



Pilot with Procure Engine



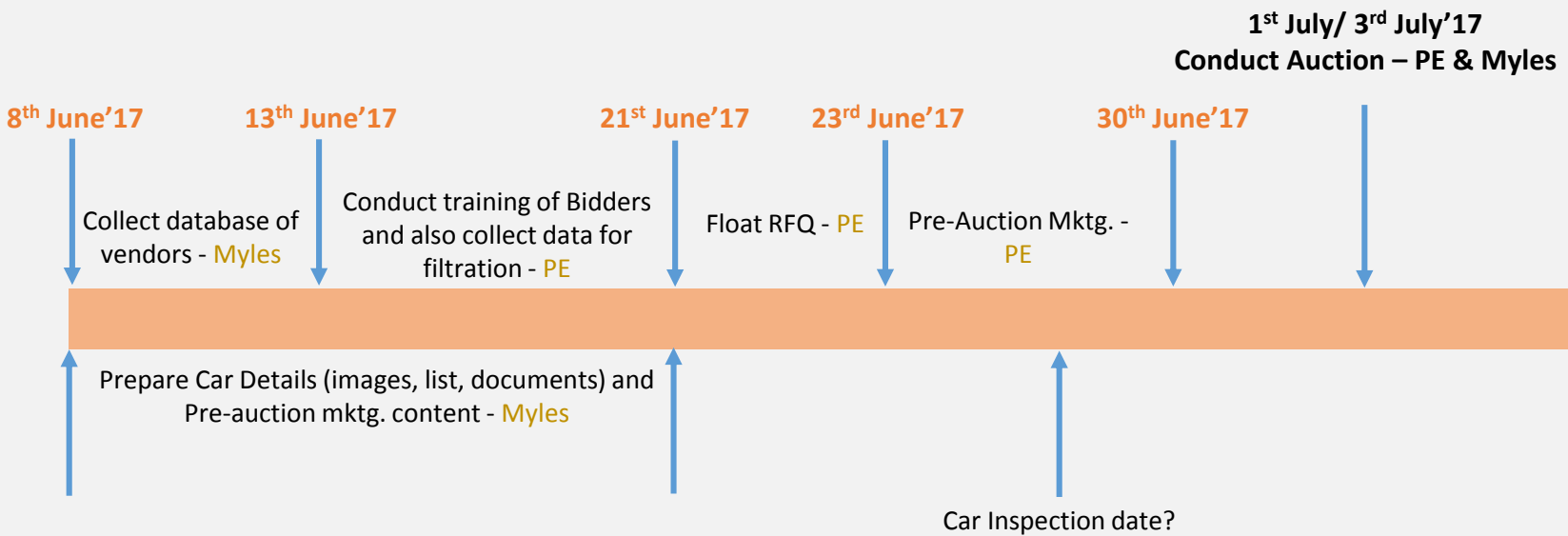
Learnings from Previous Pilot

- 1. Database was limited and not filtered as per**
 1. Geography
 2. Car segment interested in
 3. Budget
 4. Availability of Bidder on auction day
- 2. RFQ wasn't floated in advance to understand Min. Reserve Price**
- 3. Time for Inspection was an issue**
- 4. Training of bidders wasn't done properly**
- 5. Pre-auction marketing wasn't done**
- 6. No. of vendors per auction was huge**
- 7. W.r.t T&Cs**
 - 1. Define payment terms and payment deadlines**
 - 2. Didn't mention with tax or without tax**

- 1. Collect database of vendors in addition to our DB and filter it on the basis of**
 1. Geography
 2. Car segment interested in
 3. Budget
 4. Availability of Bidder on auction day
 5. Open for giving any Sec. Deposit or not
- 2. Conduct training of bidders**
- 3. Collect Car details and design marketing content**
- 4. Float RFQ to understand the min. price and also give them time to do thorough research**
- 5. Conduct pre-auction marketing**
- 6. Allow them to check cars before actual auction on a pre-defined date**
- 7. Conduct auction**
 1. We conduct 3 auctions each having 10-15 bidders
 2. We can conduct based on bidder profile
- 8. Compile results**

In pilot option of Sec. Deposit is not possible

Timelines for Pilot



Responsibility Legend
PE – Procure Engine
Myles

- 1. Collect database of vendors in addition to our DB and filtration parameters - GSS**
 1. Geography
 2. Car segment interested in
 3. Budget
 4. Availability of Bidder on auction day
 5. Open for giving any Sec. Deposit or not
- 2. Car Details – Mr. Kumar**
- 3. Pre-Auction Marketing Content – Mr. Kumar and GSS**
- 4. RFQ and Pricing – Mr. Kumar**
- 5. Inspection date and conduct Inspection – Mr. Kumar**
- 6. Auction Admin - ???**

Questions to be answered :

- 1. Do we show min. reserve price?**