



OBJECTIVE





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



- □ e-RA: Electronic Reverse Auction process
- How to Access the e-RA platform
- How to serach for e-RA bidding process
- How to participate the e-RA bidding process



e-RA: Electronic Reverse Auction Process

Phase 1

INITIAL PROPOSAL PHASE

Phase 2

REVERSE AUCTION BIDDING PHASE

Phase 3

BEST AND FINAL OFFER PHASE

Duration

Rules

8 working days for material or equipment.

10 working days for repair or other services.

Otherwise according to the Specific Terms and Conditions.

The RFQ stays available to all

The interested companies must

access the e-RA portal to participate.

companies at www.fab.mil.br/cabw.

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 .

1 working day

For the receipt of the Best and Final Offer - BAFO

Selection of the Winning Bid (End)

Rules

Duration

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.





Publishing date (Start)



Request for Quotation available at the e-RA Portal



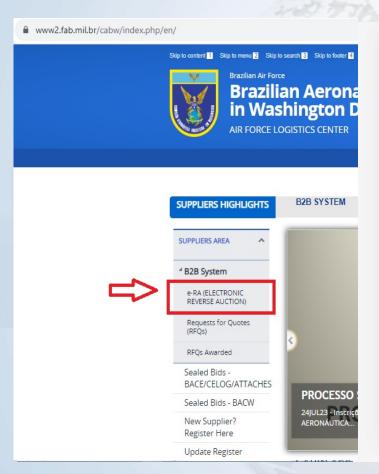
e-RA: Electronic Reverse Auction process

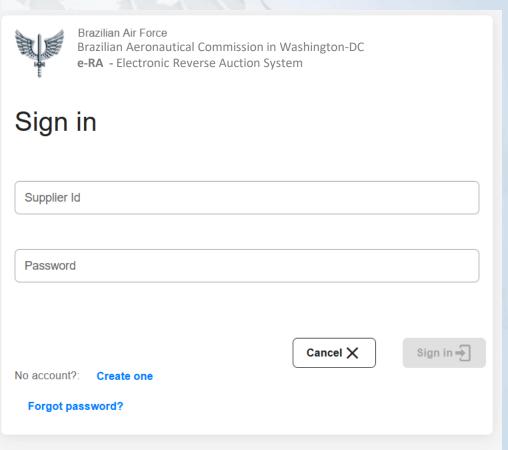
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HOW TO ACCESS THE e-RA PORTAL

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



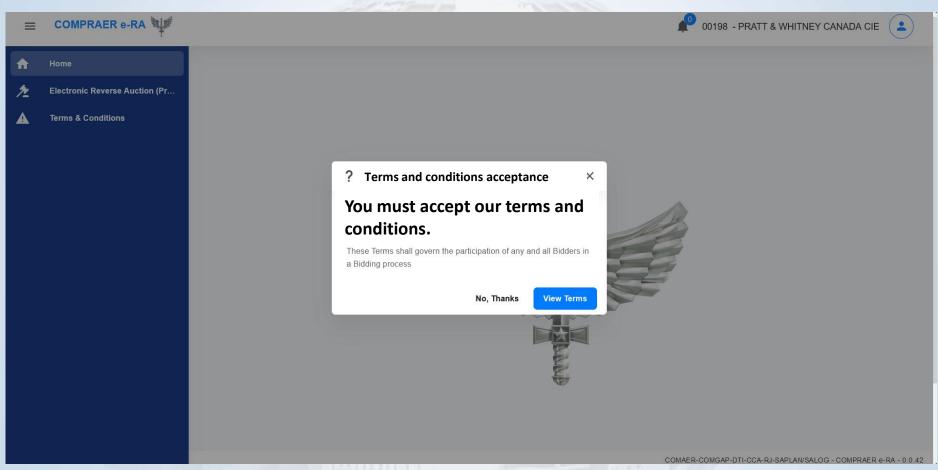


By accessing the Brazilian Aeronautical Commission in Washington-DC website, the registered companies may click the B2B SYSTEM link. A log in interface will be shown. Not registered yet? Find out more information about the registry criteria at www.fab.mil.br/cabw.



