



FORÇA AÉREA BRASILEIRA  
Asas que protegem o País

# Brasil

ESSA É A  
NOSSA FORÇA!





# OBJECTIVE

- To understand how to participate the Electronic Reverse Auction (e-RA) bidding process.





# FLIGHT PLAN

- ☐ Electronic Reverse Auction process
- ☐ How to Access the new e-RA platform
- ☐ How to search for e-RA bidding process
- ☐ How to participate the e-RA bidding process



# FLIGHT PLAN

- ☐ **e-RA: Electronic Reverse Auction process**
- ☐ How to Access the e-RA platform
- ☐ How to search for e-RA bidding process
- ☐ How to participate the e-RA bidding process





# e-RA: Electronic Reverse Auction Process

## Phase 1

### INITIAL PROPOSAL PHASE

#### Duration

**8 working days** for material or equipment.

**10 working days** for repair or other services.

**Otherwise according to the Specific Terms and Conditions.**

#### Rules

The RFQ stays available to all companies at [www.fab.mil.br/cabw](http://www.fab.mil.br/cabw). The interested companies must access the e-RA portal to participate.

## Phase 2

### REVERSE AUCTION BIDDING PHASE

#### Duration

**1 working day**  
for the receipt of consecutive bids in a reverse auction process.

+

**Up to 60 minutes**  
random closing of the phase  
(to avoid last sec participants)

#### Rules

Only companies that presented an initial proposal will be able to bid during the reverse auction phase.

All participating companies are able to see the best price offered, without knowing which company is offering it.

The price variation between a bid and the current best offer must be equal or greater than the minimum price interval defined for the specific RFQ.

## Phase 3

### BEST AND FINAL OFFER PHASE

#### Duration

**1 working day**  
For the receipt of the Best and Final Offer - **BAFO**

#### Rules

The author of the most advantageous proposal and those with values up to 10% higher than will be able to make a best and final offer.

The system will permit the authors of the best subsequent values, until reaching at least 5 companies, to present a Best and Final Offer.

Selection of the Winning Bid (End)

Results of the bidding process available at the e-RA Portal.

Publishing date (Start)



Request for Quotation available at the e-RA Portal



# FLIGHT PLAN

✓ e-RA: Electronic Reverse Auction process

❑ How to Access the e-RA platform

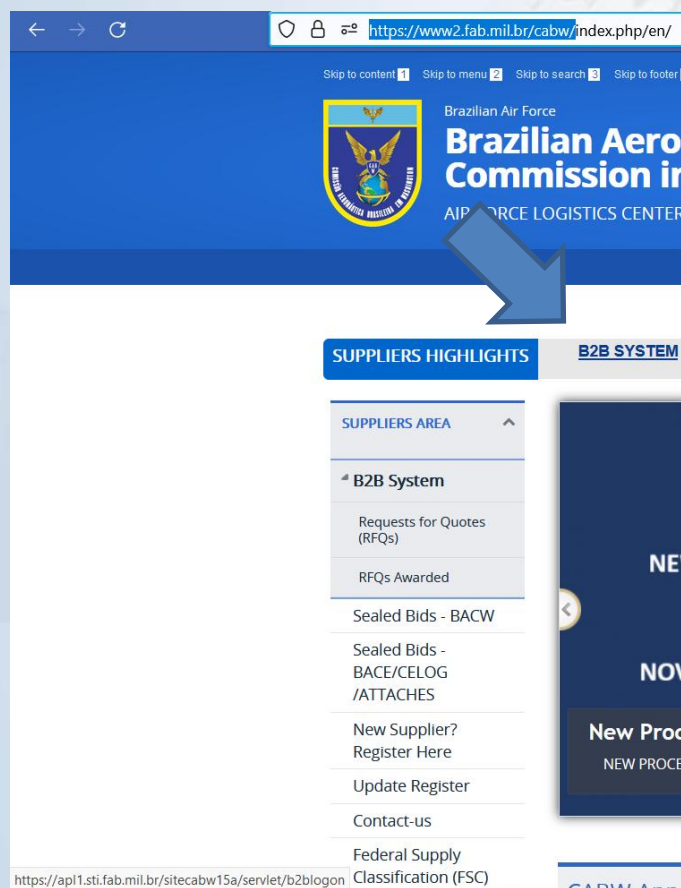
❑ How to search for RFQ at the e-RA platform

❑ How to participate the e-RA bidding process



# HOW TO ACCESS THE e-RA PORTAL

<https://www2.fab.mil.br/cabw/>



Brazilian Air Force  
Brazilian Aeronautical Commission in Washington-DC  
e-RA - Electronic Reverse Auction System

## Sign in

Cancel X

Sign in →

No account?: [Create one](#)

[Forgot password?](#)

By accessing the Brazilian Aeronautical Commission in Washington-DC website, the registered companies may click the B2B SYSTEM link. A log in interface will be shown. Not registered yet? Find out more information about the registry criteria at [www.fab.mil.br/cabw](http://www.fab.mil.br/cabw).



