

PUBLIC ePROCUREMENT

**PUBLIC eSOURCING SUITE: eTENDERING, eEVALUATION,
eNEGOTIATION, CONTRACTS MANAGEMENT**

**PUBLIC SECTOR INDUSTRIES DEMAND ACCOUNTABILITY FOR EVERY BUYING
DECISION THAT THEY MAKE. LET VORTAL HELP YOU CUT COSTS AND SAVE TIME.**



We are VORTAL. Our open eMarketplace is one of the world's largest platforms, where everyday thousands of public and private sector buyers connect with an international community of qualified suppliers.

Here they can take part in an efficient, openly competitive tendering process, bringing opportunities for everyone to creatively expand their business. For buyers, there are savings to be achieved through purchasing strategies and significantly reduced overheads. For suppliers, there are opportunities to enhance their market reach through our business development services, including market intelligence and lead generation, reputation management and comprehensive analysis & reporting.

At VORTAL we never sit still. Our business is constantly growing, attracting new buyers and suppliers into an ever evolving business network - one that we hope will soon include you.

VORTAL IN NUMBERS

MORE THAN
3.000
BUYING ORGANIZATIONS

MORE THAN
120.000
CUSTOMERS

MORE THAN
1.7 Million
SUBMITTED PROPOSALS

MORE THAN
25 Billion
AWARDED

MORE THAN
500.000
RFX EVENTS

MORE THAN
200
PEOPLE FROM 9 NATIONALITIES

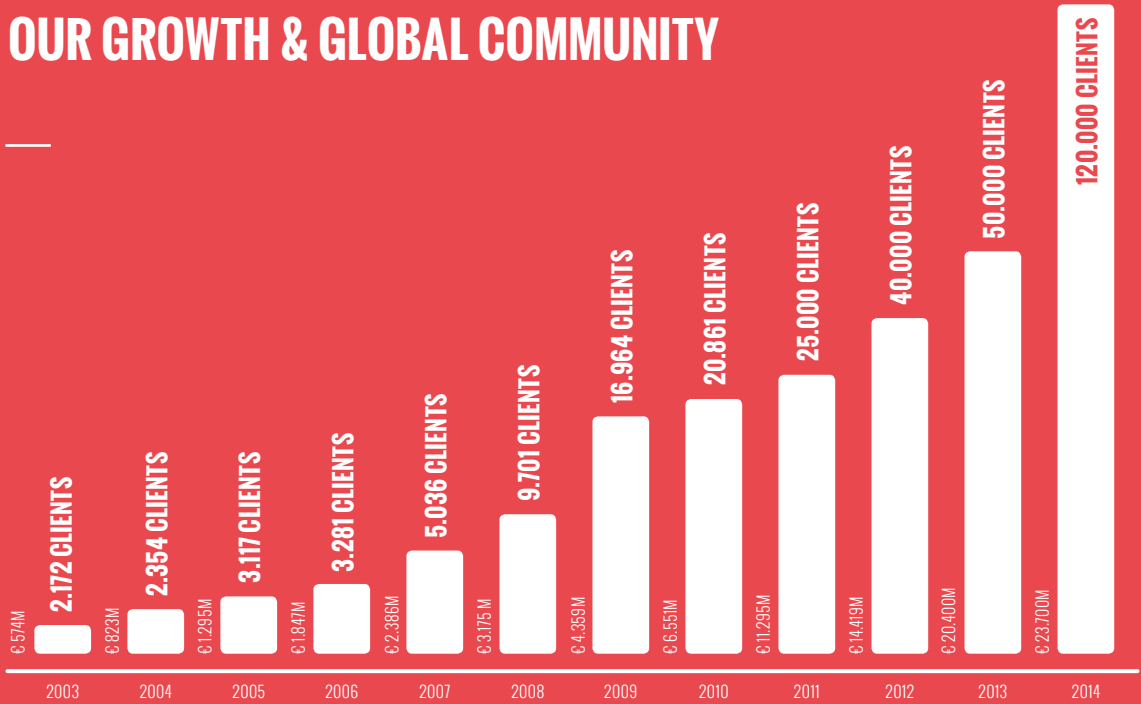
OUR SOLUTIONS

Our solutions, delivered in a SaaS model, are focused on supporting:

