



Your Saving Partner

www.Tap2Trade.com

Wings2Aspirations Startup India Pvt. Ltd.

Start-up Recognized by Govt. of India & Govt. of Rajasthan

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Introduction

Wings2Aspirations Start-up India Pvt. Ltd. is an IT start-up, developing indigenous Applications to empower companies in their process automation. Recognized by DIPP - Govt. of India & DoITC - Govt. of Rajasthan, our focus is on empowering businesses of all size with technology & making them part of [#DigitalIndia](#) [#StartupIndia](#) [#StandupIndia](#) [#MakeInIndia](#) & eventually becoming [#SmartIndia](#)

Being affordable is our motto, and to achieve that we are continuously working on bringing the best of technology at most affordable prices vis-à-vis the most popular products available in the market.

Tap2Trade is a cloud based eProcurement solution for Companies to automate the Requirement to Procurement process enabling them to improve efficiency, transparency and reduce cost. It can be accessed both through web and mobile application (first in the industry) and compatible with most ERP solutions providing flexibility for Companies in automating entire purchase system and brings in transparency, compliance, data repository & streamline the whole process along with best price discovery.

CERTIFICATE OF RECOGNITION

Certificate No.: DIPP3764



CERTIFICATE OF RECOGNITION Department of Industrial Policy & Promotion

This is to certify that ***Wings2Aspirations Start up India Pvt Ltd*** incorporated/ registered as a ***Private Limited Company*** on ***11-03-2016***, is recognized as a startup by the Department of Industrial Policy and Promotion.

Date of Issue: 27-06-2017

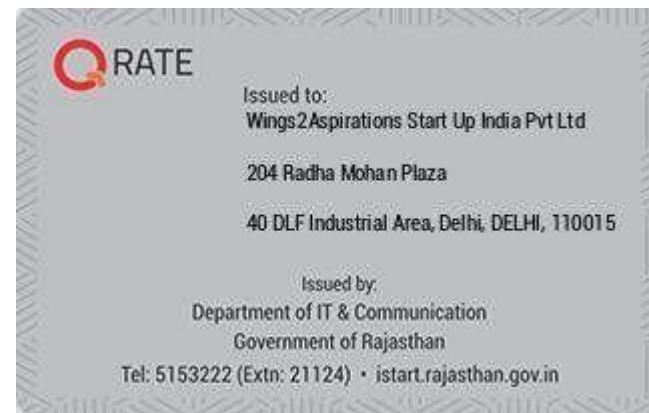
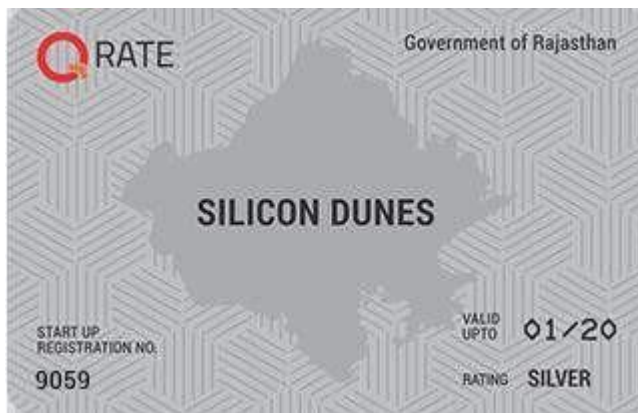
Place of Issue: New Delhi

The certificate shall only be valid for the entity:

- Up to seven years from the date of its incorporation/ registration; and
- If its turnover for any of the financial years since incorporation/ registration has not exceeded Rupees 25 crores