# FLIGHT PLAN

- ✓ e-RA: Electronic Reverse Auction process
- ✓ How to Access the e-RA platform
- ☐ How to search for RFQ at the e-RA platform
- ☐ How to participate the e-RA bidding process





# HOW TO SEARCH RFQ AT THE e-RA PLATFORM

The screenshot displays the COMPRAER e-RA platform interface. On the left is a dark blue sidebar with a menu icon and three items: 'Home' (with a house icon), 'Electronic Reverse Auction (Pr...' (with a lightning bolt icon), and 'Terms & Conditions' (with a warning triangle icon). The top header is grey and contains the 'COMPRAER e-RA' logo, a notification bell with '0' items, the text '00198 - PRATT & WHITNEY CANADA CIE', and a user profile icon. The main content area is light grey and features a large, faint background image of a military aircraft. A white modal dialog box is centered on the screen, titled '? Terms and conditions acceptance' with a close button (X). The modal contains the text 'You must accept our terms and conditions.' followed by 'These Terms shall govern the participation of any and all Bidders in a Bidding process'. At the bottom of the modal are two buttons: 'No, Thanks' and 'View Terms'.

COMPRAER e-RA

00198 - PRATT & WHITNEY CANADA CIE

Home

Electronic Reverse Auction (Pr...

Terms & Conditions

? Terms and conditions acceptance

**You must accept our terms and conditions.**

These Terms shall govern the participation of any and all Bidders in a Bidding process



No, Thanks View Terms



COMAER-COMGAP-DTI-CCA-RJ-SAPLAN/SALOG - COMPRAER e-RA - 0.0.42


After accessing the e-RA portal, you will be directed to the standard terms and conditions view and accept interface. Accepting the standard terms and conditions is necessary to permit BACW to issue a purchase order for you, in the case your company is the winner bidder.





# HOW TO SEARCH RFQ AT THE e-RA PLATFORM

 **COMPRAER e-RA** 

 **00198 - PRATT & WHITNEY CANADA CIE** 

 **Home**

 **Electronic Reverse Auction (Pr...**

 **Terms & Conditions**

## Terms & Conditions

[Home](#) - [Terms & Conditions](#)

TERMS AND CONDITIONS	▼
CHAPTER I – THE OBJECT	▼
CHAPTER II – THE BIDDERS	▼
CHAPTER III – THE PRICE PROPOSALS	▼
CHAPTER IV – JUDGING OF THE PRICE PROPOSALS	▼
CHAPTER V – APPEALS	▼
CHAPTER VI – PENALTIES	▼
CHAPTER VII – PAYMENTS	▼
CHAPTER VIII – PRICE RE-ADJUSTMENT	▼
CHAPTER IX – CONTRACT	▼
CHAPTER X – SUPERVISION	▼
CHAPTER XI – RECEIVING	▼

COMAER-COMGAP-DTI-CCA-RJ-SAPLAN/SALOG - COMPRAER e-RA - 0.0.4

The standard terms and conditions can be checked by clicking the specific topics.



# HOW TO SEARCH RFQ AT THE e-RA PLATFORM

**COMPRAER e-RA**

00198 - PRATT & WHITNEY CANADA CIE

## Electronic Reverse Auction (Pregão) Management

Home - Manager (Query)

Filter

BAC#	Era Quotation	Part Number	Closing Date dd / mm / aaaa
Project	Class	MFR	Active

reset Search

By selecting the Electronic Reverse Auction link, Filter Options will be shown. In the case you wish to see all available e-RA RFQ, click search.