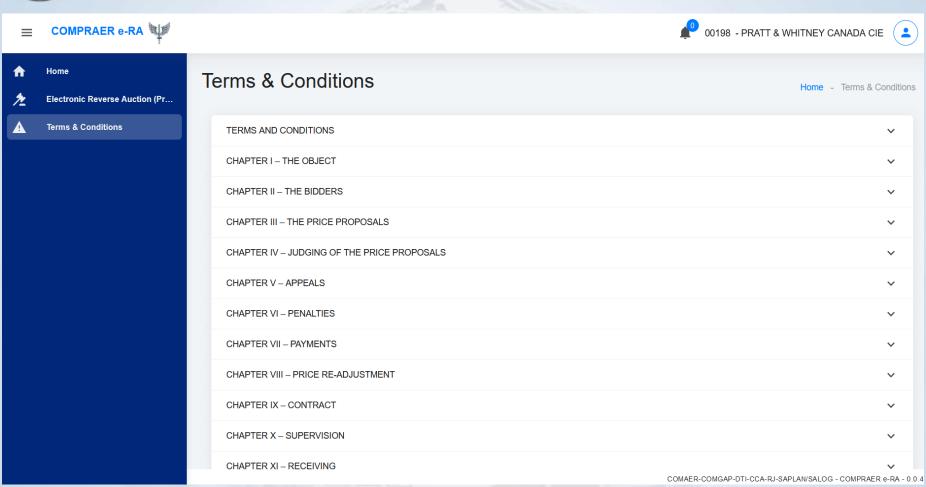
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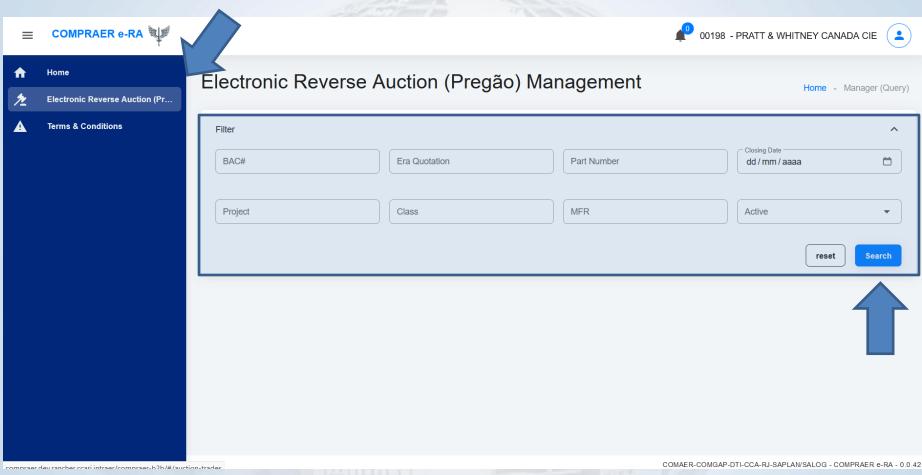
After accessing the e-RA portal, you will be directed to the standard terms and conditions view and accept interface. Accepting the standard terms and conditions is necessary to permit BACW to issue a purchase order for you, in the case your company is the winner bidder.





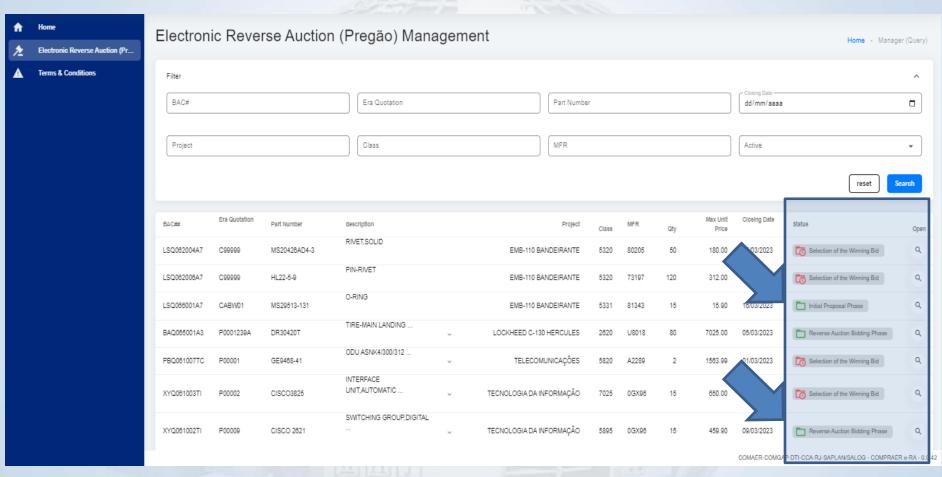
The standard terms and conditions can be checked by clicking the specific topics.