- Tactical and Strategic Sourcing from Private Companies and Contracting Authorities from the Public Sector > **eSourcing Suite**
- Pre-sales and commercial productivity management, eMarketing, Market Intelligence and Business Intelligence from Suppliers > **eCommerce Suite**
- Identifying the right supplier with which to deal with, based on a classification of products and services, rating and reputation concepts > **Suppliers Network**
- eMarketplace operations, linking buyers and suppliers, and generating market and business intelligence data in order to increase competition and market awareness > **eMarketplace**
- Mobility on access > **Mobile**



OUR GROWTH & GLOBAL COMMUNITY



VORTAL WINS PRAISE IN ANALYST REPORTS

GARTNER

Our expertise and capabilities put VORTAL's name on the top of Gartner's researches, namely:

- ➔ **"2015 Magic Quadrant Report. VORTAL is in the restricted group of 14 vendors of eSourcing suites."** (February, 2015)
 - ➔ Robust intrasuite integration and navigation are cited;
 - ➔ The vendor has a leadership role in driving public procurement reform in the European Union;
 - ➔ It has proven capability meeting the needs of small or midsize government agencies, but it has also had recent success winning larger, multiagency deals;
 - ➔ References say that the product is easy to use. Authentication and data security capabilities are strong.
- ➔ **"2013 Magic Quadrant for Strategic Sourcing Application Suites"** (July, 2013)
 - ➔ Top 5 in E-sourcing and Technology Platform;
 - ➔ Top 3 for Public Sector Sourcing, Engineered Product Sourcing, Supplier Directory, Dashboards & Analytics and Intra-suite Integration.
- ➔ **"Strategies for Public-Sector Investment in Procurement Applications"** (July, 2010 – VORTAL mentioned as one of the four top leaders in Public eTendering Solutions)
- ➔ **"Cool Vendors in Procurement Applications, 2010"** (April, 2010 – one of the three companies mentioned and the only one in Europe)
- ➔ **"Hype Cycle for Procurement 2011"** (November 2011)
 - ➔ Referenced as "Mature Technology" and "Technology Trigger", pioneering provider of emerging and brand new technologies (social and mobile) and Online Supplier Directory Provider.

FORRESTER

- ➔ **"Market Overview: ePurchasing and Contract Life-Cycle Management In 2011 to 2012"** (November 2011 - VORTAL is mentioned as a benchmark private vendor of eSourcing solutions with a concentration in several industries, namely Government and Construction)

OUR PUBLIC eTENDERING PLATFORM

The screenshot displays the Vortal Public eProcurement platform interface. At the top, there is a header bar with icons for mail, documents, and a calendar, along with the date and time (UTC+1 16:50:02) and the user's role (Public Entity). Below the header is a search bar and a page identifier (Page ID: 77001047) with a 'Smarty HELP' link. A dropdown menu labeled 'Options' is visible. The main content area features a 'UNVER ANALYSIS' section with a progress bar showing the stages: 'Interested' (100%), 'Tenderers' (12), and 'Evaluation of Proposals'. Below the progress bar, there is a section for 'Suppliers' and a 'Tenderers' section with a count of 12. The interface also includes a 'Clarifications' section with a 'Create' button and a 'Messages' section with a 'Create' button. A sidebar on the left contains links for 'Internal proposals', 'Document (PDF)', 'Publish List Tenderers', and 'Publish Proposals'. At the bottom, there is a summary bar showing '00 pm' and '17,000,00€'.

UTC+1 16:50:02
Public Entity

Search...

Page ID: 77001047 Smarty HELP ?

