

MarineProvider provides an automated system that makes the RFQ (Request For Quote) process inexpensive, flexible, scalable, quick and easy-to-use.

The RFQ process creates value in two ways: it promotes a better match between buyers and suppliers, and it helps to tailor the non-price aspects of the transaction to the buyer's needs and the supplier's capabilities.

The MarineProvider Exchange is the perfect solution for purchases typically involving multiple suppliers subject to varying fulfilment conditions. Buyers can submit multi-line RFQ's to pre-selected or pre-qualified suppliers, as well as evaluate attributes such as delivery time, costs, quality, etc. to discover optimal transactions.

This unique functionality allows buyers to target specific suppliers with only those RFQ's (request for quotes) they are qualified to deliver. Suppliers do not need to navigate through all the details; they receive only the information they need and can therefore focus on delivery in the fastest possible time. Buyers receive all necessary information that enables a timely decision to purchase the right products at the right price.

Key RFQ features include:

- **Line-item submission:** Buyers can submit one or multiple line items to pre-qualified suppliers
- **Templates:** Store previously submitted documents as templates
- **Notification:** Supports e-mail notification of potential bidders
- **Rankings:** Buyers can rank responses based upon trade-offs between various parameters
- **Tracking:** All negotiation interactions are logged for reference
- **Multiple concurrent one-on-one negotiations:** Negotiate with more than one party simultaneously



MarineProvider
Improves your returns

MarineProvider AS

PO Box 158, 1327 Lysaker, Norway. Tel: + 47 67 20 03 50. Fax: + 47 67 20 03 51. E-mail: sales@marineprovider.com

www.marineprovider.com