

Simple Solution to Complex Procurement...



**e-Procurement Technologies Private Limited**

An ISO/IEC 27001:2005 Company

Visit us at [www.abcprocure.com](http://www.abcprocure.com)

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**e-Procurement Technologies Pvt. Ltd.**

A/608, Wall Street-2, Opp. Orient Club, Nr. Gujarat College, Ellis Bridge,  
Ahmedabad-380006, Gujarat – India.

URL: [www.abcprocure.com](http://www.abcprocure.com) ; Email: [marketing@abcprocure.com](mailto:marketing@abcprocure.com)

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## Table of Contents

1. Mission.....	1.1
2. Goal.....	1.2
3. About Us.....	1.3
4. Why ETPL.....	2.1
5. Key Features.....	2.2
6. Product details.....	3.1
7. Process cycle.....	4.1
8. System architecture.....	4.2
9. Security features.....	5.1
10. Comparison to Offline Tendering cycle.....	5.2
11. Competitive advantages.....	6.1
12. Credentials.....	7.1
13 Testimonials.....	7.2
14. Contact us.....	8
15. Certificates awarded.....	9 & Onwards

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### 1.1 Our Mission:

To help government & corporate across the world to bring in more Transparency & efficiency in their Procurement process through eprocurement system

### 1.2 Our Goal:

To emerge as the most Preferred Global eProcurement Player by 2010.

### 1.3 About Us

e-Procurement Technologies Pvt. Ltd. is the one of the fastest growing internet company in India. We offer end-to-end eProcurement suite comprising of Indent Management, eTendering, Contract Management, Forward & Reverse Auction, eSourcing and Supplier Management modules, Online tender Portals etc.

Our Management Team comprises of Pioneers of eProcurement in India and possibly ours is the only company in India where the **management team has combined experience of 100 man years in eProcurement domain**. This ensures that as a Customer **You** achieve your eProcurement core objectives – economy, efficiency & enhanced Transparency.

We understand prime importance of Security when it comes to eTendering/eProcurement and hence at e-Procurement Technologies Pvt. Ltd. you are ensured that information that comes to and from is secured - we are **India's first eProcurement company that has ISO/IEC 27001:2005 Certificate** and that too for eProcurement domain.

Our Management team has to its credit the privilege of enabling India's first eTender that was digitally signed and has experience of successfully enabling eProcurement worth Rs. 1,000,000 Million. As a company we have successfully enabled eProcurement Transactions valued at Rs. 30,000+ Million for Government Organizations and reputed Private Companies across India.

Our eProcurement suite is developed using **Free & Open Source Software** which will make our product/service unique, cost effective and secure. This ensures that your total cost for deploying and maintaining eProcurement software remains very low year after year.

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## 2.1 Why E-Procurement Technologies

1. The Only eProcurement Solution on Open Source Technology using Linux, Java & MYSQL
2. The Only Company where Management has more than 100 Years of eProcurement Experience.
3. The Only company complying to ISO/IEC 27001:2005 as per ISO/IEC 17999:2005 code of Practice for ensuring Security of Digital Information - **Information Security Management System**
4. The only eProcurement solution that **runs on any Browser, and any Operating System** making it truly Open Source.
5. In house developed PKI Tools that supports **any Digital Certificate of any Class, issued by any Licensed Certifying Agency (CA)**
6. **The complete eProcurement solution** covering e-Tendering, e-Auction (Forward Auction & Reverse Auction), e-Sourcing, e-RFX, e-Catalogs, Supplier Management & Vendor Enlistment solution for Pre & Post Tendering/Procurement activities.
7. Customers choose us for **Quality, Technology, Convenience, Market Making abilities & Economy of Service Charges.**
8. Compliance to Requirement set by the Multi Lateral Development Bank (World Bank, Asian Development Bank, American Development Bank) Central Vigilance Commission Guidelines (India), PWD Guidelines (India), IT Act 200 (India) in totality in respect to eProcurement.
9. The Only Company to enable e-tendering for Asian Development Bank funded project following the guidelines set by the MDB's for e-Procurement.

## 2.2 Some of the key features of our application are;

- Flexible Application, which can be used by everyone
- Dynamic Application, which can be customized by user as required
- Application developed using Free & Open Source Software to save running cost
- Template based application which will get enriched, as it is used
- Integrated Workflow functionality
- Integrated completed eProcurement Solution
- Can be Integrated with 3<sup>rd</sup> Party ERP applications
- Scalable Application to handle 100's of users at a time
- Integrated Online Payment Gateway
- Completely PKI enabled Application
- High Level of Security Compliance to IT ACT, ISO/IEC 27001:2005
- Compliance to World Bank, ADB, PWD Procurement Guidelines
- Multi Currency Bidding
- Multi Envelope Bidding
- Collaborative Bidding
- Dynamic Reporting
- Sub Domain specific to Customers
- Auto Bid Facility / Briefcase
- Supports Open/Limited/Single Tenders
- Supplier Registration & Management
- Tender Document Library & Knowledge repository
- Auto Technical evaluation of Price bid

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### 3.1 Product details

We offer end to end eProcurement suite comprising of following modules and **You** can choose either one or all the modules as per your requirement.