Options

UNVER ANALYSIS

Suppliers

Interested

Tenderers 12

00 pm 17,000,00€

CLARIFICATIONS Create

Validate proposal 2011_PCs on the Platform from GLOBAL IT 8/27/2013 6:41:22 PM more »

MESSAGES Create

Validate proposal 2011_PCs on the Platform from Newbury 8/27/2013 6:41:22 PM

OUR PUBLIC eTENDERING PLATFORM

The ePublic Procurement Process includes multiple stages:



VORTAL's cloud-based Public eTendering Platform – VORTALgov
– covers all Pre-award / eTendering phases:

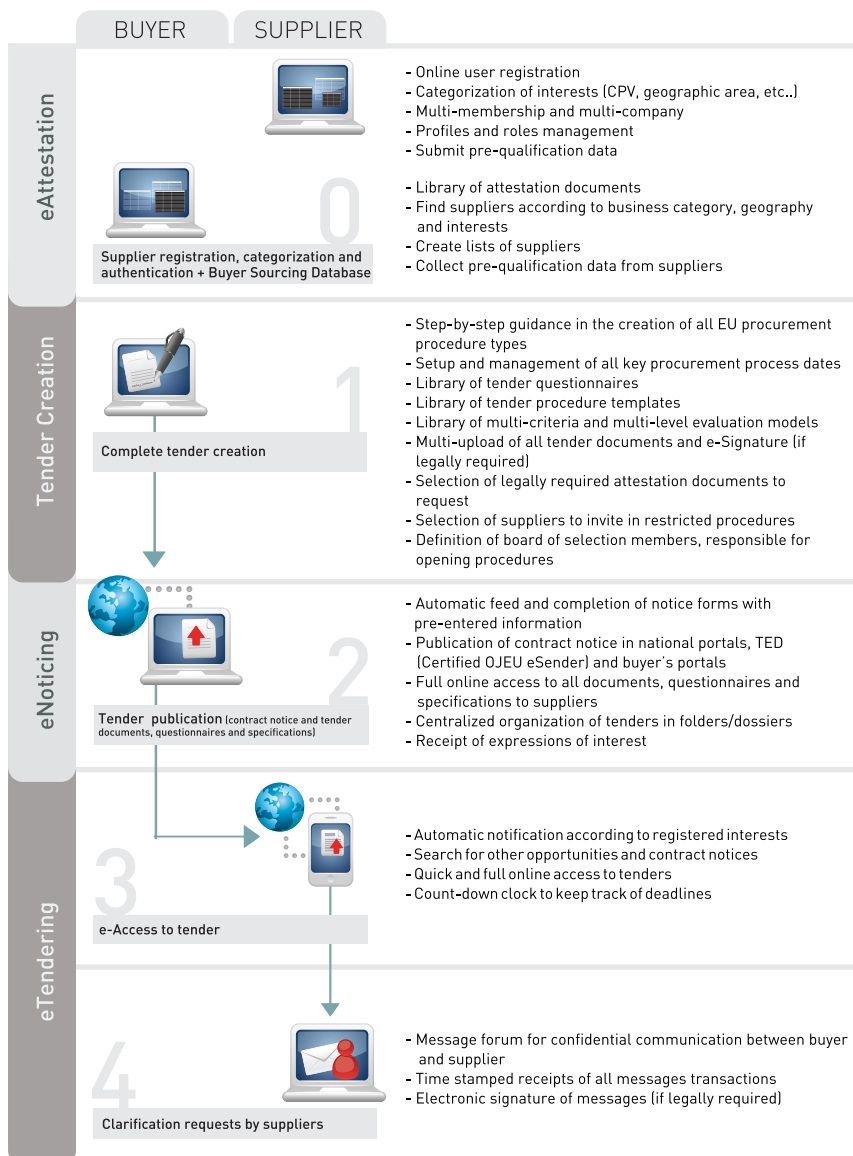
- eAttestation
- Tender Creation
- eNoticing
- eTendering
- eEvaluation
- eNegotiation
- eAuctions
- eAward
- eContract

and point solutions in Post-Award / eExecution phases:

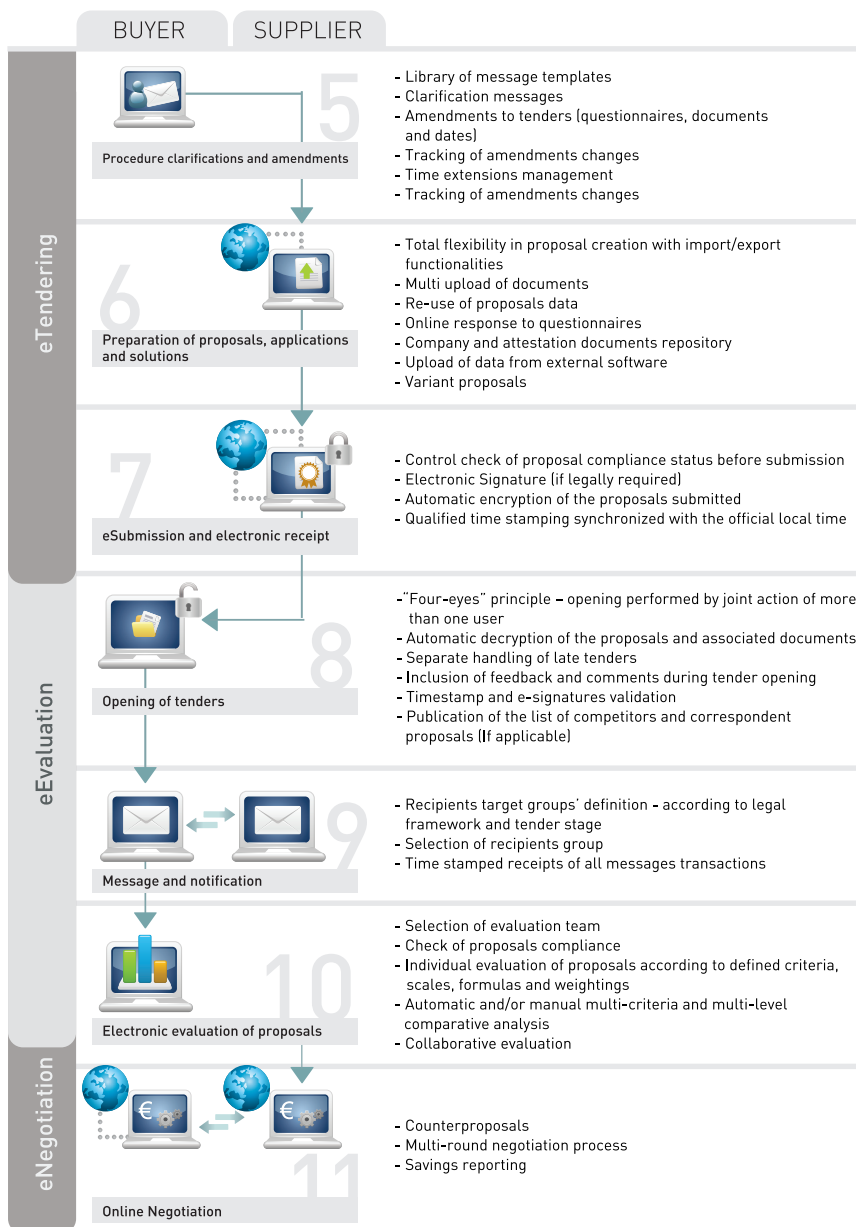
- eContract Management
- eCatalogues and eOrders
- eInvoicing

VORTAL's data models and messages formats are PEPPOL compliant, respecting those standards defined by CEN - European Committee for Standardization.

