

OfferEdge

A Buyer-Initiated Reverse Bargaining Platform

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What is OfferEdge?

OfferEdge revolutionizes the traditional marketplace by empowering buyers. Instead of sellers setting prices, buyers initiate the process by posting their specific needs and desired terms. This creates a dynamic, competitive environment where sellers actively bid for the buyer's business, driving efficiency and value.



Addressing Marketplace Limitations

Traditional marketplaces often lead to price opacity and limited buyer influence. Buyers are forced to accept pre-determined prices, leading to a lack of transparency and competitive bidding. This often results in buyers paying more than necessary or settling for less ideal terms.

1

Current Marketplaces

Fixed prices, seller-driven, limited negotiation.

2

OfferEdge's Solution

Buyer-initiated, competitive bidding, real-time negotiation.

Key Modules



User Management



Requirement Posting



Quoting/Bidding



Negotiation



Deal Closure



Feedback and review



Reporting & Moderation

Detailed Module Breakdown



User Management

Manages secure registration, profile creation, and trust-building ratings for buyers and sellers.



Quoting/Bidding

Sellers submit competitive, private offers with terms and attachments in response to buyer requirements.



Deal Closure

Finalizes agreements, exchanges contact details, and collects post-deal feedback for trust building.



Reporting & Moderation

Ensures platform integrity through user reporting and admin moderation to prevent fraud.



Requirement Posting

Buyers detail specific needs, price range, and deadlines to attract targeted seller offers.



Negotiation

Facilitates real-time counter-offers and refinement of deal terms with multiple sellers.



Feedback & Review

Give feedback and rating scores



OfferEdge Use Case Diagram

This diagram illustrates the primary actors and their key interactions within the OfferEdge platform, highlighting the buyer-centric flow.

