can survive without in today world”

Our Customers Profile

Customers Profile



We have enabled eProcurement for Buyers from both Manufacturing & Service Sectors and probably 500+ different types of products & Services have been sourced successfully. We have catered to Corporate with Pan India presence (BHEL 23 Locations across India) and have sourced Goods both nationally & Globally (ICICI Bank). For our customers we have auction scrap worth Rs. 1 Lakh & enabled successfully a single Tender worth Rs. 100 Cr. Our credentials also includes project tendering where 110 Tenders were invited on our system worth Rs.750 Crores. Our customers list speaks for our credentials, which includes

- Bharat Heavy Electricals Limited
- Mazgaon Dockyards Limited
- Bank of Baroda
- Government of Madhya Pradesh
- Balmer Lawrie & Co. Ltd.
- Hindustan Newsprint Limited
- Central Warehousing Corporation
- Kerala State Transport Corporation
- ICICI Bank Limited
- Gujarat Gas Limited
- Bennett & Coleman Co. Ltd.
- Louis Berger Consultants
- Delhi International Airport
- Audit Trail & Report
- Modern Petrofils Limited
- Govt. of Madhya Pradesh

abcProcure has successfully enabled eProcurement worth Rs. 5,000 Cr for various Govt. Organisation

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“A Digital Certificate is one’s Digital Passport which is issued by Government approved Certifying Agencies with 1–2 Years validity and is multipurpose i.e. it can be used for eProcurement, email Signing, etc.”

Procurement Guidelines



Government of India legalized eCommerce by passing the Information Technology Act 2000. In the court of law any document that is digitally signed is considered valid. Central Vigilance Commission allows eProcurement provided IT ACT 2000 norms are complied with i.e. use of 128 Bit SSL Server Certificate & Digital Certificate for Signature purpose. Further to this under National eGovernance Plan, eProcurement is one of the thrust area that needs to be implemented in year 2008. Further world bank accepts eProcurement guidelines provided Multilateral Development Guidelines are fulfilled.



- Central Vigilance Commission (CVC) various guidelines
- Information Technology Act 2000 (IT ACT 2000)
- National eGovernance Plan (NeGP), Govt. of India
- Multilateral Development Banks (MDB) eProcurement Guidelines
- World Bank Procurement Guidelines
- Public Works Department procurement guidelines
- GR/Tenders issued by Various State Governments across India

abcProcure procurement suites complies to all government related guidelines issued by CVC

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“The possible no. of permutation & combination of 128 Bit strength Digital Encryption is more than no. of grains of sands that existing on entire Earth – computing which will take roughly a Million plus Years”

Our Key Security Features

Key Security Features



When it comes to eProcurement, confidentiality of Suppliers & their bid is of prime importance and under no circumstances it should be compromised. To ensure the same, we comply to IT ACT 2000 guidelines & adhere to world bank eProcurement guidelines (ISO 27001 Certificate mandatory). Of the multiple security features that we deploy -some of which are mentioned below- you can rest assured that there is no room for any manipulation by any user – Buyer, Seller or Service Provider. The current technology is not only proven but also unbreakable & with advancement in computing technology it is becoming harder day by day.



- Point to Point data exchange is done using 128bit Encryption
- All bids are digitally signed using valid Digital Certificate
- All encryption are done using Buyer Digital Certificate
- Access to Server is IP based with dual authentication
- Log of each and every activity is maintain for audit purpose
- Roles based access –only authorized users get access to confidential content
- Time based access –only authorized user get access after due date has lapsed

We can provide an add on security feature – Biometric Authentication to make our system ultra secure





“Our Past experience says that it is very easy to adopt eProcurement because of the immense benefits it has to offers, the difficult part is to stop using it, once you have adopted it. This is where most of the Organisations fail”

