



Private Sector Electronic Tendering

Company Management is under constant pressure to keep its operations efficient; all while supporting ever increasing procurement complexities. Procurement is responsible for the efficient use of a company's financial resources to provide regular upgrades and maintenance to infrastructure and equipment as well as general product and service acquisitions. The effectiveness of the procurement process can have a significant impact on the company's efficiency. While poor procurement practices can lead to cost overruns and delays, efficient procurement practices can bring significant savings in the acquisition of goods and services and a reduction in procurement time lines.

Each industry has its own unique procurement challenges. Finding qualified suppliers to respond to tenders for industry specific equipment requires a global scope while routine products and services tend to be awarded locally.

The MERX Private Sector Tenders site has been proven to achieve significant savings and efficiencies in the procurement process. Organizations of any size quickly recognize the benefits and endorse the use of electronic tendering as the most secure, cost effective, efficient, simple and transparent way for companies to source goods and services.

What is Electronic Tendering?

Key elements for electronic tendering systems include:

- secure application to publish opportunity notices
- tools for buyers to prepare opportunity notices and attach supporting documents
- tools to notify suppliers and distribute tender documents
- comprehensive reporting capabilities to track procurement and supplier status

Electronic tendering brings automation to the tendering process eliminating many of the more time consuming supporting tasks.

Buyer Benefits

The use of electronic tendering gives companies the power to reach a wider vendor base and achieve a far more competitive bidding process. Other benefits include:

- Significant savings as the result of increased competition. Experience indicates that Electronic Tendering can save buyers as much as 20% on supplier contracts because bids are more competitive.
- The ability to advertise an opportunity to 35,000+ suppliers interested in competing for business.
- Greater, streamlined efficiency in the tendering process. Companies have determined that they improved efficiencies during the tendering process by as much as 40%.
- Reduction of costs associated with traditional tender distribution: personnel time, printing, photocopying, envelopes, postage, advertising expenses and other operational costs making it the "Environmentally Friendly" way to conduct business.
- Saving of time to concentrate on core purchasing business.
- Ability to advertise tender notices to a broader base of suppliers.
- Access to the portal's reporting and tracking tools to compile and analyze detailed vendor / purchasing activity.

For buyers, the tendering portal provides tools to quickly publish opportunities and distribute supporting documents:

- Notice Creation: MERX is a secure web-based tool used for preparing, posting, and amending tender opportunities (including documents) with minimal effort.
- Qualified Tendering: The ability to direct RFPs and RFIs to a smaller group of known qualified suppliers or through a broader “Open Invitation”
- Document Distribution: Buyers only need to electronically publish once. Suppliers have the flexibility to order any or all documents in any format (electronic, print, CD), in any combination.
- Amendment Notification and Distribution: Easily and automatically provide suppliers with timely notification of changes to the opportunity.
- Extensive Reports: Buyer reports provide information on supplier statistics and activities using the portal. This allows buyers to track and support the analysis of trends.
- Electronic Bid Submission: This provides a secure centralized location with controlled access to supplier submissions.
- Bulk File Submission: Logistics for larger projects are simplified by allowing buyers to submit directories of supporting document files with one simple action.

Supplier Benefits

For suppliers, electronic tendering provides a fast, simple, and centralized location to view tender opportunities and order the associated documentation. The portal makes it more cost effective for suppliers to do business with their customers.

- Ordering: Registered suppliers are provided the ability and flexibility to electronically order tender documents from anywhere, anytime.
- Amendments: Electronic notifications are sent to suppliers when an amendment is issued for an opportunity they have ordered. Alternatively, suppliers can automatically receive the amendment.
- Searching: Suppliers have the option to browse the list of opportunities posted on the portal or perform a specific search.
- Opportunity Matching: An email ‘alert’ service is used to notify suppliers of new opportunities that match criteria in their Opportunity Matching profile.
- E-bid Submission: This provides a quick, efficient, and cost-effective means to submit a bid to the buyer and eliminates the challenges associated with bid delivery.
- Virtual Plans Room: This allows for an electronic review of documents, help for sub-trades – promotes faster turnaround.

MERX, a subsidiary of Mediagrif Interactive Technologies Inc. (TSX: MDF), is Canada's leading online tendering service focused on connecting Canadian businesses to public, private, U.S., and private-construction tendering opportunities. MERX has established itself over the years as the leader in providing Canadian businesses access to billions of dollars in contracting opportunities in Canada and the U.S. MERX allows companies to be more competitive; gain better insight into industry trends; improve client relations and foster growth. For more information, please visit <http://www.Merx.com> or call 1 888 738-3005.

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