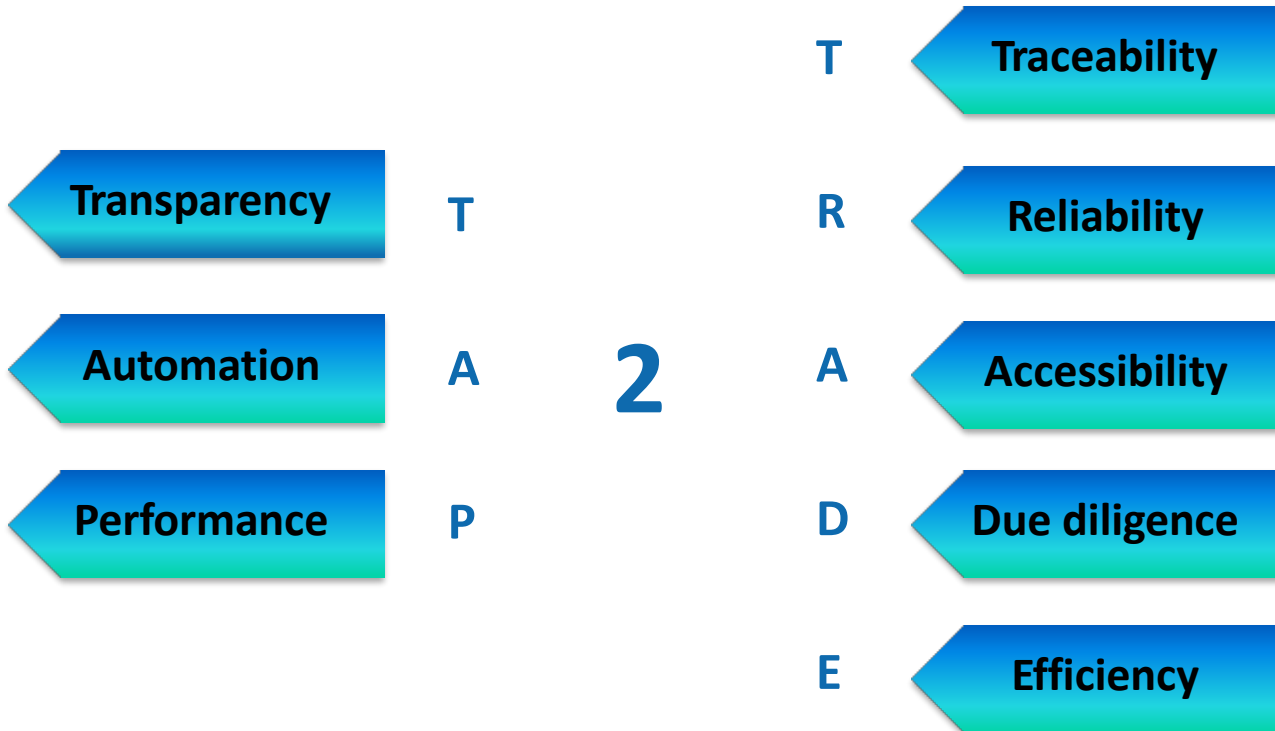
Note:

- Authorities accepting this Certificate may check its validity on the Startup India portal(www.startupindia.gov.in)
- This certificate is not the Certificate issued by the Inter Ministerial Board and is not valid for availing Tax benefits
- This is a system generated certificate and hence does not require physical signature



About Tap2Trade

- 'Requirement to Procurement' B2B eCommerce Portal
- A Revolutionary e-bidding tool for e-Sourcing



Procurement Process (Traditional)

1. Requirement Generation
2. Data collection
3. Outreach New Vendors (if required)
4. RFX (RFI/RFP/RFQ) with Vendor(s) over mail
5. Follow up with Vendor(s) for responses in prescribed format
6. Creating Comparative of Vendor(s) Responses
7. Evaluating RFX and qualifying Vendor(s) for Negotiation
8. Primary level Negotiation with all qualified vendor(s)
9. Negotiation process filter down to top few lowest price offered vendor(s)
10. Final Negotiation involving HOD
11. Negotiation process closes once target price met or lowest price offered vendor give his no regret price
12. Confirmation on Negotiated price from Vendor over mail
13. Awarding Business to Lowest Price Vendor
14. Manual Reporting