Key Benefits of eProcurement

Key Benefits of eProcurement



In most Organisations procurement is last business activity which is yet to be automated as it involves Suppliers & Users who may be operating from across the world. Our web based eProcurement software allows Suppliers & Buyers to conduct business securely on our Portal & further provide the pre & post procurement interface such that it can be integrated easily with existing ERP, MPR, Financial packages, SCM, etc. packages. You not only recover your money you spend on buying eProcurement Solution or Services in six months, you also save a lot over and above other benefits, some of which are listed below;



- Enhanced Transparency, Openness with security in entire procurement
- Substantial reduction in overall Efforts, Time & Cost of procurement
- 3M Advantage - More Suppliers, More Competition, More Benefits
- Totally Automated process, no chances of human errors
- Single point, Single screen access to entire procurement
- Easy integration with ERP, MRP, Financial Package, SCM, etc.
- Supports all types of procurement & system aided negotiations

abcProcure Reverse Auction suite GUARANTEE you savings on Year on Year spends in range of 2.5 -7.5%

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“Instead of awkward manual negotiation process, you can make Suppliers compete against each other and see the price fall sharply with use of our Reverse Auction Suite. Purchase Managers across world just love it”

Our Products & Services

Reverse Auction



Across the world both Corporate & Government Sector Organisations have benefited a great deal by adoption Reverse Auction. It not only help you realize the most competitive price but also eliminates the entire process of the negotiations & haggling with Suppliers. What's important is that Suppliers just love it, as they can now compete with their arch rivals online to get the opportunity to service a prestigious customer like you. Its simplicity ensures that both kabadiwala and IT vendors can use it with equal ease & comfort.

“Traditionally scrap & surplus have been auctioned such that it can free the storage space, now you realize more than price with the use of Forward Auction.

Forward Auction

This Auction is used to dispose of Old Machinery, Scrap or Surplus to the bidder who quotes the highest price. eAuction is fast replacing the manual auction as it gives Supplier mobility & flexibility to bid from anywhere & anytime. Buyers Advantage is access to more buyers & hence better prices than just residual scrap value of a given product. A whole lot of products & contracts have been auctioned successfully using this module worth crores of rupees. Both Reverse & Forward auction modules are highly configurable such to suit your organization & purchase strategic requirements.



Globally now eProcurement is the most preferred way to procure Goods, Services & Contracts

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“eTendering suite which is developed especially for Government sector Customer where manual sealed tendering system can be completely automated without compromising on Security, Ease & comforts. It is also very economical”

Our Products & Services

eTendering



Compared to manual sealed bids, eTendering is a million times more secure. Further it is completely configurable as it supports following types of Tender - Single or Multiple Envelope, Open or Closed Tender, Single or multiple line items, Single or multiple currency, Single or JV Bidding. Another key benefit of eTendering is that it does not allow any Bidder to make any human error & post Tender opening generates the evaluation report on the fly. In India alone, more than 50,000 Cr worth of eTendering has been successfully enabled as per IT Act 2000.

“Team buying allows you to club your requirement with others buyers & buy as one. This way you leverage the volumes & get higher discounts from Suppliers.

Team Buying

There are products/services where prices are already at

rock bottom level for a given volume & the only way you can further reduce is by placing orders for higher volumes. If you have limited requirement, then our Team Buying suite allows you to club your requirement with other buyers & buy as one. It is a new phenomenon and is very successful in all developed markets. You can club Team buying with Reverse Auction and drive the price even further. Caution: It is possible that you and your competitor can club your requirements & buy as one using our Team Buying suite.



Our eTendering suite is a PKI enabled which is mandatory as per Information Technology Act 2000.





“We track more than 1 Million Tenders /annum which are published from across Asia & share with more than 1 Lakh Suppliers, Buyers, Service Providers registered on our portal. It is a perfect platform to promote your Tenders”

Tender & Projects Listing Service

Our Products & Services

One Tender
GLOBAL PLATFORM **ASIA**

TENDER
TIGER

Our Tender & Projects portal showcases the current business opportunities with Government & Corporate sector from across Asia. A million+ Tenders & projects we track annually, attracts more than 1 Lakh users, which makes us the No. 1 Tender portal in India & across Asia.