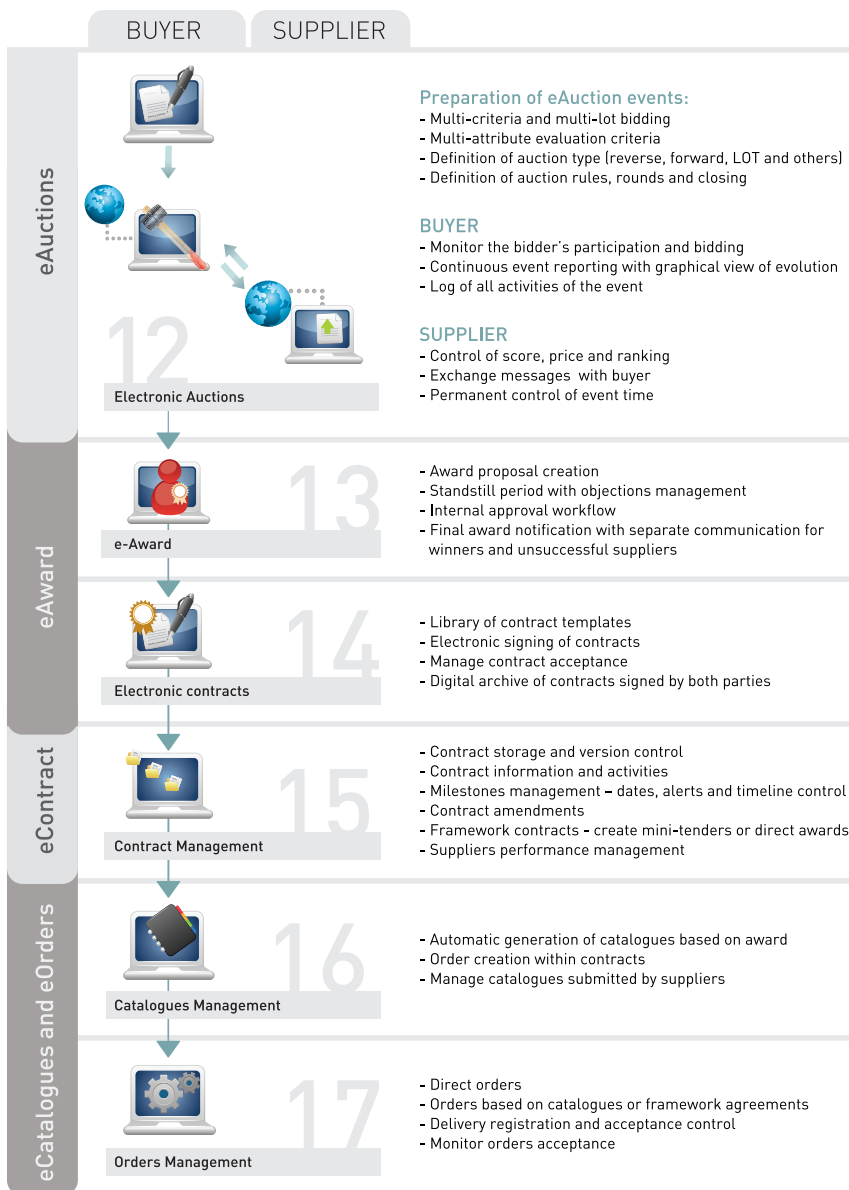
PUBLIC eTENDERING PLATFORM: MAIN MODULES AND FEATURES



PUBLIC eTENDERING PLATFORM: MAIN MODULES AND FEATURES



PUBLIC eTENDERING PLATFORM: MAIN MODULES AND FEATURES



BENEFITS & SAVINGS

BUYER VALUE

- Achieve savings up to 20% due to more competition;
- Manage efficiently the Indirect Spending and Tactical Sourcing;
- Reduce 40% costs searching and qualifying suppliers;
- Save up to 60% time analyzing and comparing proposals;
- Make better decisions based on more market information;
- Better visibility over the innovations on the market.

SUPPLIER VALUE

- Get access to more business opportunities matching the capabilities;
- Get high visibility over decision makers in the precise moment they have budget and need to buy;
- Cost effective lead generation when compared with traditional processes;
- Structured generation of an online reputation repository;
- Better knowledge about the market and competition;
- Strengthen relationship with the current customers.

UNLOCK THE KEY TO GOVERNMENT SAVINGS

DISCOVER THE POWER OF EPROCUREMENT



Crushing debt and declining revenue are affecting the ability of many governments to steer their economy out of dangerous times.