Challenges in Traditional Procurement

1. Sourcing Process
2. Displaced Vendor Information (negotiation data, documents, certificates)
3. Vendor Communication Trail
4. Manual Comparison and Evaluation
5. Dependability
6. Lack of Traceability of Data
7. Audit Trail & Compliance
8. Lack of Competition
9. Price Discovery and Best Price Negotiation
10. Time Consuming
11. Increases Margin of Error
12. Manual Reports



Procurement Process (Tap2Trade)

- 1. Requirement Generation & Data Collection**
- 2. RFx (RFI/RFP/RFQ) with Vendor(s)**
- 3. Comparative Evaluation of Vendor(s) basis RFP/RFQ responses**
- 4. Conducting Reverse/ Forward Bidding with qualified Vendor(s) with Real time chat**
- 5. Order Awarding & PO to Vendor(s)**
- 6. Reporting & Charting**



Tap2Trade - Modules

Request for Information (RFI)

Request for Proposal (RFP)

Request for Quotation (RFQ)

Simple Reverse Auction

Reverse Auction with Additional Term

Reverse Auction with Cost Break-down

Dutch Reverse Auction

Forward Auction

Order Awarding

Purchase Order (PO)

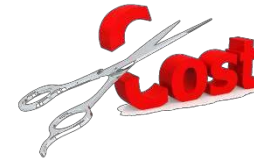
Reporting (Basic, Automatic, Analytical)

Vendor On boarding and Management



Advantages

1. **Web and Mobile application based Requirement to Procurement portal helps concurrent bidding from vendors and collecting information at your ease**
2. **Reduce redundant procurements by streamlining the process with clear accountability**
3. **Integrating Technical BOQ's with online RFx to collect Proposal**
4. **Tracking Vendor Response Real Time online on Cloud and downloading in Excel anytime for easy access and comparison**
5. **Customizable Application to suit the individual/ unique requirement of the organization**



Advantages

6. **Secure platform for e-Sourcing and Negotiation (RFx & Online Auction) with Real-time chat**
7. **Easy to integrate with all popular ERP's**
8. **Log Reports & Live location of vendors for better surveillance**
9. **Buyer Friendly Interface, easy to use and understand**
10. **Customized Reports and Graphical Representation**
11. **Multiple types of bidding helps buyer to strategies for optimal price discovery**
12. **Easy currency converter for vendors for cross currency bidding**



Competitive Edge over Traditional Procurement Process

1. Automating the BOQ process by integrating it with online RFX
2. Strengthen Competition and Price reduction by allowing Multiple Vendor Bidding at the same time
3. Price Discovery from all Vendors participating in the auction
4. Reduces Total Cost of Ownership by streamlining and automating the procurement process
5. Brings in Transparency and Cuts Red-Tapism and Bureaucracy
6. Cloud Based Solution helps in saving time, can be accessed anytime and from anywhere
7. Allows Vendor to submit multiple bids, thus results in reducing price with real time chat for last minute query with the Buyer
8. Each bid submitted by the vendor can be monitored and thus if required (any false/unnatural price) can be deleted/blocked



Differentiator

- **Mobile App that gives vendors flexibility to eBid & submit proposal for anywhere**
- **Simple and Easy to understand bidding templates with multiple types of auctions**
- **Integration with ERP's for easy and convenient functioning**
- **Chat Box with Vendors**
- **Tailor made and easy to Create Reporting system (Basic, Automatic & Analytical Reports)**
- **Customizable RFx, Auction and Graphical Representation**
- **Backend Support for any technical/ non technical query**



Comparison with Other eSourcing Suites

S.No.	Particulars	Tap2Trade (Wings2Aspirations)	Other eSourcing Suite - as a whole*
1	Web Application		
2	Mobile Application for Entire Suite		x
3	RFI on both Web and Mobile		x
4	RFP on both Web and Mobile		x
5	RFQ on both Web and Mobile		x
6	Reverse Auction on both Web and Mobile		x
7	Forward Auction on both Web and Mobile		x
8	Standard Reporting		
9	Comprehensive & Analytical Reporting		
10	Application Notifications & Mails		
11	Audit Trail & Compliance		
12	2 Step Vendor Verification for Qualification		x
13	Customized Top Rank Display		x
14	Vendor Block during Bidding		x
15	Live Chat with Vendor (During Bidding/ Auction) & Dashboard Chat		x
16	One User, One Login, One Place		x

