

欢迎来到 电子竞价供应商培训环节

即将开始...
请加入电话会议

匿名培训！请不要提及您的名字和公司名称

ORACLE® E-Business Suite

联系邮箱：eauction.coe@ge.com



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培训安排

1. 学会使用Oracle Sourcing...电子竞价的工具
 - 1) 邮箱接入 & 注册登录
 - 2) 设置系统偏好
 - 3) 确认参与的准备工作
 - 4) 创建投标
 - 5) 设定自动刷新的时间间隔
 - 6) 在执行竞价时如何和我们沟通
2. 提问环节



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电子竞价概述

- 供应商参与GE的电子竞价，是其为GE提供产品或服务的必要条件。
- 电子竞价可以同时节省供应商和采购员的谈判时间。
- 供应商参与GE的电子竞价，一方面可借此全面了解市场动态，另一方面观察到其在价格或者排名上的优劣。系统里，供应商可看到最优价格或是报价排名，由采购员决定竞价时对供应商显示最优价格还是报价排名。
- 电子竞价的工具是严格保密的，供应商的信息以及联系方式都是保密信息。

整场电子竞价活动中，供应商要紧密切关注三个信息：“剩余时间”，“竞价价格”以及“最优价格或是报价排名”

让我们一起学习如何使用这一工具吧！



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如何电子竞价



1 邮箱接入 & 注册登录

https://ssfed.ge.com/fss/idp/fUZ1B/resumeSAML20/idp/SSO.ping

GE Single Sign On

GE Single Sign On

SSO ID

Corpte01

Password

Log In & Remember Me

Log In To A Shared Computer

[Forgot your SSO User ID?](#) | [Sign Up Now!](#) | [Forgot your Password?](#) | [SSO FAQs](#) | [Modify Your Account](#)

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您将通过邮件收到竞价通知，并在此页面输入用户名和密码，点击登录键“Sign in”。



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2

设置系统偏好

ORACLE应用主页



首选项可用于更改您的当地时间/币种/语言

Home

Navigator

- Personalize
- Sourcing Supplier

Worklist

From	Type	Subject	Sent	Due
P, Latha	Sourcing Publish	You are invited: Auction 4138872 (Forward Eauction-IT assets &HPC Servers for Disposal *Test Auction* Jan 21)	07-Jan-2021	08-Jan-2021
Begum, Tasleem	Sourcing Publish	You are invited: Auction 4137872 (E- Auction for the Demolition work at WGE X-ray *Test Auction* Jan 2021)	06-Jan-2021	07-Jan-2021
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4131878 (TEST- E-Auction for Outbound Transportation for Adani Lakadia Project)	22-Dec-2020	24-Dec-2020
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4119873 (Test Auction: Reverse eAuction for Solar Group Captive)	10-Dec-2020	14-Dec-2020
Begum, Tasleem	Sourcing Publish	You are Invited: Auction 4119872 (China LM-BAO general waste disposal service project *Test * Dec 20 Round 2)	10-Dec-2020	14-Dec-2020
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4118872 (TEST AUCTION--Reverse eAuction for GEHZ SMF Parts Project_2021)	09-Dec-2020	16-Dec-2020
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4116872 (TEST AUCTION--Reverse Auction for GE Power Shoulder mill tender 2020)	08-Dec-2020	10-Dec-2020
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4111873 (Test Auction- GEHZ EHS Tempering Furnace Renovation Project_2021)	03-Dec-2020	04-Dec-2020
Apuri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4108872 (Test Auction - Reverse eAuction for Waste Disposal)	27-Nov-2020	02-Dec-2020
Begum, Tasleem	Sourcing Publish	You are invited: Auction 4106874 (E-Auction for New Toilet Construction Work at GEBE *Test Auction* Dec 2020)	25-Nov-2020	01-Dec-2020
	Sourcing	You are invited: Auction 4098877 (E-Auction for Catering Service for the GE HC *Test		