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.



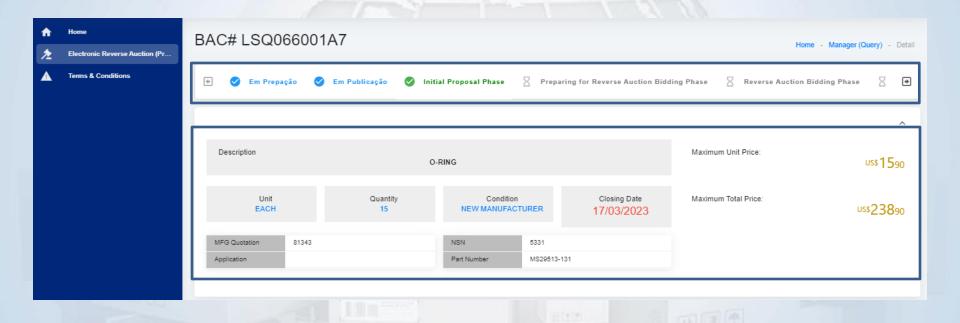


After searching, you will be able to check the information about the requisitions (BAC#) and their quoting status. Green status are the ones available for your company to participate, accordingly to the e-RA process rules previously presented.



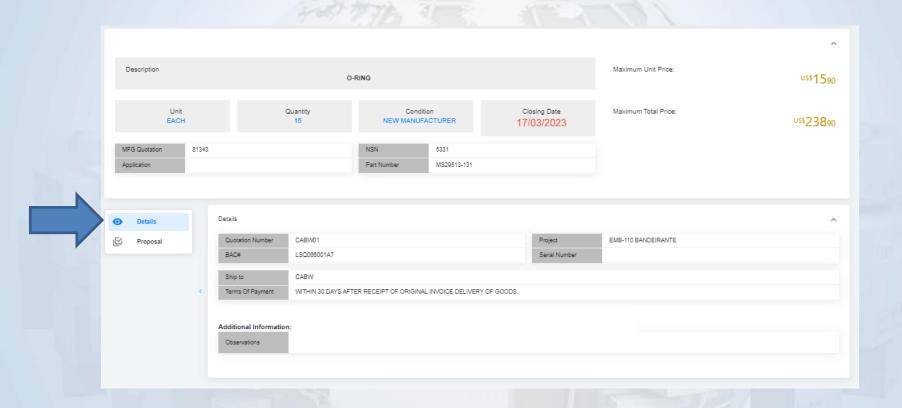
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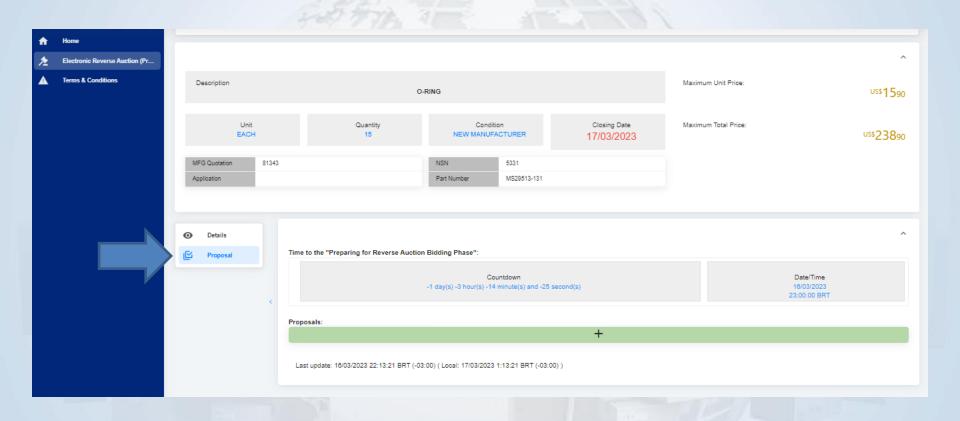
By selecting a requisition available for quote, the main information of it will be presented. You can verify its process status in the flow chart.