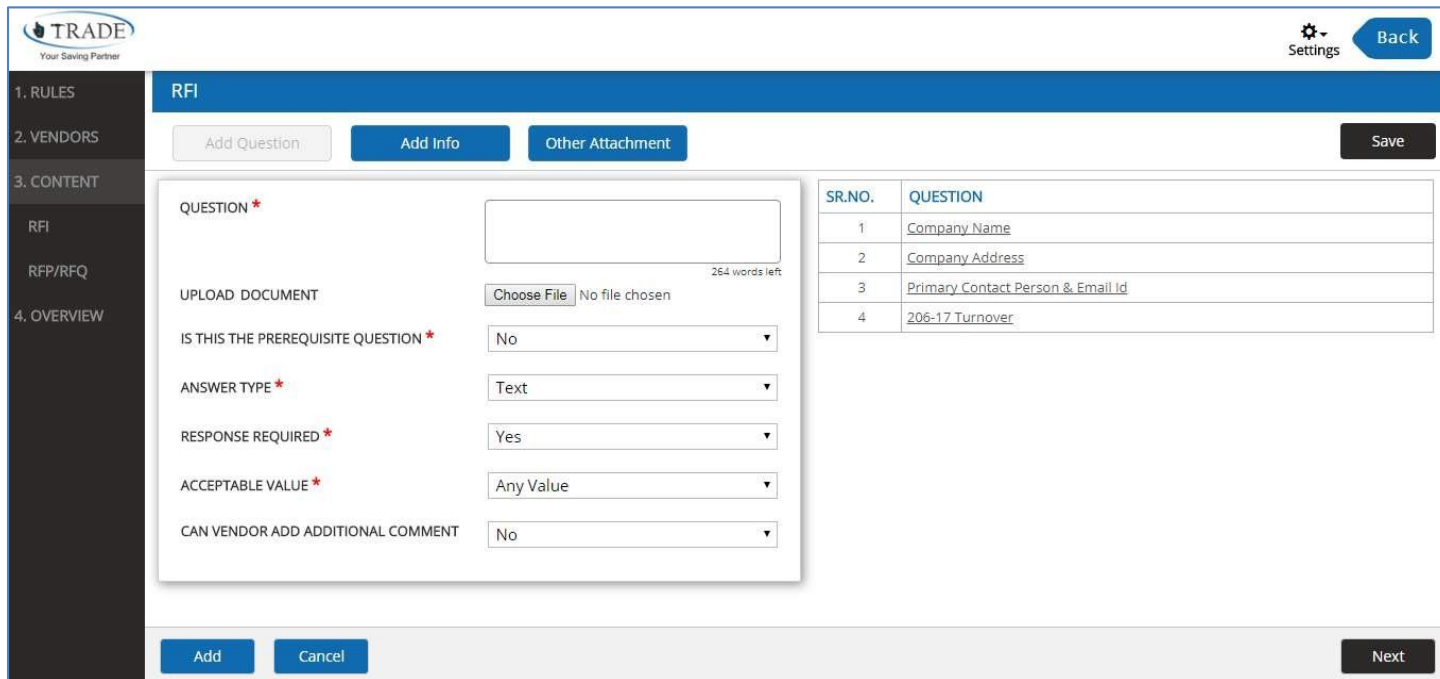
***Apart from few MNC's no company provides the entire suite as a whole**