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2

设置系统偏好

ORACLE应用主页

Home

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Logged In As CORPTE01

Home

Navigator

Personalize

- Sourcing Supplier
 - Sourcing
 - Sourcing Home Page
 - Worklist

Worklist

Full List (149)

Rows 1 to 75

From	Type	Subject	Sent	Due
P, Latha	Sourcing Publish	You are invited: Auction 4138872 (Forward Eauction-IT assets &HPC Servers for Disposal "Test Auction" Jan 21)	07-Jan-2021	08-Jan-2021
Begum, Tasleem	Sourcing Publish	You are invited: Auction 4137872 (E- Auction for the Demolition work at WGE X-ray "Test Auction" Jan 2021)	06-Jan-2021	07-Jan-2021
Aguri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4131878 (TEST- E-Auction for Outbound Transportation for Adani Lakadia Project)	22-Dec-2020	24-Dec-2020
Aguri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4119873 (Test Auction: Reverse eAuction for Solar Group Captive)	10-Dec-2020	14-Dec-2020
Begum, Tasleem	Sourcing Publish	You are invited: Auction 4119872 (China LM-BAO general waste disposal service project "Test * Dec 20 Round 2)	10-Dec-2020	14-Dec-2020
Aguri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4118872 (TEST AUCTION--Reverse eAuction for GEHZ SMF Parts Project_2021)	09-Dec-2020	16-Dec-2020
Aguri, Akshay Kumar	Sourcing Publish	You are invited: Auction 4118872 (TEST AUCTION--Reverse Auction for GE Power		

点击“+”来扩展选项

2

设置系统偏好

ORACLE应用主页



如您已完成以上步骤，请点击“应用”。

请选择“简体中文”替代默认的美式英语

请根据您的办公点选择“地区、日期格式、时区”。
注意：币种无需选择，由采购员决定竞价币种！

电子邮件用户名和电子邮件口令请不要填写。
电子邮件样式请选择“带有附件的HTML邮件”。



3 确认参与的准备工作



Negotiations

Search Open Negotiations Title

Welcome, Tasleem Begum.

Your Active and Draft Responses

Press Full List to view all your company's responses.

Response Number	Response Status	Supplier Site	Negotiation Number	Title	Type	Auction Type	Time Left	Monitor	Unread Messages
2961602	Active		3811865	Mock Call for supplier Training *Test Auction Nov 2019*	Auction	1	0 seconds	<input type="checkbox"/>	0
2962495	Active		3810867	TEST	Auction	1	0	<input type="checkbox"/>	0
2971496	Active		3822864	Abrasive Belt E auction *Test Auction* Dec 2019	Auction	1	0	<input type="checkbox"/>	0
2977495	Active		3827864	e-Auction for PMC * TSET AUCTION* Dec 2019	Auction	1	0	<input type="checkbox"/>	0
2978495	Active		3830864	Mark Vie Packing Boxes Dec 2019 *TEST AUCTION * Dec 2019	Auction	1	0	<input type="checkbox"/>	0

Your Company's Open Invitations

Supplier Site	Negotiation Number	Title	Type	Auction Type	Time Left
	4101872	E-Auction for HAL-X Ductings *...	Auction	1	6 days 23 hours

Click "Negotiation Number", start electronic bidding.



3 确认参与的准备工作

题头



1. 招标货币
2. 点击“Terms & Conditions”下载竞价须知文档，同意后参与竞价。

剩余时间

Header

Auction Currency: EUR

Price Precision: 2

Terms and Conditions

Header | **Lines** | **Controls**

Title: E-Auction for HAL-X Ductings "Nov 2020"
Status: Active
Time Left: 6 days 23 hours

Open Date: 08-Jan-2021 18:57:13
Close Date: 15-Jan-2021 18:55:08
Creation Date: 19-Nov-2020 15:35:26

Buyer: Begum, Tasleem
Bid Style: Blind
Operating Unit: GE Global Operations Sourcing

Outcome: Standard Purchase Order Event

Description: This is a test auction, please do not submit the original bid price, you can play with the tool by submitting imaginary numbers. Nothing goes on record. The Objective of the test auction is to make the suppliers familiar with the auction tool.

