

# premier dynamic services



## Maximize auction results and ROI

Many supply chain organizations use electronic sourcing tools to obtain the most competitive market price on goods and services. Buyers who have used online auctions offered through Pantellos Dynamic Services have reported average cost savings of 20% compared to expected targets, with a 30 to 1 return on investment.

Now customers looking to achieve these kind of results on an ongoing basis can use an enhanced, "premier" level of Dynamic Services to instill a disciplined, programmatic approach to conducting online auctions.

## What makes Premier different?

With Premier Dynamic Services, Pantellos provides a multidisciplinary team who works on-site with you to identify the most attractive auction opportunities that deliver savings. The team includes a Dynamic Services Manager, a Pantellos Development Manager, a Portfolio Manager and an auction Event Manager who create, structure and manage your coordinated Dynamic Services program. While you stay in control of all key decisions, Pantellos offers educational support, coordinates supplier communication and designs an online auction strategy to achieve your savings objectives.

## Support from opportunity assessment to event analysis

The Premier Dynamic Services team offers a full range of support services throughout the auction process:

- **Spend assessment**—We conduct structured, fact-based assessments to identify the best potential spend categories for online auctions.
- **Total cost RFQ**—Our team develops accurate, total cost Requests for Quotes (RFQs) by aggregating relevant expenditure data, reviewing contractual terms and conditions, and describing requirements.
- **Supplier research, recruiting and management**—We identify relevant suppliers, including your existing and suggested suppliers, as well as potential new suppliers. We ensure that selected suppliers clearly understand the scope of each project.
- **Project management**—We ensure timely communication among buyers, suppliers and Pantellos using proven project plans with well-defined phases and tasks.
- **Post-bid analysis**—Immediately after auction events, we deliver reports and analyses that simplify award decisions. Unit pricing, freight costs and other post-bid breakdown data are summarized in a complete report.
- **Monthly Reporting**—You receive a monthly report on auctions conducted, volume and expenditure categories, and related savings.

## fast facts

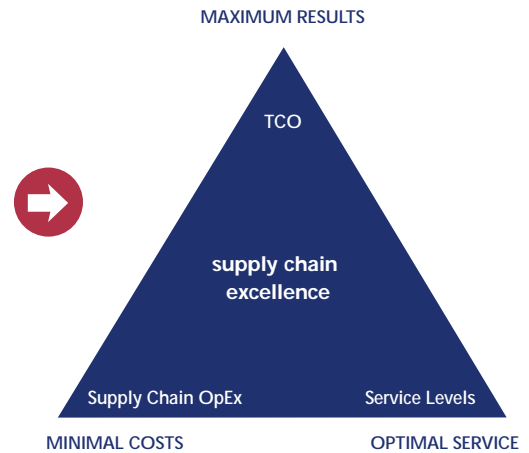
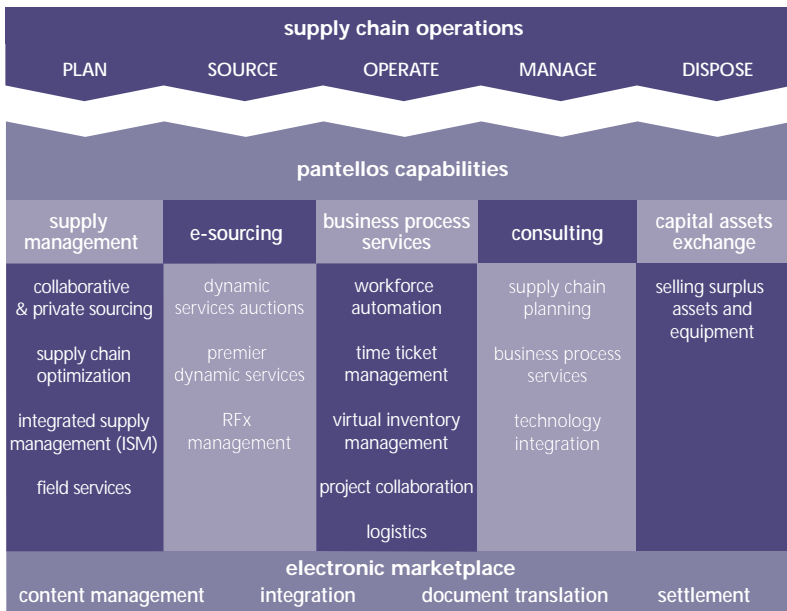
- Integrated Dynamic Services program that helps organizations maximize auction results and achieve the highest possible return on investment
- Multidisciplinary on-site team to create, structure and manage the coordinated Dynamic Services program
- Leverages Dynamic Services processes which have produced more than \$80 million in reported customer savings and an ROI of 30:1
- Full range of support services, from identifying the most attractive auction opportunities to providing post-event analysis for effective decision-making
- Proven auction processes and tools, including technology and infrastructure that supports multiple bidding formats
- Training workshops to help ensure understanding of auction processes
- Monthly reporting to track and measure auction results
- Control of all key decisions by the buying organization

# Features

- Technology and infrastructure**—The Commerce One auction engine, enhanced by Pantellos, provides the platform for Premier Dynamic Services. It allows multiple bidding formats, including Multiple Variable Bidding (MVB), and includes augmented event management features. The Premier team also uses the Pantellos RFX Management tool to further streamline current procurement processes.
- Marketplace rules**—Events are rules-based to ensure fairness and aid communication with suppliers during bidding.
- Input and control**—Buyers define the requirements for developing and executing auction events, ensuring total control over the process.
- Training workshops**—To help ensure successful implementation, Pantellos offers an interactive class that introduces and discusses auction concepts.
- Surrogate bidding**—Suppliers who are unable to participate in online bidding can either telephone their bids to the auction event through dedicated surrogate bid lines, or they can submit their bids by e-mail or fax. Pantellos provides methods that enable all suppliers to participate and submit bid information.

## Pantellos' Value to Energy Companies

Premier Dynamic Services is just one of several Pantellos service offerings that help improve business results. Pantellos provides services in the categories of electronic marketplace, supply management, electronic sourcing, business process services, consulting and capital asset services..



Pantellos will match our capabilities and technology with your supply chain group to help you minimize costs, optimize service and maximize results.

## About Pantellos

Pantellos is the leading supply chain services company for the utility and energy industries. Built by the industry, for the industry, Pantellos offers access to deep industry and supply chain expertise, a broad suite of supply chain services, an active trading community and leading-edge technologies. Pantellos is based near Houston, Texas, USA.

To find out how Pantellos can help you improve your business results, please contact us at:

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