Modules - Description



Tap2Trade RFX: RFI, RFP/RFQ



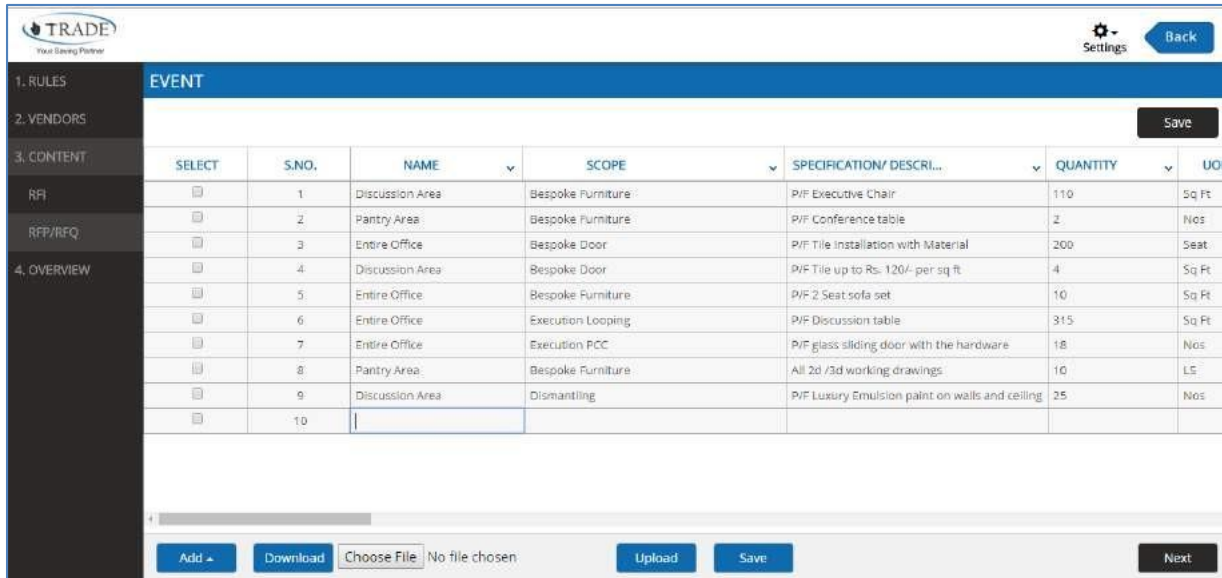
SR.NO.	QUESTION
1	Company Name
2	Company Address
3	Primary Contact Person & Email Id
4	206-17 Turnover

RFI – Request for Information

✦With Tap2Trade RFI, buyer can shortlist those organizations that are willing and able to fulfill requirements from list of potential vendors.

✦Buyer can define questions as per their own convenient within the application and can simply upload the excel in the application. Vendor can subsequently respond to the RFI.





SELECT	S.NO.	NAME	SCOPE	SPECIFICATION/ DESCRI...	QUANTITY	UOM
<input type="checkbox"/>	1	Discussion Area	Bespoke Furniture	P/F Executive Chair	110	Sq Ft
<input type="checkbox"/>	2	Pantry Area	Bespoke Furniture	P/F Conference table	2	Nos
<input type="checkbox"/>	3	Entire Office	Bespoke Door	P/F Tile Installation with Material	200	Seat
<input type="checkbox"/>	4	Discussion Area	Bespoke Door	P/F Tile up to Rs- 120/- per sq ft	4	Sq Ft
<input type="checkbox"/>	5	Entire Office	Bespoke Furniture	P/F 2 Seat sofa set	10	Sq Ft
<input type="checkbox"/>	6	Entire Office	Execution Looping	P/F Discussion table	315	Sq Ft
<input type="checkbox"/>	7	Entire Office	Execution PCC	P/F glass sliding door with the hardware	18	Nos
<input type="checkbox"/>	8	Pantry Area	Bespoke Furniture	All 2d /3d working drawings	10	LS
<input type="checkbox"/>	9	Discussion Area	Dismantling	P/F Luxury Emulsion paint on walls and ceiling	25	Nos
<input type="checkbox"/>	10					

RFP/ RFQ – Request for Proposal/ Quotation

✦ RFP/RFQ is a competitive bid document used when inviting vendors and subcontractors to submit a bid on projects or products along with scope, requirement, information etc. A technical specification must be provided as well as commercial requirements.