#### 1. e-Tendering Module

This module can help you automate your existing Tendering system. Our eTendering application complies with IT ACT 2000, World Bank & MDB Procurement Guidelines & is certified by STQC certified Agency. Product is very stable & has been used to successfully enabled eTenders worth 1000's of Crores. It supports all Digital Certificates, Multi Envelope tendering & is highly customizable.

- PKI enabled & Non PKI software is available
- Supports Single & Multi Envelope Tendering
- Supports EOI, Pre Qualification Tenders
- Supports multi form tendering
- Supports Open/Limited, NCB/ICB, With & Without JV, all types of tenders
- System Aided evaluation
- Rich Text Formatting
- Document Management
- Ideal for high value procurement

#### 2. e-Auction Module

##### **Forward Auction Application (FA)**

With our Forward Auction Engine you can easily dispose of your used machineries and scrap goods. You can automate your manual actions, which will allow your bidders to participate in auctions from comforts of their offices. Forward Auction is very flexible and hence can be configured to meet all auction requirements on the fly. **We can help you realize the best possible rates because of our own exhaustive database of Auctioneers.**

##### **Reverse Auction Application (RA)**

Reverse Auction application can replace your Sealed Price Bid / Manual Negotiation process and make it more Transparent, Easy, Effective & economically beneficial. **With Reverse Auction, we guarantee that you will realize the most competitive prices quickly.** Globally RA is now the preferred way of getting the best deal from Suppliers. Product is Flexible and **you can conduct the first event can be conducted within 7 days**, irrespective of what you are buying and from whom.

- Supports Forward & Reverse Auction
- Supports all variants of Auction – English, Dutch, Yankee
- Real time results to buyers & supplier
- PKI & Non PKI version of software is available
- Flexible application, minimum or no customization required

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### 3. e-Sourcing Module

This Application can make buying small ticket items, recurring items & raw materials very easy, centralized & automated. To do the same first you will have to get the best rate from Suppliers using our eTendering & Reverse Auction application. Or you will have to get the pre negotiated rates from Suppliers. Having done that, you can add catalogues of your Suppliers on our eSourcing Platform and allow all buyers within the organization to start Buying/Sourcing online.

- Create and manage your own Supplier Database & their catalog
- Get special rates from supplier exclusively for your organization
- Add to cart facility
- Ability to raise PO Online
- MIS Facility

### 4. e-RFX Module

**RFI** - Request for Information

**Is used for taking the information of new products or for the innovation products or services**

**RFP** – Request for Proposal

**Is used for the Direct Proposal from the rated or the reliable supplier keeping into consideration the urgency and need**

**RFQ** - Request for Quote

**Is used for getting the immediate**

- Supports RFI, RFP & RFQ
- Single screen, easy to use e-RFX Tool
- Supports Multi Line Items
- System Aided evaluation
- Rich Text Formatting
- Flexible Forms
- Upload Documents
- Add Suppliers

### 5. Market Making & Supplier Management Modules

#### **Tender Listing Service**

We are the largest aggregators of Government & Private Tenders. These portals are subscribed by millions of Subscribers / Registered Users. Because of our Tender Portal, we have the ability to promote your requirement and ensure good Participation from Supplies of any product/service category. Currently we host and maintain Tender Portal for India, Sri Lanka, Asia, & Saarc.

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### **Project Listing Service**

Under this service, we track tracks new Projects/Capex announced by Government & Corporate across for renovation, expansion or setting up a new plant. This services helps 1000's of supplier find new business opportunities for providing goods & services to project owners. The portal is updated on daily basis.

### **Catalogue Listing Services**

This is the platform where Small, Medium & Large scale companies can showcases product & services they have to offer by way of creating catalogues. This is an extension of our eSourcing Application which allows you to import Catalogues on your eSourcing Portal from our Catalogue Listing Portal. It has an integrated eCommerce engine such that goods can be bought & sold online. Other key features includes posting of Buy & Sell Leads, RFQ's, export & import Inquiries, trade inquires, etc.

### **Market Making**

For any eProcurement event to be successful, the event has to be well promoted such that more suppliers participate and buyers get the best deal. Because of our Tender, Project & Catalogue Portals, we have more than lakhs of Supplier registered on our portal for 1,000's of product & service categories. Market making services is provided to our customer on case to case basis as required. We also undertake supplier identification, verification & registration process on behalf of our Government & Private customers.

