Three dimensions when obtaining & selecting offers

The criteria to evaluate offers

Based on price

Based on cost

Based on supplier's capability & motivation

The number of suppliers to contact

Single supplier

Selected suppliers

Open competition

The method to be used

Informal

Enquiry/quotation

Formal tendering

E-marketplaces

Routine items

List three routine items that you purchase, and why you consider these to this purchase category (in terms of levels of expenditure and specifying the nature of your supply risk):

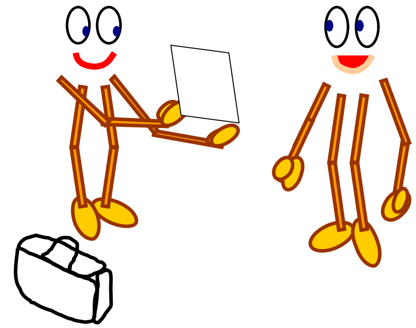
- Item: __________

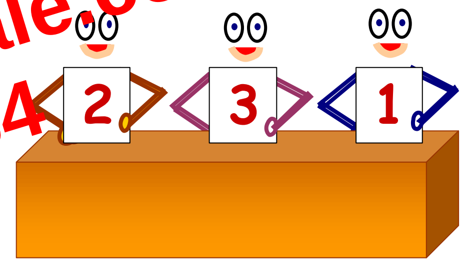
  Expenditure (comments): __________

  Supply risk (comments):

Approach to obtaining & selecting offers

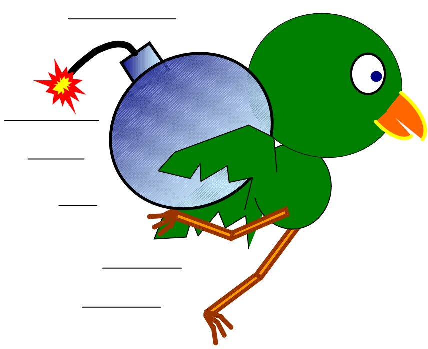
Enquiry/quotation or tendering





Basis for evaluation

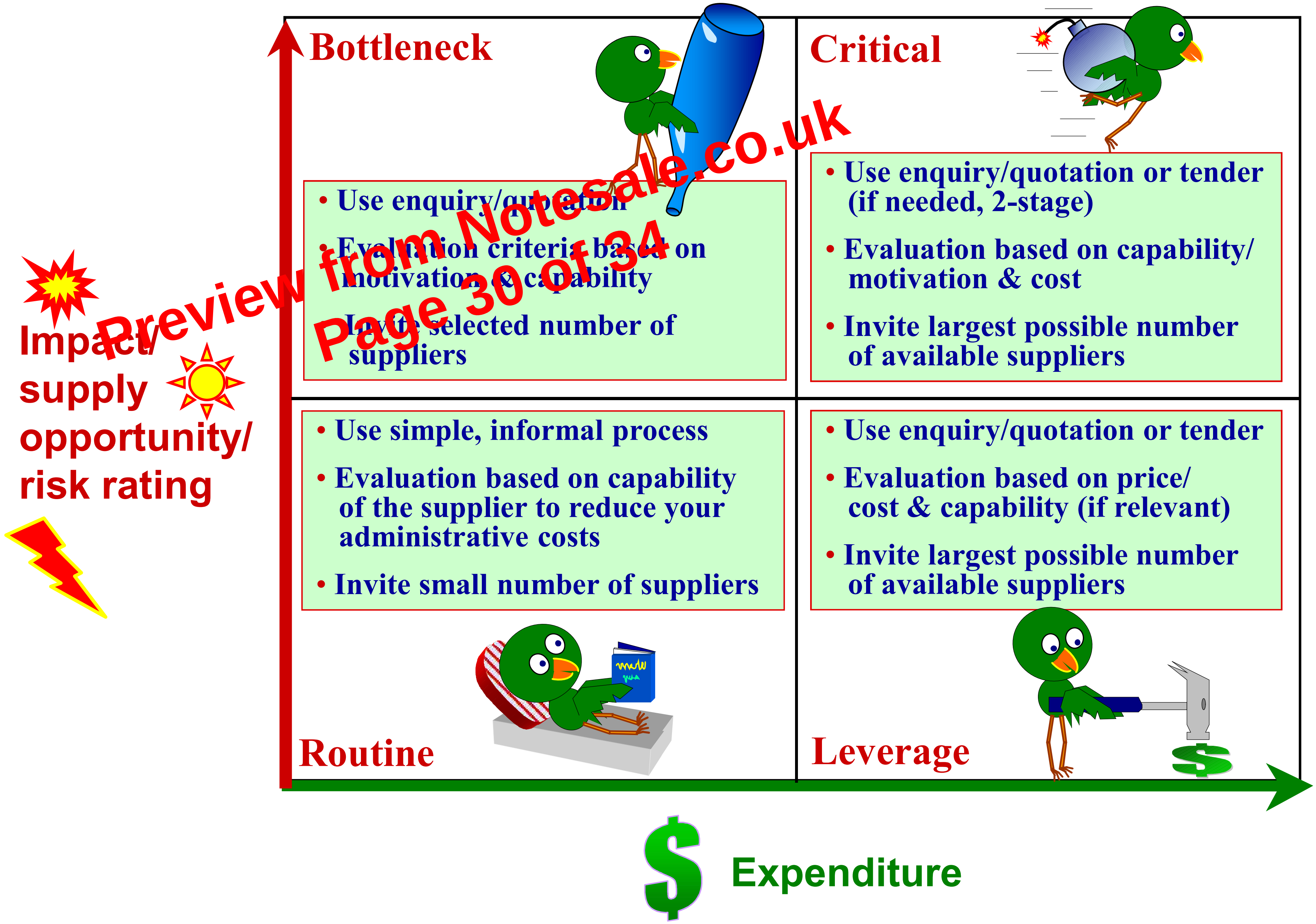
- Level of risk, cost savings potential, long-term capability & commitment
- An in-depth evaluation is necessary



Number of suppliers to invite

As many suppliers as possible. If complex projects, invite them in stages.

The Supply Positioning Model & approaches to suppliers' offers



Approaches to obtaining and selecting offers

4. Critical items

- **Number of suppliers invited to offer**
- **Process used to obtain offers**
- **Basic method of evaluation of offers**
- **Differences with our proposed approach**
- **Advisability of changing the earlier approach**