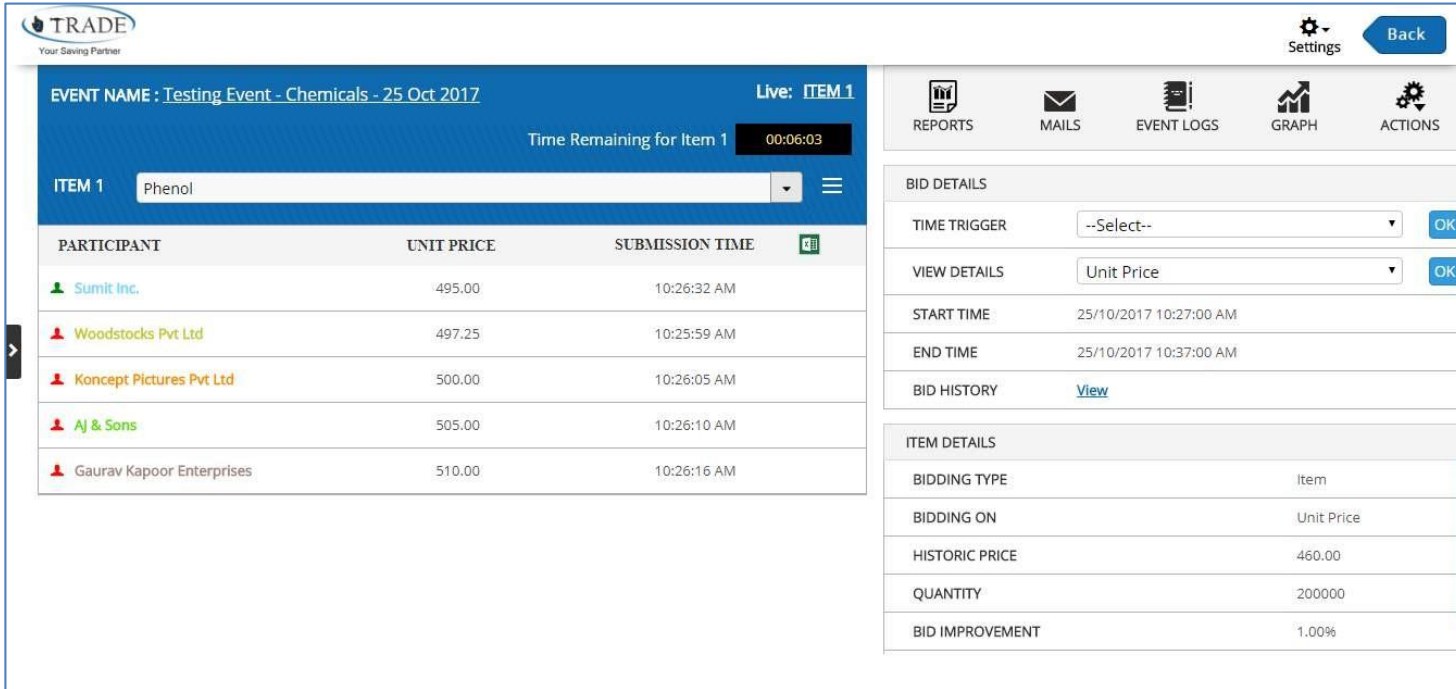
✦ Buyer can mandate which question is compulsory to answer and which is an optional one. Also what type of input is required to answer the question, text or number which helps the buyer to compare all vendor response on a single parameter.

✦ Buyer can define elaborative and detailed pricing parameter to get the break up with the shortlisted vendors. Basis the price quotation received, buyer can route the shortlisted vendors for final negotiation on Tap2Trade Reverse Auction.



Tap2Trade Auction

Buyer – Bidding Screen (Web App)



The screenshot displays the Tap2Trade Auction Buyer Bidding Screen for the event "Testing Event - Chemicals - 25 Oct 2017". The current item is "Phenol" (ITEM 1), and the time remaining is 00:06:03. The interface includes a top navigation bar with "Settings" and "Back" buttons, and a sidebar with "REPORTS", "MAILS", "EVENT LOGS", "GRAPH", and "ACTIONS".

