

## First Class e-Sourcing

fairpartners is one of Europe's leading internet-based procurement platforms. Currently, more than 300 purchasing organizations from small, mid-sized and large companies and more than 3,000 suppliers utilize the fairpartners platform. The annual procurement and order volume significantly exceeds 2 billion €.

Purchasers can use fairpartners at no charge. Suppliers can register free of charge and choose between a flat annual fee or payment per Request for Quotation in which they participate.

Thousands of purchasers benefit from our internet-based software and customer-specific services in procuring their products and services. They achieve better purchasing results and increase efficiency, transparency and competition. With fairpartners, purchasers can also conduct professional auctions that supplement classic bilateral negotiations during price discussions.

The fairpartners platform is a modern communication and sales channel for suppliers. Suppliers publish company profiles in the fairpartners Business Center, have exclusive access to the Requests for Quotations of their customers, can directly submit bids there and win orders and gain new customers with the fairpartners procurement platform.

### Contact Information

#### fairpartners Communication Center

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[www.fairpartners.com](http://www.fairpartners.com)

- **Auctions**
- **Tenders**
- **Supplier Search**
- **Price Requests**
- **Requests for Innovation**
- **Purchasing Services**
- **Cross-Industry**
- **Immediately Usable**
- **Audit-Compliant**
- **Top References**

### Facts and Figures

Operator	Fairpartners AG
Registered Office	63225 Langen Robert-Bosch-Str. 25a
Year established	2000 as Skill Portal AG
Management	Manfred Tubach (CEO) Bettina Aumann (Authorized Signatory)
Supervisory Board	Dr. Dietmar Kirchner (Chairman) Dr. Gunter Kuchler Nikolaus Kirner
Shareholders	Bankhaus Metzler Lufthansa Systems Salma Beteiligungsgesellschaft mbH

## Optimize Your Procurement Results with fairpartners Software and Services

### Free of Charge Services

Purchasing organizations can use the below-listed services free of charge for an unlimited period of time. Overall, these free of charge services completely meet the demanding needs of a web-based procurement platform or e-sourcing solution.

### Comprehensive Use of the Procurement Platform

- full utilization of the functionality of the fairpartners procurement platform (we would be happy to inform you about its functional scope with an internet presentation)
- unlimited registration of any number of purchasers (from all group companies)
- processing of an unlimited number of Requests for Quotations (RFI, RFP, auctions) regardless of their procurement category or procurement volume

### Basic Services Provided by the fairpartners Communication Center

- support of registered purchasers on all fairpartners-related topics in German or English
- support in designing and conducting Requests for Quotations
- registration, introductory training and ongoing support of suppliers
- search for additional suppliers for a specific Request for Quotation

### Customer-Specific Introduction Concept

- appointment of a single responsible contact partner at fairpartners
- coordination and determination of the specific fairpartners platform introduction approach (best practice)
- support in selecting suitable Requests for Quotations for the pilot phase

### Optional Invoiceable Services

fairpartners also offers a wide range of customer-specific services. These services include, for example, quality assurance of Requests for Quotations, (preliminary) evaluation of bids according to agreed criteria, customer-specific evaluations and in-depth support and motivation of suppliers in connection with important Requests for Quotations. "Test auctions" conducted by our specialists from the fairpartners Communication Center with participating bidders a day before the "live auction" have proven to be exceptionally successful. These test auctions give suppliers all the information they need and many practical bidding tips from a neutral party.

We always customize our invoiceable services to meet the specific requirements of the individual purchasing organization or upcoming procurement projects. We make corresponding offers for these services and take orders based on these offers. We can also offer you success-based compensation for our services.

### Purchasing Experts

fairpartners also supports purchasing organizations by recruiting and placing freelance purchasers. This helps you to overcome organizational bottlenecks and provides the necessary purchasing know-how for your procurement projects on a temporary basis.

### fairpartners Academy

fairpartners offers purchasers and suppliers a comprehensive selection of training seminars.

You can find detailed information and prices on our home page.

## fairpartners for Marketing and Sales

More than 300 purchasing organizations currently publish Requests for Quotations on the fairpartners platform. They either address their Requests for Quotations to an exclusive circle of selected suppliers or give access to their tenders and auctions to all suppliers registered at fairpartners. Purchasing organizations that have registered as new users therefore invite their long-term and preferred suppliers to continue participating in tenders by using the fairpartners platform. Suppliers significantly benefit from the following:

### Marketing Instrument

To be able to successfully use fairpartners, you must publish an informative company profile in the fairpartners Business Center. Purchasers search for suitable suppliers to meet their needs in our Business Center. Registered suppliers also publish a company profile in the public section of fairpartners and thereby frequently significantly improve their Google search result position.

### Information about Tenders and Auctions

The "fairpartners market view" informs registered suppliers via e-mail about newly published Requests for Quotations in their product and/or service portfolios. Suppliers can also search for current Requests for Quotations on the platform on their own and are immediately informed via e-mail when they have been invited to participate in tenders with a limited circle of bidders. You can conveniently and efficiently submit web-based bids.

### New Customer Acquisition

fairpartners offers functions that assist a supplier in applying for acceptance to a limited circle of bidders at purchasing organizations of interest. Many suppliers have gained a significant number of new customers with minimum selling effort by using this method.

### Convenient Use / Personal Support

Registering with fairpartners is easy, and its operation and business processes are intuitive. Bidders can find all the information they need to prepare a bid directly on the platform. Purchaser contact data is available so that suppliers can clarify any questions they may have. The fairpartners Communication Center is available on work days from 8:00 a.m. until 6:00 p.m. (CET) to answer any additional questions you may have – free of charge. Just give us a call.

### Attractive Pricing Model

After registering as a supplier, you can select between two different billing options for accessing details of Requests for Quotations of the purchasing organizations or for submitting a bid. You can find details on the above in our current price list at [www.fairpartners.com](http://www.fairpartners.com).

### fairpartners Academy

The fairpartners Academy offers different types of teletrainings in German and English that have been specially designed for suppliers. We conduct these teletrainings on an appointment-only basis using the internet-based Academy system.

You can find detailed information and prices on our home page.