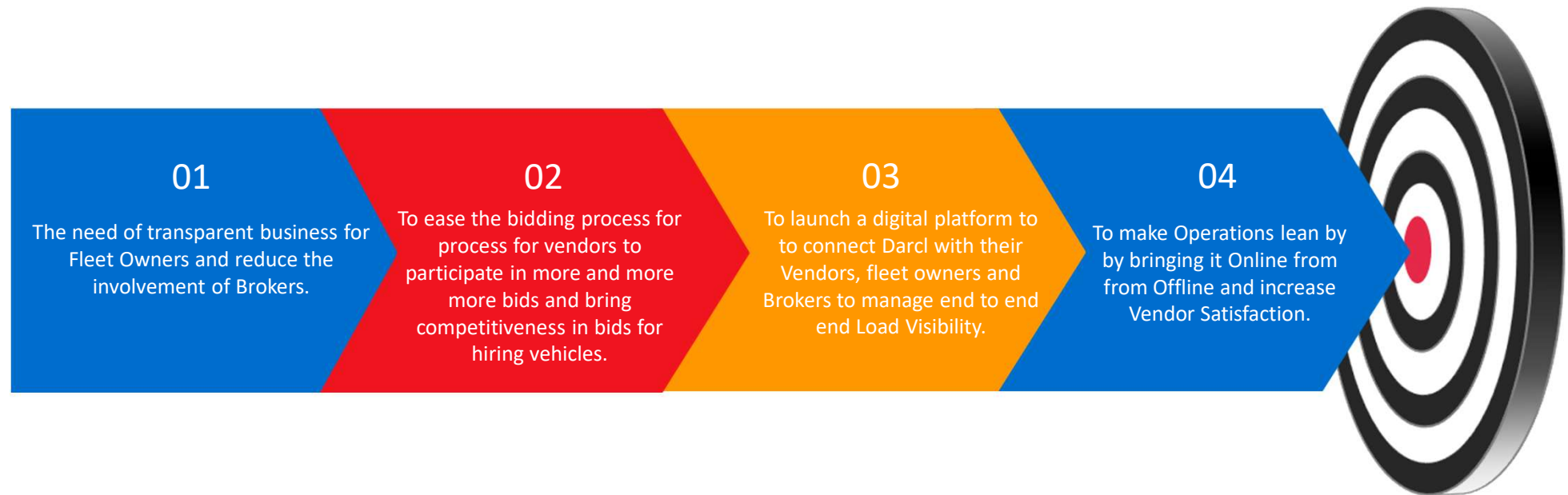# E- Bidding

Challenge & Business Needs

In CJDarcl, the bidding process was offline which led to a lot of business challenges like Difficulty in Load Search, lane-wise Order Visibility, Longer Bid Response Time, and many more. That was a very complex and time-consuming process.

As an organization we had to solve this problem where we can digitize the customer - vendor relationship and maximize the reach maximize the reach of the users on a platform while milking commission out of this marketplace model.

01	02	03	04
The need of transparent business for Fleet Owners and reduce the involvement of Brokers.	To ease the bidding process for process for vendors to participate in more and more more bids and bring competitiveness in bids for hiring vehicles.	To launch a digital platform to to connect Darcl with their Vendors, fleet owners and Brokers to manage end to end end Load Visibility.	To make Operations lean by by bringing it Online from from Offline and increase Vendor Satisfaction.

E- Bidding

Benfits

- Increased Efficiency: WhatsApp e-bidding streamlines the bidding process and saves time compared to compared to traditional bidding methods. This can lead to increased efficiency and productivity for our for our business.

- Increased Transparency: WhatsApp e-bidding allows for real-time communication and updates between stakeholders, providing increased transparency and accountability in the bidding process.

- Access to a Wider Pool of Bidders: WhatsApp e-bidding provides a platform for businesses to reach a wider pool of potential bidders, potentially leading to better prices and offers.

- Cost Savings: WhatsApp e-bidding eliminates the involvement of brokers, thus benefitting us by saving cost per order. Better and competitive rates per bid.

- Improved Communication: WhatsApp e-bidding provides an accessible platform for businesses to communicate and exchange information in real-time, improving communication and reducing the risk of miscommunication.

- Track of all vendor bidding activities - WhatsApp e-bidding process helps in keeping a track of every single every single activity performed by vendor in a particular auction, as the entire information is stored in the form stored in the form of logs in our system.

E- Bidding

WhatsApp e-bidding process

Order Creation → Load Planning → Acution Published → Submit Bid Message → Vehicle Unavailable

Vendor Selection ← Vendor Change Bid ← Re-Submit bid message ← 10Min REmaining ← Vendor Submit bid

Same as previous

Congratulations message → Vehicle/Driver Details → Complete