Buyer

- Post Requirements
- Review Bids
- Negotiate Offers
- Accept Deal

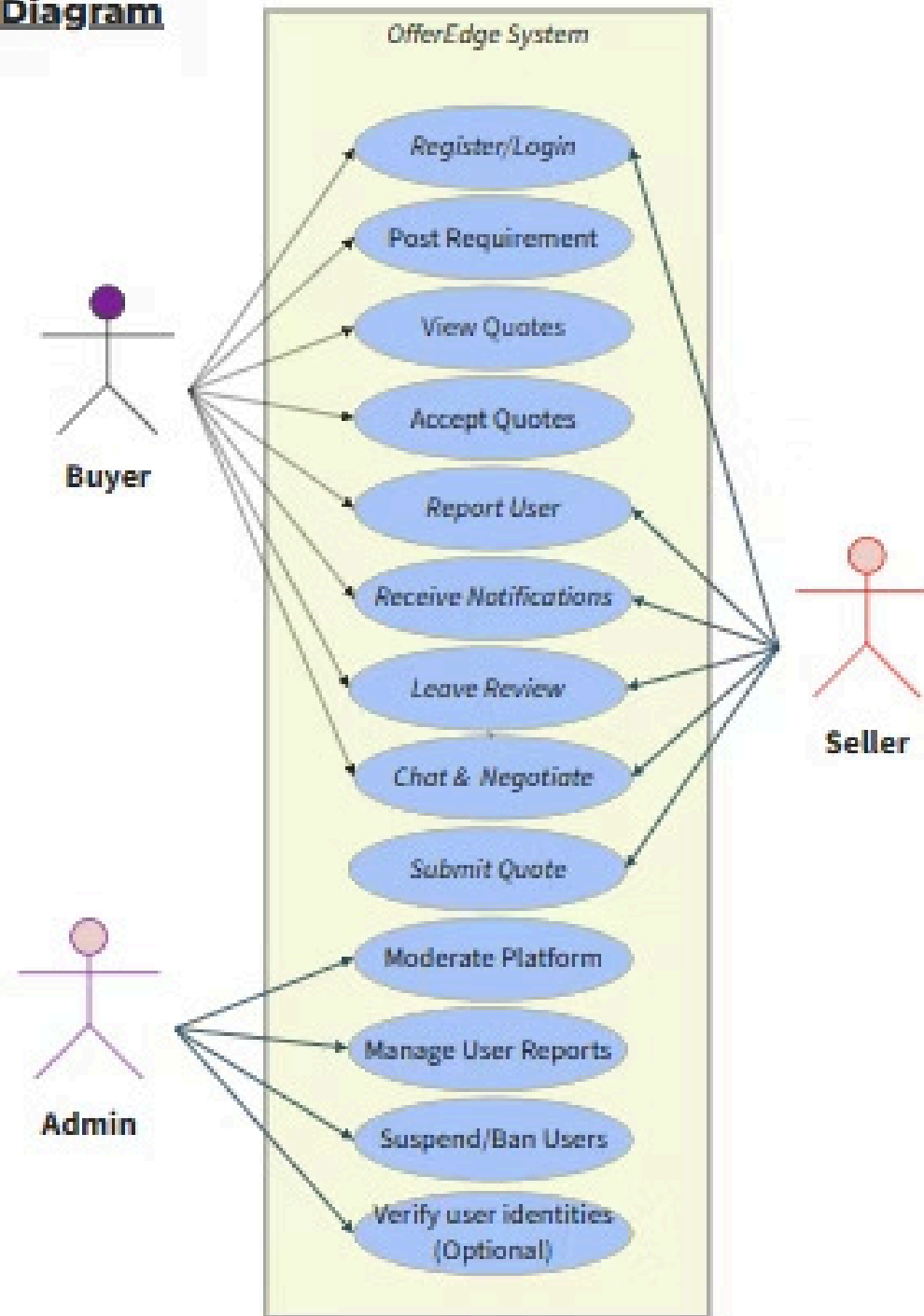
Seller

- Browse Requirements
- Submit Quotes
- Negotiate Terms
- Confirm Deal

Admin

- Manage Users
- Monitor Activity

OfferEdge Use Case Diagram



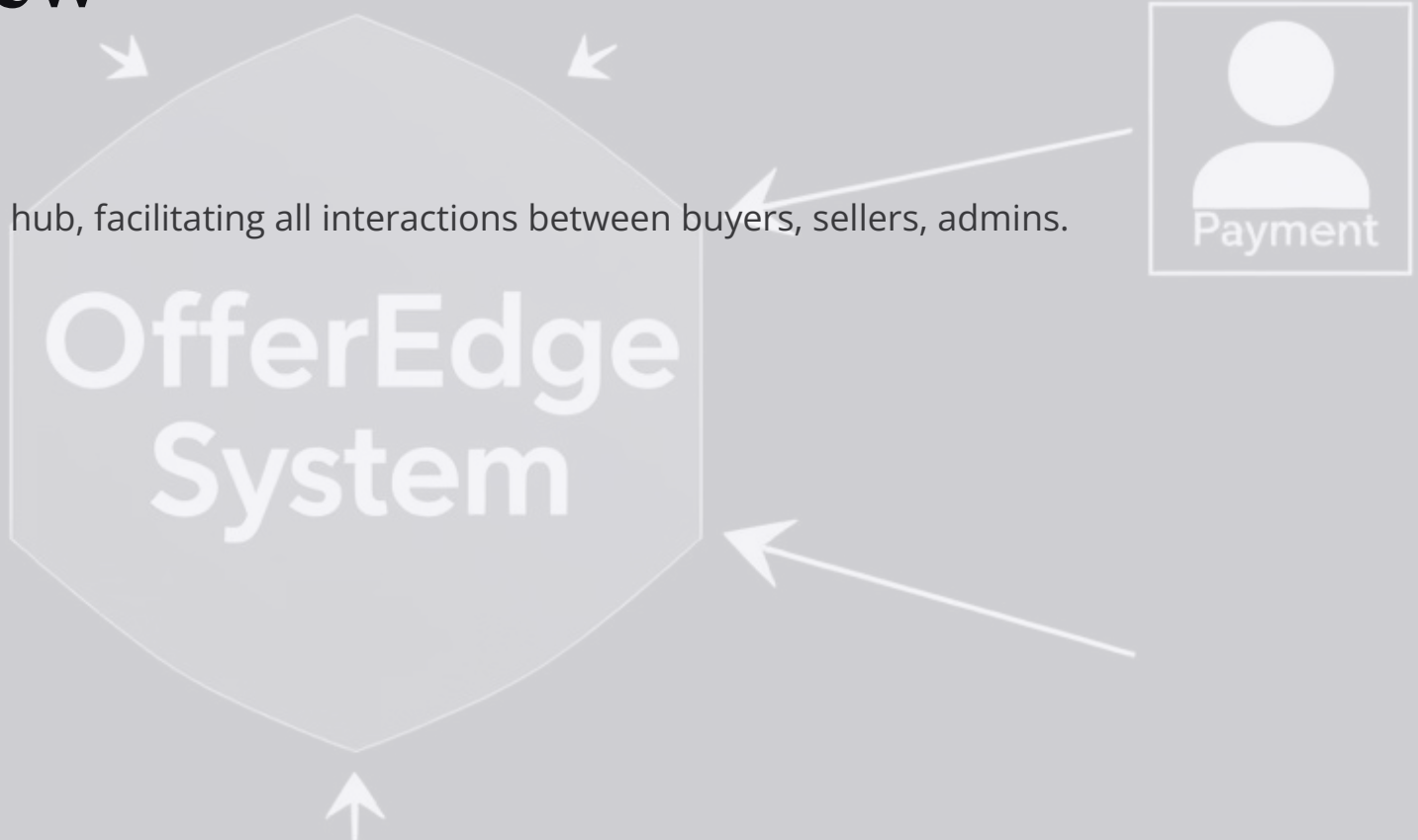
Data Flow Overview

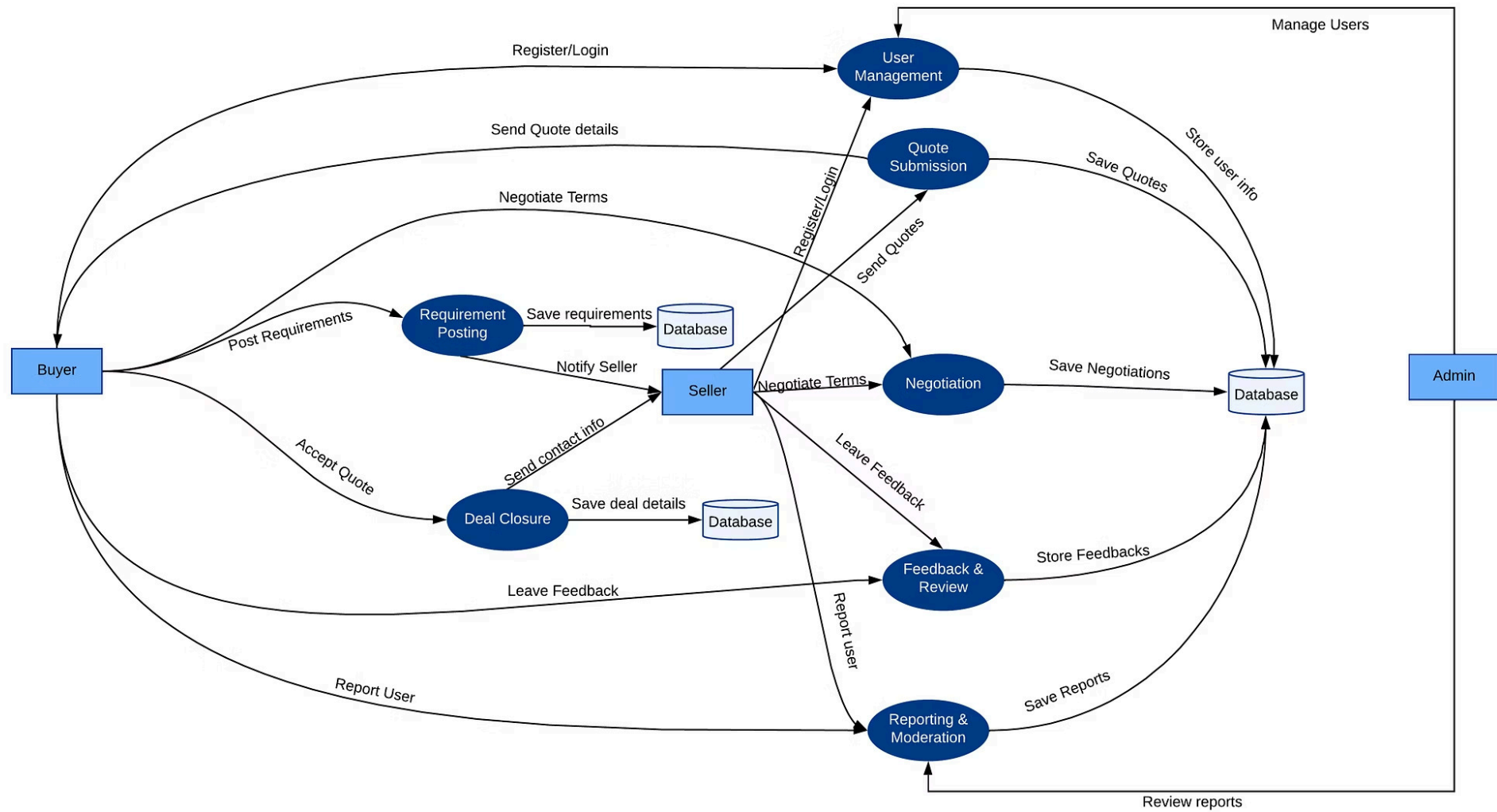
Level 0

The OfferEdge system serves as the central hub, facilitating all interactions between buyers, sellers, admins.

Level 1: Core Process Flow

- Buyer **posts** requirement to OfferEdge.
- OfferEdge **notifies** relevant sellers.
- Sellers **submit** quotes to OfferEdge.
- OfferEdge **presents** quotes to buyer.
- Buyer & Seller **negotiate** via OfferEdge.
- Buyer accepts or rejects the offer.