Terms

Bill-To Address: Rond Point Schuman
Ship-To Address: Rond Point Schuman
FOB:

Payment Terms:
Carrier:
Freight Terms:

Currency

Auction Currency: EUR

Price Precision: 2

Requirements

Terms and Conditions



3 确认参与的准备工作

行

The screenshot shows the GE Sourcing interface for Auction: 4101872. The 'Negotiations' section is active, displaying details for Amendment Number 4101872. The title is 'E-Auction for HAL-X Ductings *Nov 2020*', and the status is 'Active'. The time left is 6 days 23 hours. The interface includes a 'Lines' tab, which is highlighted with a red box. Below the tab is a table with the following data:

Description	Line	Item, Rev	Category	Unit	Quantity	Need-By From	Need-By To	Best Price (EUR)	Active Responses	Time Left
Frames and Hangers	1 Frames and Hangers		40.14.20.19.00	Pack	60			Blind	Blind	6 days 23 hours

A red arrow points from the table row to a green box containing the instruction: 点击“行”打开更多信息



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Negotiations > Auction: 4101872

Amendment Number 4101872
Effective Date
Amendment Description
Title E-Auction for HAL-X Ductings "Nov 2020"
Status Active
Time Left 6 days 23 hours

Open Date 08-Jan-2021 18:57:13
Close Date 15-Jan-2021 18:55:08
Creation Date 19-Nov-2020 15:35:26

Header Lines **Controls**

Schedule

Preview Date 08-Jan-2021 18:57:13
Open Date 08-Jan-2021 18:57:13
Award Date

Response Rules

- Negotiation is restricted to invited suppliers
- Suppliers are allowed to respond to selected lines
- Suppliers are required to respond with full quantity on each line
- Suppliers are allowed to provide multiple responses
- Buyer may create multiple rounds of negotiations
- Suppliers are required to lower the line price when submitting a revised response: 0.25%
- Buyer may close the negotiation before the Close Date
- Buyer may manually extend the negotiation while it is open
- Negotiation is allowed to AutoExtend based on the following settings

AutoExtend Settings

Lowest Triggering Response Rank Any response
Start Time of Extension
Number of Extensions 3
 Suppliers are allowed to submit Multiple Active Responses
 Allow Alternate Lines on Supplier Responses

Lines to AutoExtend All lines
AutoExtend Period 5 Minutes

竞价精度

延长时间



3 确认参与的准备工作



活动-> 确认参与-> 点击“查找”

Actions

Open Date: 06-Jan-2023 18:07:13
Close Date: 15-Jan-2023 18:05:08
Creation Date: 15-Nov-2020 18:08:26

Buyer: Durgun, Yashwanth
Bid Style: Blind
Operating Unit: GE - Global Operations Sourcing

Description: This is a blind auction, please do not submit the original bid price, you can play with the bid by submitting imaginary numbers. Nothing goes on record. The Objective of the blind auction is to make the suppliers familiar with the auction tool.

Payment Terms: General
Freight Terms:
Price Precision: 2

选择“是”，通知采购员然后点击“应用”

