

Scope: This Quick Card shows how to log into a Wacker eAuction and how to participate in the different auction types.

- A) Login, Check Auction Details and Confirm Participation
- B1) Japanese Auction (Page 5)
- B2) Dutch Auction
- B3) Reverse Auction

A) Participation in a Wacker eAuction

Participation in an eAuction requires an active Ariba account and an invite from Wacker. Suppliers will receive an email with a link to the eAuction. If the Supplier and Wacker are already connected, the eAuction is also transferred to the Supplier's Ariba account.

Access to eAuction

WACKER - TEST has invited you to participate in an event: Japanese ...

 Veronika Schachinger <s4system-prodeu+wacker...>
An  Schachinger, Veronika

Do 17:22

 Klicken Sie hier, um Bilder herunterzuladen. Um den Datenschutz zu erhöhen, hat Outlook den automatischen Download von Bildern in dieser Nachricht verhindert.

WACKER - TEST has invited you to participate in the following event:
Japanese Screenshots. The event is set to begin on Thursday, August 24, 2023 at 2:30 PM, Central European Summer Time.

Use the following username to log in to WACKER - TEST events: test-veronika.schachinger@wacker.com.

[Click Here](#) to access this event.

When you click this link, log in with your username and password. You will then have the option to register your buyer-specific user ID with a new or existing Ariba Commerce Cloud account and participate in your event.

- 1 The email shows which account is invited. It is not possible to forward this email to someone else. If you want to use a different account, please contact the responsible buyer to get a new invitation.
- 2 Use the link to get access to the eAuction. If the Supplier and Wacker are already connected, you can also log into your Ariba account and find the eAuction in "Proposals and Questionnaires".

3 Supplier Login

User Name

Password

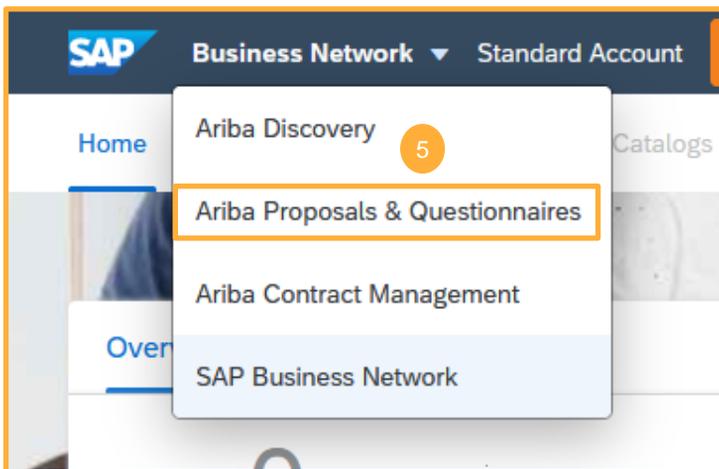
Login

4 [Forgot Username or Password](#)

3 You will be asked to log into your Ariba account.

4 If you have forgotten your username or password, use the functions below the "Login" button.

After successful login you will either be directly forwarded to the eAuction or the dashboard will be shown.



5 If you see the dashboard, click on „Business Network“ on the left top corner and select „Ariba Proposals & Questionnaires“.

Events		
Title	ID	End Time ↓
▶ Status: Completed (27)		
▶ Status: Open (3)		
6 ▶ Status: Pending Selection (46)		
▼ Status: Preview (1)		
2023 Material XY (Japanese Auction)	Doc1593401893	Not Available

6 The events to which you have been invited will be displayed. The eAuction will appear in "Status: Preview".

Check Auction Details and Confirm Participation

Important: Log in timely after receiving the invite:

- to check if there are technical problems with logging into the eAuction
- to accept the bidder agreement (no participation is possible without acceptance)
- to review the auction details, attached documents and requested line items
- to clarify question before the auction starts

7 After opening the eAuction review the prerequisites first.

8 Acceptance is necessary in order to participate.

9 It is important to check carefully the auction rules, the item details and attached documents/specifications. Please clarify questions before the auction starts!