# HOW TO SEARCH RFQ AT THE e-RA PLATFORM

[Home](#)  
[Electronic Reverse Auction \(Pr...](#)  
[Terms & Conditions](#)

## Electronic Reverse Auction (Pregão) Management

[Home](#) - [Manager \(Query\)](#)

Filter

BAC#	Era Quotation	Part Number	description	Project	Class	MFR	Qty	Max Unit Price	Closing Date	Status	Open
LSQ082004A7	C99999	MS20426AD4-3	RIVET,SOLID	EMB-110 BANDEIRANTE	5320	80205	50	180.00	03/03/2023	Selection of the Winning Bid	
LSQ082008A7	C99999	HL22-5-9	PIN-RIVET	EMB-110 BANDEIRANTE	5320	73197	120	312.00		Selection of the Winning Bid	
LSQ086001A7	CABW01	MS29513-131	O-RING	EMB-110 BANDEIRANTE	5331	81343	15	15.90	10/03/2023	Initial Proposal Phase	
BAQ085001A3	P0001239A	DR30420T	TIRE-MAIN LANDING ...	LOCKHEED C-130 HERCULES	2820	U8018	80	7025.00	05/03/2023	Reverse Auction Bidding Phase	
PBQ061007TC	P00001	GE9488-41	ODU ASNK4/300/312 ...	TELECOMUNICAÇÕES	5820	A2289	2	1583.99	11/03/2023	Selection of the Winning Bid	
XYQ081003TI	P00002	CISCO3825	INTERFACE UNIT,AUTOMATIC ...	TECNOLOGIA DA INFORMAÇÃO	7025	0GX98	15	650.00		Selection of the Winning Bid	
XYQ081002TI	P00009	CISCO 2821	SWITCHING GROUP,DIGITAL	TECNOLOGIA DA INFORMAÇÃO	5895	0GX98	15	459.90	09/03/2023	Reverse Auction Bidding Phase	

COMAER-COMGAP-DTI-CCA-RJ-SAPLAN/SALOG - COMPRAER e-RA - 0.0.42

After searching, you will be able to check the information about the requisitions (BAC#) and their quoting status. Green status are the ones available for your company to participate, accordingly to the e-RA process rules previously presented.



# FLIGHT PLAN

- ✓ e-RA: Electronic Reverse Auction process
- ✓ How to Access the e-RA platform
- ✓ How to search for RFQ at the e-RA platform
- ☐ How to participate the e-RA bidding process



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

[Home](#)  
[Electronic Reverse Auction \(Pr...](#)  
[Terms & Conditions](#)

## BAC# LSQ066001A7

[Home](#) - [Manager \(Query\)](#) - [Detail](#)

Em Preparação

Em Publicação

Initial Proposal Phase

Preparing for Reverse Auction Bidding Phase

Reverse Auction Bidding Phase

Description

O-RING

Maximum Unit Price:

US\$ 15<sup>90</sup>

Unit

EACH

Quantity

15

Condition

NEW MANUFACTURER

Closing Date

17/03/2023

Maximum Total Price:

US\$ 238<sup>90</sup>

MFG Quotation

81343

NSN

5331

Application

Part Number

MS29513-131

By selecting a requisition available for quote, the main information of it will be presented. You can verify its process status in the flow chart.





# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

Description

O-RING

Unit  
EACH

Quantity  
15

Condition  
NEW MANUFACTURER

Closing Date  
17/03/2023

Maximum Unit Price:

US\$15<sup>90</sup>

Maximum Total Price:

US\$238<sup>90</sup>

MFG Quotation

81343

NSN

5331

Application

Part Number

MS29513-131

Details

Proposal

Details

Quotation Number

CABW01

BAC#

LSQ086001A7

Ship to

CABW

Terms Of Payment

WITHIN 30 DAYS AFTER RECEIPT OF ORIGINAL INVOICE DELIVERY OF GOODS.

Project

EMB-110 BANDEIRANTE

Serial Number

Additional Information:

Observations

Detailed information is also available by clicking the indicated link.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

**Home**  
**Electronic Reverse Auction (Pr...**  
**Terms & Conditions**

**Details**  
**Proposal**

**Description** O-RING

**Unit** EACH

**Quantity** 15

**Condition** NEW MANUFACTURER

**Closing Date** 17/03/2023

**Maximum Unit Price:** US\$15<sup>90</sup>

**Maximum Total Price:** US\$238<sup>90</sup>

**MFG Quotation** 81343

**NSN** 5331

**Application**

**Part Number** MS20513-131

**Time to the "Preparing for Reverse Auction Bidding Phase":**

**Countdown** -1 day(s) -3 hour(s) -14 minute(s) and -25 second(s)

**Date/Time** 16/03/2023 23:00:00 BRT

**Proposals:**

**Last update:** 16/03/2023 22:13:21 BRT (-03:00) ( Local: 17/03/2023 1:13:21 BRT (-03:00) )

By clicking the proposal link, the time to finish the current phase will be shown as a count down. A proposal may be included by clicking the green link.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

**Proposals:**

Material Condition *			
Remark ▼	*	Delivery (Days)	Currency US DOLLAR *
Unit of Issue EA - EACH *	*	Quantity 15 ▼	* Unit Price Offer
Place of Delivery ▼			
Additional Information			

0 / 500

**Cancel** **Save Proposal**

Last update: 17/03/2023 06:23:04 BRT (-03:00) ( Local: 17/03/2023 09:23:04 BRT (-03:00) )

There are mandatory fields in order to save a proposal. Those are tagged with a red mark. They are: Material Condition, Specific remarks, Delivery days, Currency, Unit of Measure and the unit price. The system calculates the total price by multiplying the BAC# requisition number by the unit price offered.





# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

## Proposals:

Material Condition \*

Remark ▼

\*

Delivery (Days\$)

Currency

US DOLLAR \*

Unit of Issue

EA - EACH \*

\*

Quantity

15 ▼

\*

Unit Price Offer

Place of Delivery ▼

Additional Information

0 / 500

Cancel

Save Proposal

Last update: 17/03/2023 06:23:04 BRT (-03:00) ( Local: 17/03/2023 09:23:04 BRT (-03:00) )

This interface will be shown for all proposal a company may insert during the different phases of the bidding process. Check the Brazilian Aeronautical Commission standard Terms and Conditions in order to understand the available delivery options and information that might be necessary to be informed in the field “Additional Information”, as the case may be.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

The screenshot displays the CELOG e-RA bidding process interface. A central white modal box with a green checkmark icon and the text "Success" and "Action was successful" is overlaid on the main content. The background interface includes a left sidebar with navigation links: Home, Electronic Reverse Auction (Pr...), and Terms & Conditions. The main content area shows details for an "O-RING" auction, including unit price, quantity, condition, closing date, and a table of proposals.

**Unit:** EACH  
**Quantity:** 15  
**Condition:** NEW MANUFACTURER  
**Closing Date:** 17/03/2023  
**Maximum Total Price:** US\$238<sup>90</sup>

**MFG Quotation:** 81343  
**Application:**  
**NSN:** 5331  
**Part Number:** MS29513-131

**Details**  
**Proposal**

**Time to the "Preparing for"**

**Date/Time:** 16/03/2023 23:00:00 BRT

**Proposals:**

Material Condition	Remark	Delivery (Days)	Unit of Issue	Quantity	Unit Price Offer	Total Price Offer	Currency	Date/Time	Ship to	Reverse Auction Situation	Actions
NEW MANUFACTURER	None	30	EA (EACH)	15.00	14.90	223.50	US\$ (US DOLLAR)	3/16/2023, 10:17:06 PM	CABIW	Initial Proposal Phase	

Rows per page: 10 1-1 of 1

Last update: 16/03/2023 22:17:31 BRT (-03:00) ( Local: 17/03/2023 1:17:31 BRT (-03:00) )

After every proposal emission, a confirmation message will be shown.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

**Preparing for Reverse Auction Bidding Phase** **Reverse Auction Bidding Phase** **Preparing for for Best and Final Offer Phase**

**U-RING**

Unit: EACH Quantity: 15 Condition: NEW MANUFACTURER Closing Date: 17/03/2023 Maximum Total Price: US\$ 238.90

MFG Quotation: 81343 NSN: 5331  
Application: Part Number: MS20613-131

**Details**  
**Proposal**

**Best Offer in "Reverse Auction Bidding Phase":**

Unit: EACH	Quantity: 15.00	Best Unit Offer: \$13.99	Best Total Offer: \$209.85
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**Proposals:**

Material Condition	Remark	Delivery (Days)	Unit of Issue	Quantity	Unit Price Offer	Total Price Offer	Currency	Date/Time	Ship to	Reverse Auction Situation
NEW MANUFACTURER	None	30	EA (EACH)	15.00	14.90	223.50	US\$ (US DOLLAR)	3/18/2023, 10:30:56 PM	CABW	Reverse Auction Bidding Phase

Rows per page: 10 1-1 of 1

Last update: 16/03/2023 22:33:54 BRT (-03:00) ( Local: 17/03/2023 1:33:54 BRT (-03:00) )

Companies that participated emitting an initial proposal will be able to bid during the reverse auction phase, although it is not mandatory. They will also be able to see the best price offered, but without knowing the bidder company.





# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

[Home](#)  
[Electronic Reverse Auction \(Pr...](#)  
[Terms & Conditions](#)

Preparing for Reverse Auction Bidding Phase

Reverse Auction Bidding Phase

Preparing for for Best and Final Offer Phase

Unit  
EACH

Quantity  
15

Condition  
NEW MANUFACTURER

Closing Date  
17/03/2023

Maximum Total Price:  
US\$23890

MFG Quotation  
81343

NSN  
5331

Application

Part Number  
MS29613-131

Details

Proposal

Best Offer in "Reverse Auction Bidding Phase":

Unit  
EACH

Quantity  
15.00

Best Unit Offer  
\$13.59

Best Total Offer  
\$203.85

Proposals:

Material Condition	Remark	Delivery (Days)	Unit of Issue	Unit Price Offer	Total Price Offer	Currency	Date/Time	Ship to	Reverse Auction Situation	
NEW MANUFACTURER	None	30	EA (EACH)	15.00	13.59	203.85	US\$ (US DOLLAR)	3/16/2023, 10:34:40 PM	CABW	Reverse Auction Bidding Phase
NEW MANUFACTURER	None	30	EA (EACH)	15.00	14.90	223.50	US\$ (US DOLLAR)	3/16/2023, 10:30:58 PM	CABW	Reverse Auction Bidding Phase

Rows per page: 10 1-2 of 2

Last update: 16/03/2023 22:34:49 BRT (-03:00) ( Local: 17/03/2023 1:34:49 BRT (-03:00) )

In case you save a new proposal during the reverse auction bidding phase, it will be shown as part of a list with all your proposals. In the specific case, the new offer indicated became the best offer in the reverse auction phase.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

[Home](#)  
[Electronic Reverse Auction \(Pr...](#)  
[Terms & Conditions](#)

**BAC# LSQ066001A7**Home - Manager (Query) - Detail

uction Bidding Phase

Reverse Auction Bidding Phase

Preparing for for Best and Final Offer Phase

Best and Final Offer Phase

Selection of the Winning Bid

Finalizado

Description

O-RING

Maximum Unit Price:

US\$15<sup>90</sup>

Unit

EACH

Quantity

15

Condition

NEW MANUFACTURER

Closing Date

17/03/2023

Maximum Total Price:

US\$238<sup>90</sup>

MFG Quotation

81343

NSN

5331

Application

Part Number

MS29513-131

Details

Proposal

Details

Quotation Number

CABW01

Project

EMB-110 BANDEIRANTE

BAC#

LSQ066001A7

Serial Number

Ship to

CABW

Terms Of Payment

WITHIN 30 DAYS AFTER RECEIPT OF ORIGINAL INVOICE DELIVERY OF GOODS.

The author of the most advantageous proposal and those with values up to 10% higher than will be able to make the best and final offer. The system will permit the authors of the best subsequent values, until reaching at least 5 companies, to present a Best and Final Offer too.



# HOW TO PARTICIPATE THE e-RA BIDDING PROCESS

[Home](#)  
[Electronic Reverse Auction \(Pr...](#)  
[Terms & Conditions](#)

**BAC# LSQ066001A7**Home - Manager (Query) - Detail

uction Bidding Phase

Reverse Auction Bidding Phase

Preparing for for Best and Final Offer Phase

Best and Final Offer Phase

Selection of the Winning Bid

Finalizado

Description

O-RING

Maximum Unit Price:

US\$15<sup>90</sup>

Unit

EACH

Quantity

15

Condition

NEW MANUFACTURER

Closing Date

17/03/2023

Maximum Total Price:

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Part Number

MS29513-131

Details

Proposal

Details

Quotation Number

CABW01

Project

EMB-110 BANDEIRANTE

BAC#

LSQ066001A7

Serial Number

Ship to

CABW

Terms Of Payment

WITHIN 30 DAYS AFTER RECEIPT OF ORIGINAL INVOICE DELIVERY OF GOODS.

After the Best and Final Offer phase time is finished, BAC and the End User of the material or service in Brazil will evaluate the price proposals to check whether they fulfill the requirements of the specific RFQ or not. After that, BAC will define the winner bidder and give the bidders the opportunity to indicate their intention to appeal, which will be the object of study during the next webinar.



# FLIGHT PLAN

- ✓ **Electronic Reverse Auction process**
- ✓ **How to Access the new e-RA platform**
- ✓ **How to search for e-RA bidding process**
- ✓ **How to participate the e-RA bidding process**

For questions or more information about how to make business with the Brazilian Aeronautical Commission in Washington, please access the chat tool available at:  
<http://www.fab.mil.br/CABW/>





# OBJECTIVE

- ✓ To understand how to participate the Electronic Reverse Auction (e-RA) bidding process.







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Asas que protegem o País

# Brasil

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