We need a more efficient public sector, as there is a "once-in-a-generation need to significantly reduce expenditure" (McKinsey)



Public procurement represents around 16% of GDP worldwide



eProcurement can save money, streamline public spend, and shape economic activity without undermining services.



A 10% reduction in public procurement costs translates to a 1-3% budget improvement relative to GDP (Accenture)



VORTAL offer the very best in public eProcurement. Click on the links below to find out more...

SECURITY & CERTIFICATION

Compliance with these standards guarantees security throughout the entire business cycle, from planning new system features to compliance with laws and regulations, ongoing identification of risks, technological and physical controls, business continuity, disaster recovery and ongoing education for individuals on security issues among many other aspects.

OBJECT	ORGANIZATION	SCOPE
CEGER Certified	CEGER (Management Center of the Government's Computer Network-audit performed by the National Security Cabinet auditor)	Portugal
ISO 27001 Certified (Information Security Management)	BSI (British Standards Institution)	International
ISO 20000 Certified (IT service management)	BSI (British Standards Institution)	International
ISO 22301 Certified (Business Continuity Management System)	BSI (British Standards Institution)	International
ISO 9001 Certified (Quality Management)	APCER - Portuguese Certification Association	International
NP 4457 (Portuguese Standard for Innovation)	APCER - Portuguese Certification Association	Portugal
ACEPI	Electronic Commerce and interactive Publicity Association	Portugal
Certificates Management	The certificates used for procedures encryption are X509 V3 type, using the methods RSACryptoServiceProvider and PublicKey.Key. The certificates used for authentication are PCK.	International
Electronic Signature	Using RSA (cryptographic algorithms Rivest, Shamir and Adleman). For signature storage is used XaDES---X, which by Defining XML formats for advanced electronic signatures that Remain valid over long periods and are compliant with the European Directive 1999/93/EC of the European Parliament and of the Council of 13 December 1999 on a Community framework for electronic signatures.	International
Timestamp	Timestamp request using RFC 3161	International
ENS, ENI and LOPD Compliance	Spain (National Cryptologic Center - audit performed by Lextic Lawyer)	Spain
Security and engineering compliances Microsoft Golden Partner Certificate	Microsoft Golden Partner by Microsoft	International

WHY VORTAL?



**INTEROPERABLE
NETWORK
OF BUYERS AND
SUPPLIERS**



**INNOVATIVE
TECHNOLOGY**



**KNOW-HOW
IN PUBLIC
ePROCUREMENT**



**SUPPLY
CARE**



INTEROPERABLE NETWORK OF BUYERS AND SUPPLIERS

VORTAL is an eSourcing Suite Provider and an eCommerce Suite Provider.

This means that, instead of being only a buyer oriented software provider, VORTAL runs an eMarketplace with tools and services for both buyers and sellers.

VORTAL supports its operation in a collaborative and interoperable network of Buyers and Suppliers, increasing benefits for buyers (more competition) and suppliers (more business opportunities).

This approach also represents a significant reduction in the effort and time needed to start generating tangible benefits by adopting the platform. Every time a new buyer enters the eMarketplace, it will start getting an immediate advantage, of a trained and motivated network of suppliers.



INNOVATIVE TECHNOLOGY

VORTAL's know how about Public Procurement has also been determinant in supporting the technological innovation of the Platform. That's why VORTAL is able to provide libraries of sophisticated tender templates according to categories of needs, libraries of evaluation models using multi-attribute and multi-level criteria and state-of-the-art features to support collaborative evaluation of proposals, dynamic negotiation or contract awards.

VORTALnext> platform (launched in early 2012) represents the next level of user interface and social networks' like work area , bringing to the professional environment all the best practices around the social networks, like the procedure timeline the wall of interactions under the procurement process.