Choose the lots in which you will participate. You can cancel your intention to participate in a lot until

[Select Lots/Line Items](#) [Select Using Excel](#)

Checklist

1. Review Event Details
2. Review and Accept Prerequisites
3. Select Lots/Line Items
4. Submit Bids 10

Lots Available for Bidding

<input type="checkbox"/>	Name	Reason for not bidding
<input checked="" type="checkbox"/>	5 Material 245 ▼ Purity Level XY Enter price per kg!	
<input type="checkbox"/>	6 Material 589 ▼ Purity Level XY Enter price per kg!	11 <input type="text" value="(no value)"/>

[Confirm Selected Lots/Line Items](#)

10 Depending on the auction settings it might be necessary to select and confirm lots.

11 Please select a reason if you do not want to bid for one of the lots/items
Finally confirm with the **Confirm Selected Lots/Line Items** button

Checklist

1. Review Event Details
2. Review and Accept Prerequisites
3. Select Lots/Line Items
4. Submit Bids

Event Contents

- All Content
- 1 e-Auction procedure
- 2 Frame Conditions
- 3 Scope

All Content

Name ↑	Price	Quantity	Extended Price
4.1 Delivery and payment terms	30 days net		
5 Material 245 ▼	Less... <input type="text" value="2600"/>	INR 50 kilogram (KG)	
Purity Level XY Enter price per kg!			
6 Material 589 ▼	Less... <input type="text" value="5100"/>	INR 45 kilogram (KG)	
Purity Level XY Enter price per kg!			

(*) indicates a required field

[Submit Entire Response](#) [Update Totals](#) [Save draft](#) [Compose Message](#)

[Excel Import](#)

12 Depending on the auction settings you might be able to enter your starting price before the auction starts. Finally hit the **Submit Entire Response** button.

The following instructions are specific according to the auction types. Please refer to

- page 5 for Japanese auctions (B1)
- page 6 for Dutch auctions (B2)
- page 7 for reverse auctions (B3)

B1) Japanese Auction

Please log in 10 minutes prior to the auction start!

The screenshot shows the 'Console' for 'Doc1593401893 - 2023 Material XY (Japanese Auction)'. On the left is a 'Checklist' with four items: '1. Review Event Details', '2. Review and Accept Prerequisites', '3. Select Lots/Line Items', and '4. Submit Bids'. A yellow warning banner at the top states: 'You haven't accepted the current price level. Submit a bid before bidding closes to avoid elimination.' The main content area displays '6. Piping Material XY' with the note 'The shown price is per piece!'. It shows a 'Bid adjustment: 300.00 INR', a 'Current Price' of 80,000.00 INR (with a bid icon and a dropdown arrow), and a 'Quantity: 5 piece (PC)'. Below this are two buttons: 'Submit Acceptance' (highlighted with a blue border and a red circle '2') and 'Compose Message'. At the bottom, there is a 'Period:' dropdown menu set to 'All'.

1 It is required for the Japanese Auction to confirm the starting price, otherwise the auction will be closed for you. Please check price and item details.

2 By clicking **Submit Acceptance** the price is confirmed.

Time remaining for lot 6
00:00:15

The price is now adjusted per fixed time period. Common are 30 seconds, but the actual time interval will be shown in the right top corner.

Please note:

In a Japanese Reverse Auction, the price will fall, in a Japanese Forward Auction (for discounts), it will start with 0% discount and then it will rise.

This screenshot shows the same auction details as the previous one, but with the 'Submit Acceptance' button highlighted by a blue border and a red circle '3'. Below the main details is a 'Bid History' table:

Participant	Price ↑	Quantity
Vroni AG	79,100.00 INR	5
Vroni AG	79,400.00 INR	5

3 Accept the displayed prices as long as you are willing to accept the order at this price.

To stay in the auction you need to accept at least every 6th round. This setting can vary, so please check the actual round's setting prior to the auction in the content section.