Will your company participate? Yes No

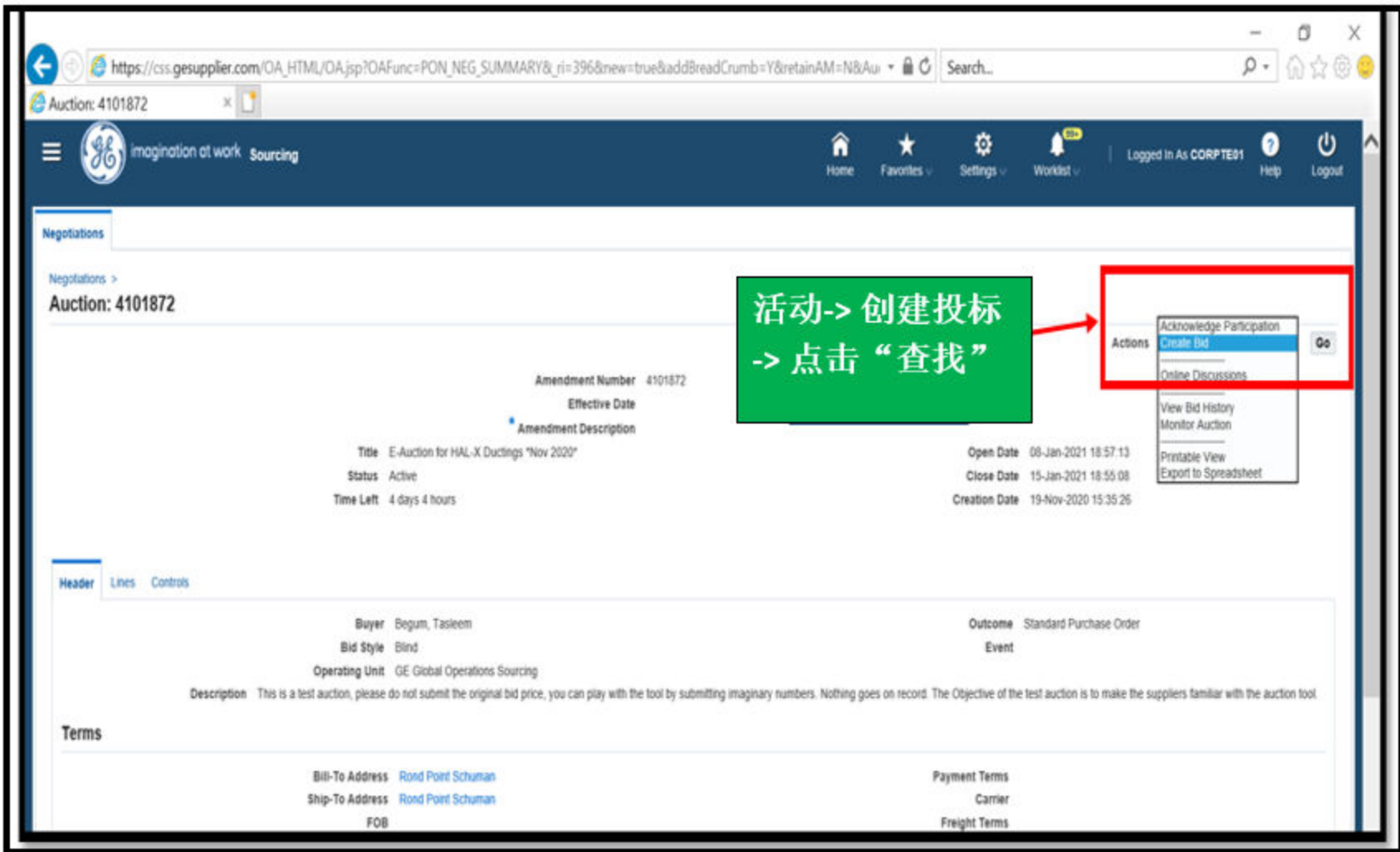
Note to Buyer

Cancel Apply



4

创建投标



The screenshot displays the GE Sourcing portal interface for Auction: 4101872. A green box highlights the instruction: 活动-> 创建投标 -> 点击“查找” (Activity -> Create Bid -> Click "Find"). A red box highlights the 'Actions' dropdown menu, with 'Create Bid' selected. The page shows auction details such as Amendment Number 4101872, Title 'E-Auction for HAL-X Ductings "Nov 2020"', and various dates. The 'Header' section includes Buyer 'Begum, Tasleem', Bid Style 'Blind', and Operating Unit 'GE Global Operations Sourcing'. The 'Terms' section includes Bill-To Address 'Rond Point Schuman' and Payment Terms.