Detailed information is also available by clicking the indicated link.



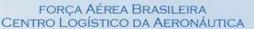


By clicking the proposal link, the time to finish the current phase will be shown as a count down. A proposal may be included by clicking the green link.



Material Condition					*
Remark	•	*	Delivery (D	ays) Currency US DOLLAR	*
Unit of Issue ———————————————————————————————————	*	*		antity \$ 5 0	Unit Price Offe
Place of Delivery					•
Additional Information					
					0 / 500
	Cancel			Save Pro	posal

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.

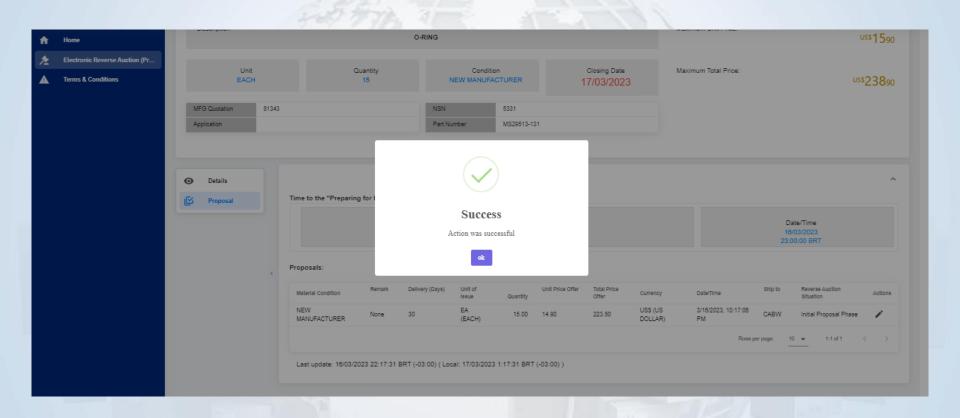




Material Condition							
Remark	•	*	Delivery (I	Days) Currency US DOLLAR	*		
Unit of Issue EA - EACH	*	*		uantity *	Unit Price Offer		
Place of Delivery					*		
Additional Information							
					0 / 500		
	Cancel			Save Pro	nosal		

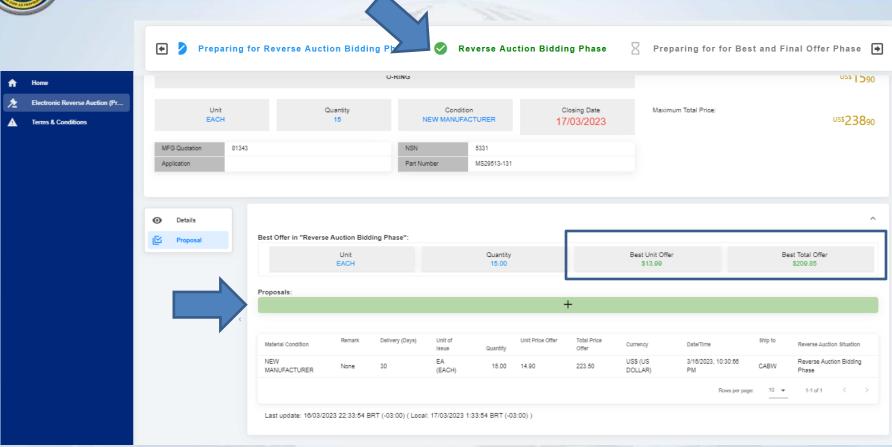
This interface will be shown for all proposal a company may insert during the different phases of the bidding process. Check the Brazilian Aeronautical Commission standard Terms and Conditions in order to understand the available delivery options and information that might be necessary to be informed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