KNOW-HOW IN PUBLIC ePROCUREMENT

VORTAL has been operating Public eProcurement Platforms since 2003 in an international context. This exposure to different stages of traction in the Dematerialization of Public Procurement and study and compliance with different legislation and specific requirements or prerequisites, has turned VORTAL into one of the most experienced operators, with the widest number of different contracting authorities using its platforms. Because of this VORTAL has been:

- invited as a speaker to address different conferences and working groups or workshops across Europe;
- mentioned as a benchmark operator in different reports, namely in the European Commission's 9th Benchmark Measurement: "Digitizing Public Services in Europe: Putting ambition into action"; invited as an expert in different think tanks, namely the "Expert Group on Pre-Awarding e-Procurement" nominated by the European Parliament.

01.

One client told Forrester why her dealership chain is replacing its portal with a network solution:

"We built a portal but got insufficient take-up from suppliers. We needed a team of people to go round all our suppliers, persuading them to give it a try and helping them when they ran into problems, but we didn't have one. We're expecting the supplier network provider to do the legwork for us."



SUPPLY CARE

The Public eProcurement and the implementation of all the benefits of eTendering for SMEs depend on how both buyers and suppliers are supported in the transition to this new process.

VORTAL has developed a method of bringing suppliers to and engaging them on the network, helping them to adopt these new tools and get the most advantage from them.



01.

CASE STUDY

IMPLEMENTATION: PUBLIC ePROCUREMENT PLATFORM

GIJON CITY COUNCIL

Gijón City Council chose the VORTAL electronic procurement platform for the management of all its public contracting. The solution was implemented both in the civic administration and in public companies. To date, **the Council has achieved average savings of 27% across all purchasing activity.**



THE CITY

Gijón is in northern Spain and has around 300,000 inhabitants. The city has adopted an integrated global management model, which has enabled it to implement a substantially eGovernment policy.

However, within its existing model, it did not have a vertical solution for electronic tendering that was fully integrated with the municipal ERP. The main emphasis was on achieving a comprehensive audit trail and record keeping, as well as financial and economic management.

After a detailed evaluation process, Gijón selected the VORTAL public eProcurement solution, as the best fit for its requirements.



PROJECT SCOPE

Gijón City Council decided **to implement the VORTAL electronic procurement platform as mandatory for managing all their smaller contracts.** But the scope was not only the council, but also 9 dependent public companies.

GIJON
ASTURIAS
181,6 KM²
277.733 CITIZENS



KEY OBJECTIVES

To increase competition for public tenders through greater publicity and bidding activity, with a resultant reduction in procurement costs.

Realise cost savings for both the supplier and the city through a simplified and more efficient procurement process.

Greater transparency, as a result of improved tender advertising and responses from suppliers already engaged within the platform.

Fair and impartial supplier treatment, ensuring each has equal access to tender information and a transparent submission process.



HIGHLIGHTS (2014)



27%

SAVINGS ACHIEVED COMPARED
TO ORIGINAL TENDER PRICES



477

CONTRACTS MANAGED
THROUGH THE PLATFORM



1732

OFFERS SUBMITTED
ELECTRONICALLY



27%

LESS TIME SPENT
ON ADMINISTRATIVE TASKS



6,53€

ACHIEVED PER DOCUMENT
IN MATERIALS ALONE



73%

OF THE AWARDS WERE MADE
TO LOCAL/REGIONAL SMES

“ With this system, the Council's aim is not only to simplify the basic tendering procedure, but also to ensure the maximum competition, openness and transparency in the overall procurement process. This is a completely new way of managing procurement efficiently and fairly. ”

-
Alejandro Rocas
Councillor, Gijón City Council Treasury

“ The implementation of this solution, by both the City Council and the public enterprises, has been fast and efficient. Importantly, it has also created a community of suppliers, who can sign up without cost and automatically receive information each time a tendered is announced. Everyone is aware of the award criteria, thus increasing the openness and transparency of the tenders. ”

-
Fernando Álvarez
Modernization Manager at Gijón City Council

“ With this measure, the City has demonstrated its commitment to full transparency, as well as promoting greater competitiveness among SMEs. It is very important for both local and regional business, giving all suppliers an equal opportunity to participate in tendering. ”

-
Isaac Garcia
Ofintegral, supplier to Gijón City Council



KNOW MORE ABOUT US

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twitter: @vortal.biz