## **4.1 Tender Creation, Submission & Evaluation Process**

After our years of experience in eProcurement domain, our Research team has created a unique Tender Creation, Submission & Evaluation Process to ensure that at no point of time the Service Provider/Hacker/Unauthorized Users/Authorized Users can tamper with the data. Any Company including our Competitors can develop similar software using our 16 Steps process to ensure secrecy in eTendering/eProcurement process. The Steps involved in Creation, Submission & Evaluation are listed below;

1. **Tender Creation**
  - a. Create Bid
  - b. Sign Bid
  - c. Encrypt using Supplier Digital Certificate
  - d. Decrypt using Supplier Digital Certificate
  - e. Verify Bid
2. **Tender Submission**
  - a. Decrypt encrypted created bid using Supplier Digital Certificate
  - b. Verify Bid
  - c. Sign Bid
  - d. Encrypt using Buyer Public Key of Digital Certificate
  - e. Tender Submission Receipt with Bid Hash
3. **Tender Evaluation**
  - a. Tender Opening Time Check
  - b. Tender Opening Rights & Role Check
  - c. Biometric Verification of Buyers

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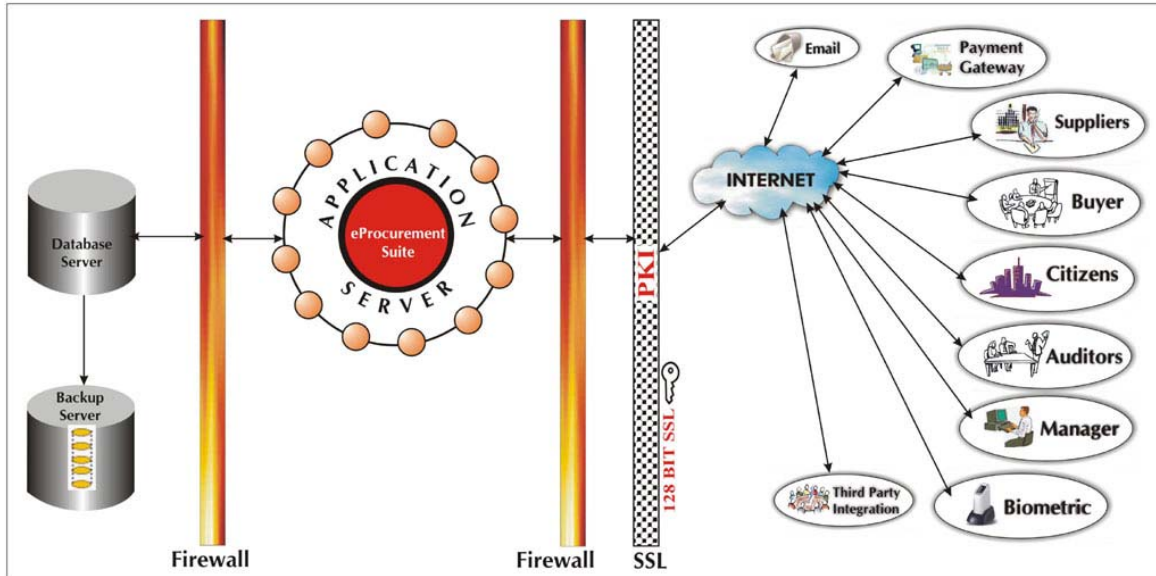
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- d. Decrypt using Buyer Private key of Digital Certificate
- e. Verify of Bid using Public key of Supplier Digital Certificate
- f. Announce/View Results

#### 4.2 System Architecture

##### 3-Tier Architecture of eProcurement Portal



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## 5.1 Security Policy:

- Strict adherence to Information Management System – **ISO/IEC 27001:2005**
- Total Compliance to Information Technology Act 2000
- World Bank eProcurement Guidelines
- Central Vigilance Commission (CVC) Guidelines

To ensure complete secrecy in the Digital world, we have integrated the following tools/functionalities in our eProcurement system

### For Secure Data Transmission & Receipt

- 128 Bit SSL enabled website
- Digitally Signed Data
- Attached Digital Signature
- Data Enveloping using Digital Certificate
- Client End Operations

### For Secure Access:

- Digital Certificate Based Access
- Secure Login Based Access
- Roles Based Accessed
- Time Based Access
- Biometric Based Access
- IP Based Access
- Simultaneous Login Blocked

### To maintain Business Continuity

To ensure business continuity, we have the latest version of the following software also installed such that you do not suffer any loss due to Virus, Hacker Attack, System Crashing, etc.