Note: If there are several lots, the next lot will start after finishing the previous one.

B2) Dutch Auction

Please log in 10 minutes prior to the auction start!

The screenshot shows the 'Console' for document 'Doc1594942532 - Test Dutch Auction'. On the left, a sidebar contains 'Event Messages', 'Response History', and a 'Checklist' with three items: '1. Review Event Details', '2. Review and Accept Prerequisites', and '3. Select Lots/Line Items'. The main area displays '5. Membrane Filtration' with a 'Bid adjustment: 5,000.00 INR', a 'Current Price' of 45,025,000.00 INR (with a bid icon and a dropdown arrow), and a 'Time until next adjustment: 00:00:04'. The quantity is '1 each (EAC)'. Below the price information are three buttons: 'Submit Acceptance' (highlighted with a blue box and a '2' callout), 'Update Totals', and 'Save draft'. At the bottom, there is a 'Period:' dropdown menu set to 'All'.

- 1 The Dutch auction starts with a low price. The price will increase per fixed time period. Common are 30 seconds, but the actual time interval will be shown below the current price.
- 2 As soon as the price reaches a level for which you are willing to accept the purchase order, confirm with the **Submit Acceptance** button.

Important: Only one supplier is able to confirm. The first supplier who accepts a certain price level wins the auction and the event will be closed for all bidders.

Note: If there are several lots, the next lot will start after finishing the previous one.

B3) Reverse Auction

Please log in 10 minutes prior to the auction start!

All Content		My Response			Leading	
Name ↑	Rank	Price	Quantity	Extended Price	Price	
4 Delivery and Payment Terms						
4.1 Delivery and payment terms						
Terms of payment: 30 days net						
Incoterm EXW						
5 Material 245	1	2,500.00	50 kilogram (KG)	125,000.00 INR	2,500.00 INR	
6 Material 589	2	4,900.00	45 kilogram (KG)	220,500.00 INR	4,850.00 INR	

Submit Entire Response | Take Lead | Update Totals | Reload Last Bid | Save draft | Compose Message | Excel Import

- 1 In reverse auctions usually every supplier starts with his own starting bid. The suppliers then are able to bid freely against each other.

5 Material 245	1	2,500.00	50 kilogram (KG)	125,000.00 INR	2,500.00 INR
6 Material 589	2	4,900.00	45 kilogram (KG)	220,500.00 INR	4,850.00 INR

- 2 According to the auction settings either the leading price is shown or your rank. The „hammer“ symbol shows if your bid is the leading bid.

5 Material 245					
6 Material 589					

- 3 The buyer might have added some important information regarding the items. Please use the arrows to extend the view.

In reverse auctions it is common to bid on several items at the same time. But lot bidding is possible as well.

The auction ends when the set time has expired. However, if a bid is placed in the last 2 minutes and it reaches at least rank 2, the auction will be extended by 2 minutes.

Reminders

- **Important:** Log in timely after receiving the invite:
 - to check if there are technical problems with logging into the eAuction
 - to accept the bidder agreement (no participation is possible without acceptance)
 - to review the auction details, attached documents and requested line items
 - to clarify question before the auction starts
- **Important!** Please always dial in 10 minutes before the eAuction starts! For Japanese auctions it is necessary to confirm the first bid. If you are too late, the eAuction might already be closed for you.

Glossary

Term	Definition
Japanese Reverse Auction	An initial price, defined by Wacker, decreases. The auction continues as long as at least 1 participant accepts the next, lower system bid.
Japanese Forward Auction (for discounts)	An initial price (discount, usually 0%), defined by Wacker, increases. The auction continues as long as at least 1 participant accepts the next, higher system bid.
Dutch Auction	An initial low price, defined by Wacker, increases. First supplier who accepts increasing price level wins the auction.
Reverse Auction	Each bidder places bids for a product or service and bids freely against others.