Activity -> 创建投标
-> 点击“查找”

Actions

- Acknowledge Participation
- Create Bid
- Online Discussions
- View Bid History
- Monitor Auction
- Printable View
- Export to Spreadsheet

Amendment Number 4101872

Effective Date

Amendment Description

Title E-Auction for HAL-X Ductings "Nov 2020"

Status Active

Time Left 4 days 4 hours

Open Date 08-Jan-2021 18:57:13

Close Date 15-Jan-2021 18:55:08

Creation Date 19-Nov-2020 15:35:26

Header

Buyer Begum, Tasleem

Bid Style Blind

Operating Unit GE Global Operations Sourcing

Outcome Standard Purchase Order

Event

Description This is a test auction, please do not submit the original bid price, you can play with the tool by submitting imaginary numbers. Nothing goes on record. The Objective of the test auction is to make the suppliers familiar with the auction tool.

Terms

Bill-To Address Rond Point Schuman

Ship-To Address Rond Point Schuman

Payment Terms

Carrier

Freight Terms

FOB



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创建投标



GE imagination at work Sourcing

Home Favorites Settings Worklist Logged In As CORPTEST1 Help Logout

Negotiations

Negotiations > Auction 4101872 >
Create Bid: 3233902 (Auction 4101872) [Cancel] [View Auction] [Monitor Auction] [Bid By Spreadsheet] [Save Draft] [Continue]

Title: E-Auction for HAL-X Drawings "Nov 2020" Time Left: 4 days 4 hours
 Close Date: 15-Jan-2021 18:55:08

Supplier: CORP TEST SUPPLIER
 Auction Currency: EUR
 Bid Currency: EUR
 Price Precision: 2 decimals maximum

Bid Valid Until: (27-Dec-2020 19:45:00) [?] [x]
 Reference Number: []
 Note to Buyer: []

Attachments

Add Attachment...

Title	Type	Description	Category	Last Updated By	Last Updated	Usage	Update	Delete
No results found.								

Requirements

Expand All | Collapse All

Focus Title

Requirements	Target Value	Bid Value
Terms and Conditions All participating suppliers need to accept the "Terms and Conditions & Rules of engagement" document are available in attachment" In order to access pre-requisites, select "Create Bid" from actions menu on the top and click "Go" Scroll down to expand requirements, and now scroll towards right to look for option in the dropdown. To signify your agreement with the attached terms, please select "Yes" and then click the "Lines" tab and enter bids accordingly in the "bid price" column and click "continue" followed by "submit". Note: The acceptance to pre-requisites is an online activity during the auction time. If you do not accept the terms, you will not be permitted to access the event information and you will not be allowed to submit a bid in the Auction.		
	No	Yes

选择“同意 (Yes)”选项,
 点击“继续”



4

创建投标

行

Create Bid: 3233902 (Auction... x)

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Home Favorites Settings Worklist 99+ | Logged In As CORPTE01 Help Logout

Negotiations

Negotiations > Auction: 4101872 >

Create Bid: 3233902 (Auction 4101872)

Cancel View Auction Monitor Auction Bid By Spreadsheet Save Draft Continue

Title E-Auction for HAL-X Ductings *Nov 2020*

Time Left 4 days 3 hours
Close Date 15-Jan-2021 18:55:08

Head Lines

Auction Currency EUR
Price Precision 2 decimals maximum
Bid Currency EUR

Proxy Bid Decrement 0.25 %

Line	Ship-To	Rank	Start Price	Target Price	Bid Price	Proxy Minimum	Unit	Target Quantity	Bid Quantity	Promised Date	Bid	Update
1	Frames and Hanger...	One Time Address	No Bid	100.00			Pack	60	60		No	

输入投标价格、点击“继续”

4

创建投标

检查投标价格和投标总额



如果您输入有误, 请点击BACK返回上一屏幕以修改价格

点击 (提交) 提交投标

Select Line	Line	Ship-To	Start Price	Target Price Bid Price (EUR)	Proxy Minimum Unit	Target Quantity	Bid Quantity	Line Total	Need-By Date	Promised Date
*	Frames and Hanger...	1 Frames and Hanger...	One Time Address	100.00	100.00	Pack	80	80	8,000.00	



