



TENDER MANAGER

BEST INDUSTRY PRACTICE PROCUREMENT SERVICE



VINEX, ADVANCED TECHNOLOGY WORKING FOR YOU

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PRE-TENDER

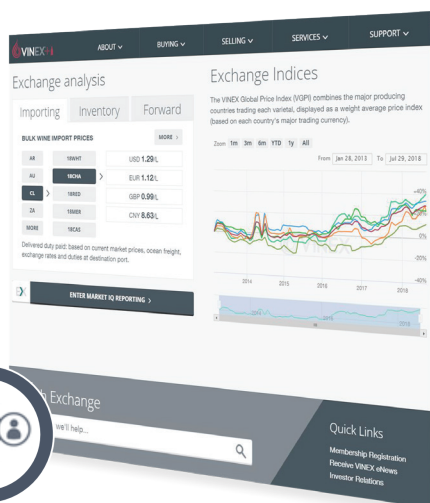
- > Detail wine/pack specifications, markets & timing
- > Confirm audited and preferred supplier list
- > Determine optimum tender method
- > Approve communications to target list

2

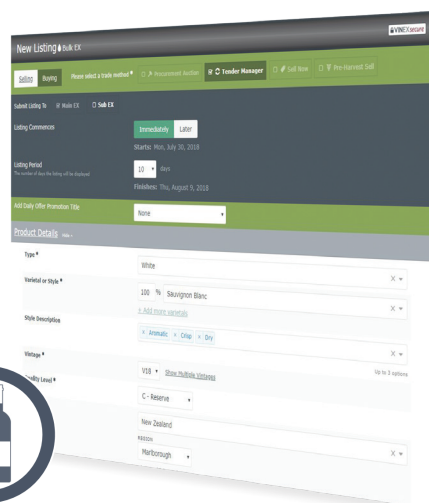


LIVE TENDER

- > Enter and release live tender
- > Efficiently distribute requirements
- > Report and monitor offer submissions
- > Digitally respond equally to inquiries



- ✓ Obtain independent market knowledge
- ✓ Pursue internal process efficiency gains
- ✓ Focus on whole-of-supply cost reductions



- ✓ Create equal, confidential opportunities
- ✓ Mitigate risk of coercion and non-compliance
- ✓ Maximise competitive tension

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EVALUATE TENDER

- > Summary reporting, ranking all submissions
- > Prioritise and short-list suppliers
- > Review certification documentation
- > Efficiently request and manage all samples
- > Evaluate samples and specifications

Offer ID	Samples Requested	Country	Volume	Incoterms	Current Offer	Preferred Currency	Offers/Bids
1. 1234567	No	UA	2,000,000L	PCA	€3.38/L	€3.38/L	[1]
2. 1234568	Yes	UA	4,000,000L	PCA	€3.38/L	€3.38/L	[1]
3. 1234569	No	ES	10,000,000L	PCA	€3.62/L	€3.62/L	[1]
4. 1234570	No	ES	10,000,000L	PCA	€3.58/L	€3.58/L	[1]
5. 1234571	No	ES	3,000,000L	PCA	€3.55/L	€3.55/L	[1]
6. 1234572	No	ES	500,000L	PCA	€3.65/L	€3.65/L	[1]
7. 1234573	No	ES	500,000L	PCA	€3.65/L	€3.65/L	[1]
8. 1234574	No	ES	1,000,000L	PCA	€3.72/L	€3.72/L	[1]



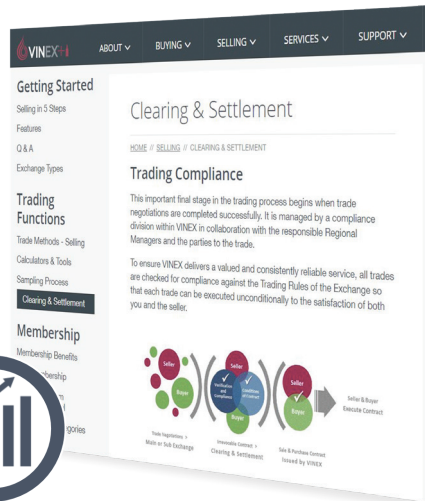
- ✓ Standardised evaluation variables
- ✓ Complete traceability (offers & specifications)
- ✓ Obtain independent technical assessment