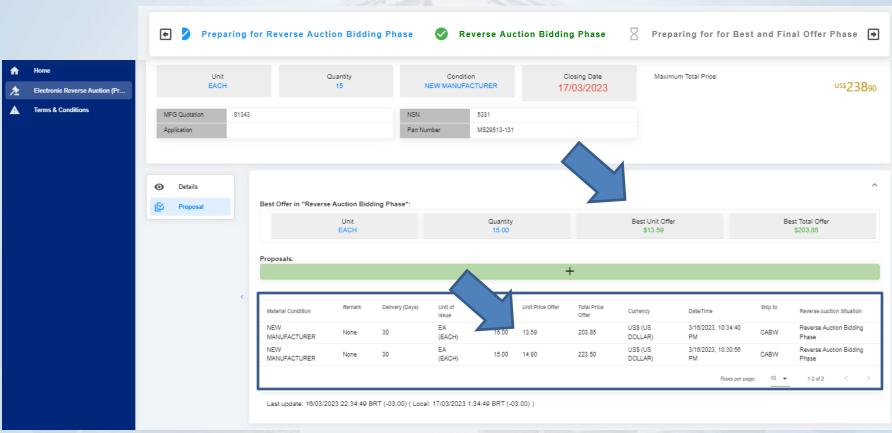
After every proposal emission, a confirmation message will be shown.





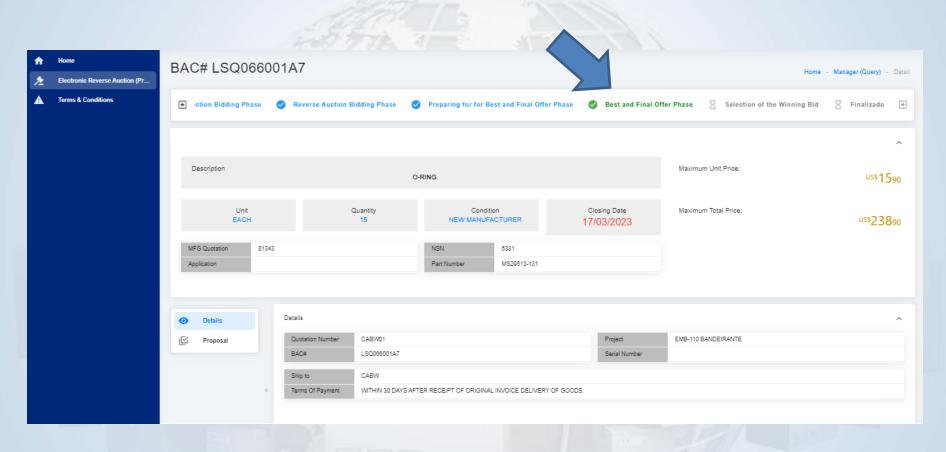
Companies that participated emiting an initial proposal will be able to bid during the reverse auction phase, although it is not mandatory. They will also be able to see the best price offered, but without knowing the bidder company.





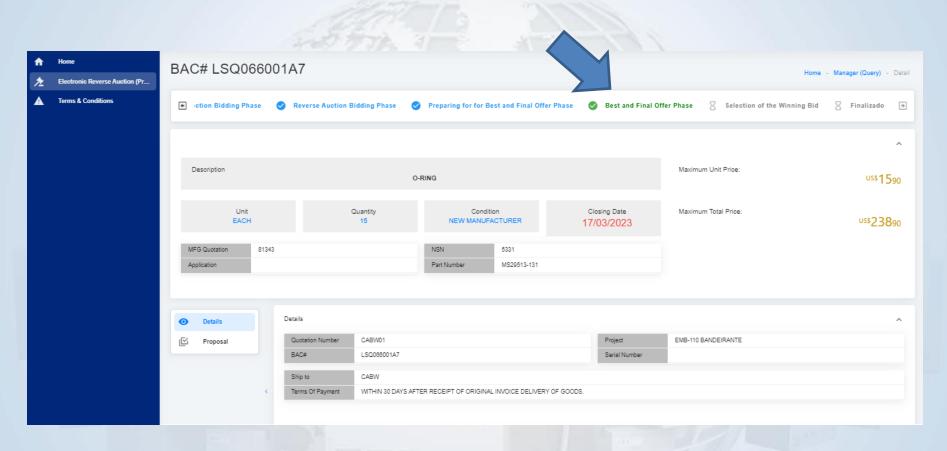
In case you save a new proposal during the reverse auction bidding phase, it will be shown as part of a list with all your proposals. In the specific case, the new offer indicated became the best offer in the reverse auction phase.





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.





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.



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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