Some of our Portals include www.TenderTiger.com,

www.ProjectsTiger.com, www.OneTender.com, supplierTiger.com, etc.

which are hosted either directly by us or in alliance with strategic partners like DGmarket.com, Lankadeepa.com ,etc.

Catalogue Services

Tenders are floated for finished products & services but

“A catalogue portal is a platform where SME companies can log in and showcase their product & services and thus find business Leads from across the world.”

not for component, but people who participate in Tenders needs components to manufacture products & render services. Our catalogue Portal allows component manufacturers to showcase their products & services such that big buyers can find them and source materials online. The key features includes Catalogues, Buy & Sell Leads, Trade Offers & end to end transaction based micro websites for SME along with dedicated domain & corresponding email id's.



We are the market leaders when it comes to Tender & Projects portal across Asia.

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“You can adopt our eProcurement solutions depending on the volumes of PO you raise every year or Value of procurement you do. The whole idea behind flexible business model is to help you adopt eProcurement at your own pace.

Our Service Model

Service Model



We believe that each and every customer is different and one package may not fit all and hence we have created a flexible service model to cater to Your custom requirement squarely. You can choose to take an step by step approach or a Big Bang approach from the ones listed below. If you still feel that any of the models listed below does not meet your requirements, please talk to us, we will innovate & come up with a solution which meets your requirements.

- **eProcurement Pilots** – You can conduct few events on pilot basis to see if eProcurement works for you and if not you can discontinue anytime.
- **Pay Per Event** – If you cannot commit fixed no. of events/annum you can choose to go for this model which will work out to be economical.
- **Fixed Annual License fee** - If you have more than 250 events/annum then you can choose to for this Model which will be very cost effective.
- **Software License Purchase** – If you have 500+ events/annum you can choose to go for this model which involves one time payment.
- **Success based Model** – In this model our fess are % of savings achieved, provided your procurement is in excess of Rs.1000 Cr /annum.

In case you wish to conduct a pilot event, please get in touch with our sales team at sales@abcprocure.com

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“The beauty of our system is that it can be integrated with your existing IT Network & systems with little customization such that it will help you realize your dream of achieving complete automation in your organisation”

Key Product Modules

Key Modules



The eProcurement suite which comprise of eAuction, Reverse Auction, eTendering, eSourcing comprise of the following 16 cores modules. They help you replicating the entire manual procurement process and make your procurement paperless, effortless, transparent & economical. You can choose some or all the modules as per your requirement. Our Integrator module can help you connect our procurement suite with ERP with minimum customization thus making our application an extension of your existing IT network.



- User Management
- Roles & Rights Management
- Indent & Requisition
- Procurement Notice
- Document Management
- Online Pre Bid Meeting
- Form Manager & Library
- Bid evaluator
- PO & Contract Management
- Payment Gateway
- Negotiations
- Product Catalogues
- Campaign Manager
- Dynamic MIS & Reports
- Audit Trail & Report
- Integrator module for ERP

The key benefit of our flexible eProcurement suite is that it can be integrated with your ERP





“We can help you go live with your first eProcurement event in less than 24 Working hours, for more details just contact us at the below specified address ”

Contact Us

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Reference Materials



Pl. visit the following website for more info.

IT Act 2000 – <http://www.cca.gov.in>

CVC Guidelines – <http://cvc.nic.in>

World Bank eProcurement Guidelines <https://abcprocure.com/abc/Know-Section-procurement-guideline.jsp>

Presentations- <http://www.abcprocure.com>

Customer Micro Sites – Bhel.abcprocure.com, abcprocure.com/icicibank



To conduct an eProcurement workshop to understand its benefits please get in touch with us at above address.

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