4



FINALISE TENDER

- > Request re-samples (style options)
- > Submit counter-offers and terms
- > Summarise and evaluate responses
- > Finalise offer and term sheet
- > Obtain internal approvals
- > Issue procurement schedule & terms



- ✓ Apply impartial objectivity
- ✓ Extract best 'whole-of-supply' cost outcome
- ✓ Evaluate process for continuous improvement

eTENDER FEATURES

- > Bulk & bottled tenders
- > Pre-approved & certified producers
- > Centralised coordination efficiency
- > Sampling & negotiating objectivity
- > Open market exchange
- > Closed market sub-exchange

BEST PRACTICE

- ✓ Maximise competitive tension
- ✓ Standardised real-time offers
- ✓ Fair and objective procurement
- ✓ Digital traceability with risk minimisation
- ✓ Efficient centralised coordination
- ✓ Achieve best whole-of-supply cost outcome

TESTIMONIAL

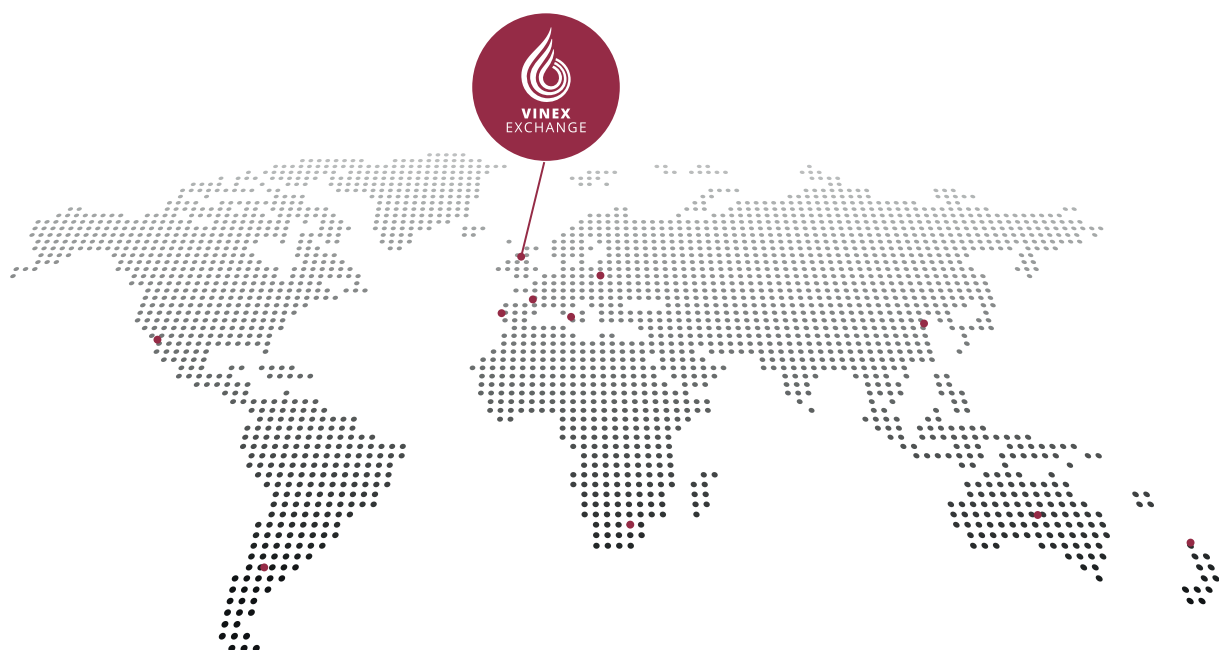
“VINEX has effectively digitised the wine industry’s conventional trading processes, introducing a level of efficiency and objectivity along with real-time analysis of the industry pricing that was previously unavailable.”

The Drinks Business, UK

EXPERIENCED, IN-MARKET REGIONAL MANAGERS

The industry best practice eTender Manager is supported by experienced in-market VINEX regional managers who are able to audit producers, provide independent market

advice and if required, appraise samples and assist in the style development for specific requirements.



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