



FORÇA AÉREA BRASILEIRA
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Brasil

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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. 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/>

The image shows a screenshot of the e-RA portal website. On the left, a navigation menu is visible under the heading "SUPPLIERS HIGHLIGHTS" and "B2B SYSTEM". The menu items include "SUPPLIERS AREA", "B2B System", "e-RA (ELECTRONIC REVERSE AUCTION)", "Requests for Quotes (RFQs)", "RFQs Awarded", "Sealed Bids - BACE/CELOG/ATTACHES", "Sealed Bids - BACW", "New Supplier? Register Here", and "Update Register". A red arrow points to the "e-RA (ELECTRONIC REVERSE AUCTION)" link, which is highlighted with a red box. On the right, the sign-in interface is displayed, featuring the Brazilian Air Force logo and the text "Brazilian Air Force Brazilian Aeronautical Commission in Washington-DC e-RA - Electronic Reverse Auction System". The sign-in form includes fields for "Supplier Id" and "Password", a "Cancel X" button, a "Sign in" button with a right arrow, and links for "No account?: Create one" and "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.



FLIGHT PLAN

- ✓ e-RA: Electronic Reverse Auction process
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- How to search for RFQ at the e-RA platform
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HOW TO SEARCH RFQ AT THE e-RA PLATFORM

A screenshot of the COMPRAER e-RA platform interface. The top navigation bar includes the 'COMPRAER e-RA' logo and a user profile icon with a notification bell showing '00198 - PRATT & WHITNEY CANADA CIE'. A dark blue sidebar on the left contains navigation links: 'Home', 'Electronic Reverse Auction (Pr...', and 'Terms & Conditions'. The main content area is a light gray background with a large, faint image of a propeller. A white dialog box is centered on the screen, titled '? Terms and conditions acceptance' with a close button (X). The dialog 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 dialog are two buttons: 'No, Thanks' and 'View Terms'. The footer of the page contains the text '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

- 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	▼

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



HOW TO SEARCH RFQ AT THE e-RA PLATFORM

The screenshot displays the COMPRAER e-RA platform interface. The top navigation bar includes the COMPRAER e-RA logo and a user profile icon with the text "00198 - PRATT & WHITNEY CANADA CIE". The main content area is titled "Electronic Reverse Auction (Pregão) Management" and includes a breadcrumb trail "Home - Manager (Query)". A left sidebar contains navigation links: Home, Electronic Reverse Auction (Pr...), and Terms & Conditions. A blue arrow points to the "Electronic Reverse Auction (Pr..." link. Below the title, a "Filter" section is highlighted with a blue border. It contains two rows of input fields: "BAC#", "Era Quotation", "Part Number", and "Closing Date" (with a date format "dd/mm/yyyy" and a calendar icon); and "Project", "Class", "MFR", and "Active" (with a dropdown arrow). At the bottom right of the filter section are "reset" and "Search" buttons. A blue arrow points to the "Search" button. The footer of the page contains the URL "compraer.dau.com.br/cas/intra/compraer-b2b/#/auction-trades" and the version information "COMAER-COMGAP-DTI-CCA-RJ-SAPLAN/SALOG - COMPRAER e-RA - 0.0.42".

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	Closing Date dd/mm/aaaa
Project	Class	MFR	Active

reset Search

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	Q
LSQ082008A7	C99999	HL22-5-9	PIN-RIVET	EMB-110 BANDEIRANTE	5320	73197	120	312.00		Selection of the Winning Bid	Q
LSQ086001A7	CABW01	MS29513-131	O-RING	EMB-110 BANDEIRANTE	5331	81343	15	15.90	10/03/2023	Initial Proposal Phase	Q
BAQ085001A3	P0001239A	DR30420T	TIRE-MAIN LANDING ...	LOCKHEED C-130 HERCULES	2820	U8018	80	7025.00	05/03/2023	Reverse Auction Bidding Phase	Q
PBQ061007TC	P00001	GE9488-41	ODU ASNK4/300/312 ...	TELECOMUNICAÇÕES	5820	A2289	2	1583.99	01/03/2023	Selection of the Winning Bid	Q
XYQ081003TI	P00002	CISCO3825	INTERFACE UNIT,AUTOMATIC ...	TECNOLOGIA DA INFORMAÇÃO	7025	0GX98	15	650.00		Selection of the Winning Bid	Q
XYQ081002TI	P00009	CISCO 2821	SWITCHING GROUP,DIGITAL	TECNOLOGIA DA INFORMAÇÃO	5895	0GX98	15	459.90	09/03/2023	Reverse Auction Bidding Phase	Q

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

BAC# LSQ066001A7 [Home](#) - [Manager \(Query\)](#) - [Detail](#)

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

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 ⁹⁰
Unit	Quantity	Condition	Closing Date	Maximum Total Price:	US\$ 238 ⁹⁰
EACH	15	NEW MANUFACTURER	17/03/2023		
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		Maximum Unit Price:	US\$15 ⁹⁰
Unit	Quantity	Condition	Closing Date	Maximum Total Price:	US\$238 ⁹⁰
EACH	15	NEW MANUFACTURER	17/03/2023		
MFG Quotation	81343	NSN	5331		
Application		Part Number	MS29513-131		

Details	Details			
Proposal	Quotation Number	CABW01	Project	EMB-110 BANDEIRANTE
	BAC#	LSQ086001A7	Serial Number	
	Ship to	CABW		
	Terms Of Payment	WITHIN 30 DAYS AFTER RECEIPT OF ORIGINAL INVOICE DELIVERY OF GOODS.		
	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



Description: O-RING

Maximum Unit Price: **US\$15⁹⁰**

Maximum Total Price: **US\$238⁹⁰**

Unit	EACH	Quantity	15	Condition	NEW MANUFACTURER	Closing Date	17/03/2023
MFG Quotation	81343	NSN	5331				
Application		Part Number	MS20513-131				

Details

Proposal

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

Countdown	Date/Time
-1 day(s) -3 hour(s) -14 minute(s) and -25 second(s)	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 e-RA bidding process interface. A central white modal window with a green checkmark icon and the text "Success" and "Action was successful" is overlaid on the main interface. The background interface shows details for an "O-RING" item, including unit, quantity, condition, closing date, and maximum total price. A table of proposals is visible below the modal.

Item Details:

- Unit: EACH
- Quantity: 15
- Condition: NEW MANUFACTURER
- Closing Date: 17/03/2023
- Maximum Total Price: US\$238⁹⁰

Additional Information:

- MFG Quotation: 81343
- Application: [Blank]
- NSN: 5331
- Part Number: MS29513-131

Success Message:

Success
Action was successful
[ok]

Proposals Table:

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	CABW	Initial Proposal Phase	[Edit]

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 US\$ 1590

Unit EACH	Quantity 15	Condition NEW MANUFACTURER	Closing Date 17/03/2023	Maximum Total Price: US\$23890
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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)	3/16/2023, 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

← **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
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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

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 - Manager (Query) - Detail

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

BAC# LSQ066001A7

▶ Auction 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\$15⁹⁰

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	MS29513-131

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.		

Details Proposal

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\$1590

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: MS29513-131

Details

Quotation Number: CABW01

BAC#: LSQ066001A7

Project: EMB-110 BANDEIRANTE

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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