- Firewalls
- Antivirus
- Intrusion Detection System
- Automated Backup
- Disaster Recovery Site

1. **128 Bit SSL Certificate:** On our Server, we have 128 Bit SSL Certificate installed, which ensure that all transaction between Server & Client Computers happens over a secure network.
2. **Digital Signature:** Our Product is PKI (Public Key Infrastructure) enabled as per IT Act 2000 (Information Technology Act, 2000). This means that all confidential data are Digitally Signed and stored in database.
3. **Digital Encryption:** To encrypt and decrypt data, we do not use our own algorithm but use on the IT Act, 2000 approved PKI algorithms. Price Bids are stored in database in encrypted manner, which is encrypted by buyer & supplier digital certificate.

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4. **Client Side Encryption & Decryption:** All encryption & decryption process takes place on client machine & not on server and this make our system fool proof, with our clients having total control on the security aspects of the application.
5. **Role based Access:** In our application, an authorized user can access only that content, for which he has been authorized for. Other than that he cannot view, add, edit, any content. No content in our application can be deleted.
6. **Time based Access:** No event in our system can be pre-poned and carried out e.g. Reverse Auction cannot be pre-poned, Tender cannot be opened before due date and time, etc. Activities can only be carried out after the last date & times has lapsed, even in case of Administrator.
7. **Biometric Based Access:** Access to physical server is restricted & Tender opening process is further secured by Biometric based User Authentication.

For more information on security please visit us at [www.abcprocure.com](http://www.abcprocure.com)

## 5.2 Comparison to Offline Tender Cycle

Manual	Online
Offline process	Online process
Manual Negotiation	Auto Negotiation
Limited Competition	Global Competition
Manual Process	Automated Process
Time Consuming	Fast & Quick response
Buyer Friendly	Buyer & Supplier Friendly
Outdated Data	Real time Updated Data
People Dependent	People Independent
Hassle of documentation	Hassle Free
Closed bids documents are not that effective & Encouraging	Effective as encouraging to bidders as on the transparent bidding cycle
All the records in different places as physical	Easy accessible record as all the documents are digital

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### 6.1 Competitive Advantages

Sr. No.	Description	ABCprocure	Others
1.	Price	Low per Tender	% of Tender Value
	<b>Technology</b>		
2.	Technology	Free & Open Source, Economical in longer run	Proprietary & Expensive
3.	Database	All - Oracle, MY SQL, MS-SQL	Windows SQL
4.	Operating System	Linux, Windows	Windows
5.	Browser	Any Browser	Internet Explorer
6.	Workflow	Integrated	Not Available / 3 <sup>rd</sup> Party Proprietary Tool
7.	Application	Modular	Fixed
8.	Reports	Dynamic	Fixed /3 <sup>rd</sup> Party
9.	Collaborative Bidding e.g. for JV Tenders	Available	Not Available
	<b>PKI</b>		
10.	PKI	In-house Developed, Open Source	Proprietary, 3 <sup>rd</sup> Party
11.	Digital Certificates	All CA	Selected CA
12.	Crypto Tokens	All Manufacturers	Select Manufacturers
	<b>Security</b>		
13.	Security	8 Layers	Few Layers
14.	Security Policy	ISO/IEC 27001:2005 Certified Company	Not Available
15.	IT ACT Compliance	Product Tested & certified by EQDC / STQC	Not Available
16.	Biometric Device	Integrated	Not Available
	<b>Hardware</b>		
	Minimum Computer Specs – Client Machine	For optimum performance PIII, 64 MB RAM, 1GHz. Processor	For optimum performance PIV, 128 MB or Higher, 2 Ghz. or higher
	Minimum Server Specs	PIV Intel Xenon – 3 Ghz. 1 GB Ram,	High End Servers

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## 7.1 Our Credentials

Over and above the points covered in our competitive advantage, our USP includes;

- Only Company to enable e-Tendering of Asian Development Bank Funded Project
- Young Team with average age of 30
- History of Success behind them
- Working on Latest Technology J2EE, Oracle, Linux
- Only Company in India with management having 100+ Years of experience in eProcurement Domain
- eProcurement is Sunrise Industry with High Growth Market – market is expected to grow at 200% for next 5 Years

## 7.2 Testimonial

### Some Organizations whom we served

- Ahmedabad Municipal Corporation
- Bharat Heavy Electricals Limited
- Bharati shipyard Limited
- Bhopal Municipal Corporation
- Central Warehousing Corporation
- Gwalior Municipal Corporation
- Gujarat Water Supply & Sewerage Board
- Gujarat Industrial Dev. Corp.
- Gujarat Gas Co. Ltd
- Gujarat maritime Board
- Gujarat Urban Development Co.
- ICICI Bank Ltd.
- Indore Municipal Corporation
- Jamnagar Municipal Corporation
- Jabalpur Municipal Corporation
- MP Urban (ADB) Project
- Medical Health Department
- RITES Ltd
- Rajasthan State Mines & Minerals Ltd.
- Sardar Sarovar Narmada Nigam Ltd. And more...

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