Saphety electronic auctions save the public sector 1 million Euros

Lisbon, 17 December 2013 – In the last year and a half, Saphety, with its Electronic Auction service, has saved public entities 963,000 Euros through the holding of electronic auctions of various types.

According to Nuno Matos, Saphety's Business Consulting Manager, "our electronic auction service is the ideal technological solution for the public sector, because of the rigour, transparency and speed it allows for, and the savings it generates for taxpayers. We have held auctions for various categories, from Office Supplies to Communications to School meals and Catering, and have generated an average saving of 15% per auction held. For example, in an auction for one of our clients, we managed to save around 200,000 Euros on fuel".

Saphety electronic auctions offer numerous advantages to public bodies, by making available a system that allows a greater variety of suppliers, well defined rules regarding when they start and end, and a reduction in the delays normally associated with public tendering. By working on the same platform, the management of procedures and documents is simplified, and the profitability of the purchasing process is maximized. Thus this standardisation simplifies the whole process, creates overall improvements and increases the consistency of the organization, at both the inter-personal and inter-departmental levels.

Saphety optimized its purchasing system at one of its clients, the Intermunicipal Community of the Coimbra Region (CIMRC), and generated savings of 400,000 Euros/year. This concerned the contracts for fuel, communication, insurance, school meals and, above all, energy, which represents more than 60% of the estimated savings.

For Eng. António Gravato, Executive Secretary of the CIMRC, "in addition to the unexpected economic advantages, these efficient models of dynamic negotiation are a barometer of the capacity for involvement and cooperation of all the Municipalities, in a strategy of increased inter-municipal action that deepens mutual learning.
 Together with the dedicated and knowledgeable monitoring of the municipal reality, which has proved essential, the municipalities have benefited from very significant reductions in prices, in some cases even reaching 50%."

Between 2012 and 2013 Saphety has also worked with clients such as the Metropolitan area of Lisbon and the Inter-municipal Communities of the Algarve, Médio Tejo, Lezíria do Tejo, Lezíria do Oeste, Pinhal Interior Norte and Alentejo Litoral, generating significant savings in all the auctions. Recently the Pinhal Litoral has also started a project to implement a Central Purchasing Office.

Various types of auction are available, from the Dutch model – in which the value is very low and is gradually increased - to the Reverse English model, the most common,

in which the goods or services that are to be acquired begin with a high base value, that is then reduced as the participants bid.

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About Saphety

Saphety, a Software and Information Systems company of the Sonaecom Group, enables paper-free, simplified and automated business processes between companies, optimizing their supply chain. Through their Purchase-to-Pay (P2P) solutions, the company simplifies the whole process of purchasing (SaphetyBuy), contracting (SaphetyGov) and billing (SaphetyDoc). Saphety is also one of the world's leading companies supplying technology and services in the field of Data Synchronization (SaphetySync). Currently its client portfolio includes more than 6,800 companies in 20 different countries.

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