4

创建投标

监控招标页面



The screenshot shows the GE Sourcing web application interface. At the top, there is a navigation bar with the GE logo and 'imagination at work Sourcing'. The main content area is titled 'Create Bid 3233902: Review and Submit (Auction 4101872)'. A confirmation dialog box is displayed in the center, stating: 'Confirmation: Bid 3233902 for Auction 4101872 (E-Auction for HAL-X Ductings "Nov 2020") has been submitted.' Below the confirmation message, there is a red-bordered button labeled 'Monitor Auction' with a red arrow pointing to it. To the right of the dialog, a green box contains the text: '点击“显示器拍卖”以检查排名'. The background interface shows various details for the auction, including 'Title: E-Auction for HAL-X Ductings "Nov 2020"', 'Supplier: CORP TEST SUPPLIER', 'Auction Currency: EUR', 'Bid Currency: EUR', 'Price Precision: 2 decimals maximum', 'Time Left: 4 days 3 hours', and 'Close Date: 15-Jan-2021 18:55:08'. There are also buttons for 'Cancel', 'Back', 'Validate', 'Save Draft', 'Printable View', and 'Submit'.



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5

设定自动刷新时间间隔



The screenshot shows the GE Sourcing Monitor Auction page for auction 4101872. The page includes a navigation bar with 'Home', 'Favorites', 'Settings', and 'Worklist'. The main content area displays auction details and a table of bid lines. Annotations in green boxes with red arrows point to specific elements:

- 设定自动刷新时间间隔** (Set automatic refresh interval): Points to the 'AutoRefresh Interval' dropdown menu set to '30 seconds'.
- 此处可以看到您的排名** (Here you can see your ranking): Points to the 'Rank' column in the bid table, which shows a rank of '1'.
- 点击“创建投标”进行下一轮投标。** (Click 'Create Bid' to place the next bid.): Points to the 'Create Bid' button.

Monitor Auction: 4101872

Title: E-Auction for HAL-X Ductings "Nov 2020"
Status: Active
Time Left: 4 days 3 hours

Open Date: 08-Jan-2021 18:57:13
Close Date: 15-Jan-2021 18:55:08

Lines

Bid Total (EUR): 6,000.00

Display only the lines on which I have bid
 Display only the lines that I am currently losing

Update Bid	Line	Category	Time Left	Rank	Bid Price (EUR)	Target Price (EUR)	Bid Quantity	Quantity	Your Total Amount (EUR)	Need-By Date	Promised Date
	1	Frames and Hangers	40:14:20:19:00	4 days 3 hours	1	00.00	60	60	6,000.00		

Return to Sourcing Home Page



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活动->选择联机讨论->点击“查找”

点击新消息

输入主题和消息内容，然后点击“发送”



举例说明



举例说明

逆向电子竞标

报价精度适用于所有“行”！不论是数额还是百分比！

初始价格：100美元 \ 欧元

GE将会提前拿到第一次报价，并录入系统。

报价精度：0.50美元 \ 欧元

每一次报价时，基于初始报价的最小增加量是5美元 \ 欧元。

下一次报价将会被系统提交并接收：

100美元 \ 欧元 - 0.50美元 \ 欧元 = 99.50美元 \ 欧元，或者更少。

延长阶段

电子竞价总时间: 90分钟

“安静”的时间: 5分钟
交报价

----- “安静”是指没有供应商向系统提

延长的时间: 5分钟

只有当系统在85到90分钟没有收到报价更新时，电子竞价才会结束。
如果在预期结束的时间前5分钟内收到报价更新，电子竞价会延长到95分钟，
以此类推...



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Q&A



Oracle Sourcing 咨询台



sss.ispsupport@ge.com



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提问环节

谢谢！

欢迎您发送邮件提供宝贵建议
eauction.coe@ge.com



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