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Feature at a Glance
Support for Japanese reverse auction events in guided sourcing

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THE BEST RUN **SAP**

Feature at a Glance
Introducing: **Support for Japanese reverse auction events in** guided sourcing

Customer challenge

The functionality of the Japanese reverse auction is available in SAP Ariba Sourcing. To increase further adoption, this feature is now also available within the guided sourcing capability.

Meet that challenge with
SAP Ariba

This feature enables buyers using the guided sourcing user interface to create, monitor, and award Japanese reverse auctions. A new Japanese reverse auction template for guided sourcing is introduced to support Japanese reverse auctions, and a Bid console page is added to help buyers monitor the progress of a Japanese reverse auction in near real time.

Experience key benefits

The Japanese Reverse Auction strategy allows to enforce strong competition where the sole competition factor is price and item specifications are clearly defined and non negotiable.

Suppliers accept to stay in the negotiation while the price is decreasing on a given interval. Suppliers who do no longer accept the given price, will simply not accept the price and will automatically drop out of the auction. The strategic buyer defines the awarding strategy in the auction template and with that how many suppliers are accepted for the final bid acceptance. This enables single- or multi awarding.

Key benefit: extremely efficient negotiation practice for high competitive yet clear defined items.

Solution area

SAP Ariba Sourcing: Guided Sourcing Capability

SAP Strategic Sourcing Suite: Guided Sourcing Capability

Implementation information

This feature is **automatically on** for all customers with the applicable solutions and is ready for immediate use

Prerequisites and Restrictions

- Realm needs to have guided sourcing enabled
- Necessary user permission: Category Buyer

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Detailed feature information

This feature enables buyers using guided sourcing to create, monitor, and award Japanese reverse auctions from the guided sourcing UX:

See how suppliers are dropping out