Data Flow Diagram

NoSQL Database Design

Leveraging a NoSQL database ensures flexibility, scalability, and high performance for handling diverse data structures.

Collection	Attributes (Key Features)
Users	_id,role,name,email,phone,passwordHash,ratings,createdAt
Requirements	_id, buyerId, title, description, quantity, expectedPriceRange, deadline, createdAt
Quotes	_id, reqId , sellerId, price, deliveryTimeline, notes,attachments, createdAt
Messages	_id,chatId,senderId,receiverId,message,attachments,Date
Deals	_id, reqId , buyerId , sellerId , Quoteid, createdAt
Reports	_id,reportedBy,reportedUser,dealId,reason,createdAt
Feedback	_id,dealId,fromUserId,toUserId,rating,review,createdAt

Users		Requirements		Quotes		Messages	
_id 🔗	string	_id 🔗	string	_id 🔗	string	_id 🔗	string
role	string	buyerId	string	reqId	string	chatId	string
name	string	title	string	sellerId	string	senderId	string
email	string	description	string	price	float	receiverId	string
phone	string	quantity	int	deliveryTimeline	int	message	string
passwordHash	string	expectedPriceRange	string	notes	string	attachments	string
ratings	float	deadline	datetime	attachments	string	date	datetime
createdAt	datetime	createdAt	datetime	createdAt	datetime		

Deals		Feedback		Reports	
_id 🔗	string	_id 🔗	string	_id 🔗	string
reqId	string	dealId	string	reportedBy	string
buyerId	string	fromUserId	string	reportedUser	string
sellerId	string	toUserId	string	dealId	string
quoteId	string	rating	float	reason	string
createdAt	datetime	review	string	createdAt	datetime
		createdAt	datetime		

References

International Journal of Advanced Research in Science, Communication and Technology (IJARSCT) International Open-Access, Double-Blind, Peer-Reviewed, Refereed, Multidisciplinary Online Journal Volume 5, Issue 12 – April 2025 10.48175/IJARSCT-25956 402 2581-9429

Smart Reselling: Leveraging MERN Stack and AI for Intelligent Bidding in E-Commerce Swarnim Shekhar, Shrihari Chaurasiya, Prof. Deepa Mishra MIT-ADT University, Pune, India www.ijarsct.co.in

User Interface for the Minimum Viable Product

Get the Best Deals – You Post, Sellers Compete

OfferEdge flips the marketplace: buyers post what they need, and sellers bid to win your business.



Marketplace Illustration

[Start Bidding](#)

How It Works



Post Requirement

1. Post Requirement

Describe what you need—products, services, or custom solutions.



Get Quotes

2. Get Quotes

Sellers submit competitive offers tailored to your needs.



Choose Offer

3. Choose Best Offer

Pick the best deal and complete the transaction securely.

Key Features

No Upfront Costs

Post requirements for free—pay only when you accept an offer.

Direct Negotiation

Chat directly with sellers to refine quotes and terms.

Fast Responses

Get quotes within hours, not days—speed up your decisions.

Verified Sellers

Work with trusted sellers vetted for quality and reliability.

Ready to Get Competitive Quotes?

Post your requirement now and let sellers come to you.

[Post a Requirement](#)

OfferEdge

Reverse bargaining made simple. Empowering buyers across India.

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Post Requirement

Login to OfferEdge

Email address

Password

☐ Remember me

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Post Requirement

Create Your OfferEdge Account

 Sign Up with Google

or

Full Name

Email address

Password

Confirm Password

Sign Up

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What would you like to do?

Choose your role to continue:

 I'm a Buyer – Post a Requirement

 I'm a Seller – Start Bidding

Welcome, Buyer 🙌

Post a New Requirement

Requirement Title

Description

Category

Electronics

Deadline

mm/dd/yyyy

Quantity

✔

 Submit Requirement

Previous Deals

Requirement: Custom T-Shirts
Seller: PrintifyPro | Quote: ₹22,000 | Delivery: 10 days
Status: Accepted

Requirement: Custom Plastic Bottles
Seller: Qwerty | Quote: ₹5,000 | Delivery: 3 days
Status: Accepted

Welcome, Seller 🙌

Requirement: Custom T-Shirts

Category: Custom Products
Quantity: 50
Deadline: 2025-08-20

Your Quote (₹)

Delivery Time (days)

 Submit Bid

Requirement: AC Repair

Category: Home Services
Quantity: 1
Deadline: 2025-08-13

Your Quote (₹)

Delivery Time (days)

 Submit Bid

Thank You!