BIDDING TABLE:

PARTICIPANT	UNIT PRICE	SUBMISSION TIME
Sumit Inc.	495.00	10:26:32 AM
Woodstocks Pvt Ltd	497.25	10:25:59 AM
Konzept Pictures Pvt Ltd	500.00	10:26:05 AM
AJ & Sons	505.00	10:26:10 AM
Gaurav Kapoor Enterprises	510.00	10:26:16 AM

BID DETAILS:

- TIME TRIGGER: --Select-- (OK)
- VIEW DETAILS: Unit Price (OK)
- START TIME: 25/10/2017 10:27:00 AM
- END TIME: 25/10/2017 10:37:00 AM
- BID HISTORY: [View](#)

ITEM DETAILS:

- BIDDING TYPE: Item
- BIDDING ON: Unit Price
- HISTORIC PRICE: 460.00
- QUANTITY: 200000
- BID IMPROVEMENT: 1.00%

Reverse Auction

Tap2Trade Reverse Auction helps Buyer to get best of the negotiation real time, where vendor can bid either from web or mobile application.



Tap2Trade portal is equipped with Reverse Auction techniques like **Simple Reverse, RA with Additional Term, RA with Cost Break-down & Dutch Reverse Auction** in such a manner that Buyer can opt any technique any time for the negotiation process within a single event.

Simple Reverse Auction - Where Buyer can call for bids from vendors on single price parameter

ORA with Additional Term - Buyer have the flexibility to add any additional price to either making the competition apple to apple or to strengthen the competition if price difference is huge

ORA with Cost Break-down - Buyer can ask for Cost Break-down Bids of the item procured from the vendor

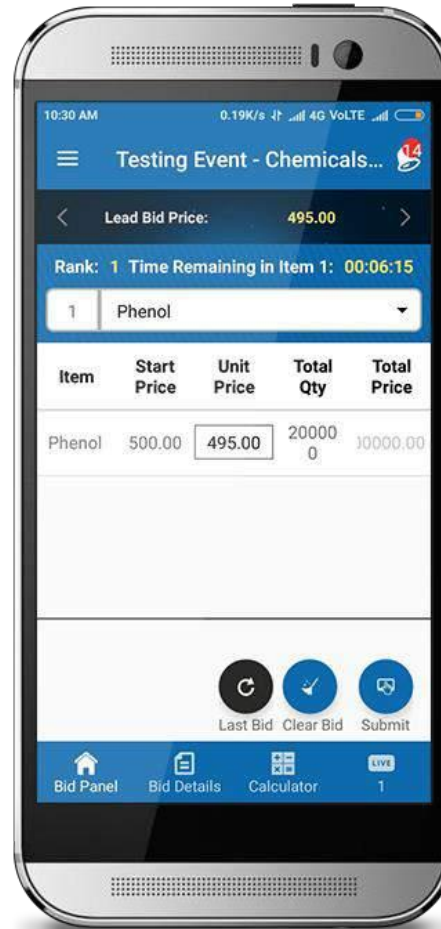
Dutch Reverse Auction - Buyer can opt Dutch Reverse Auction where there are less vendors or price gap is huge



Features of Reverse Auction

- ◆Auto extension of time helps all vendors to put in their best foot forward without any last minute advantage to any specific vendor, thus, results in best price negotiation for the Buyer.
- ◆Buyer can define the ceiling price (start price), bid improvement, if vendor Rank and lead bidder price will be visible or not.
- ◆Buyer can ask for price on multi item within a same auction, either on item itself or on sub item (sub element of a item) during the bidding or post bidding.
- ◆Buyer can disallow any vendor during the bidding to submit his price or can delete any unnatural bids of the vendor(s)
- ◆All actions taken by vendor or Buyer from login to logout will be captured and can be tracked by them or Admin during or post bidding any time in future.
- ◆Real time chatting between Buyer & Vendor enables the scope of giving last moment clarity on the same platform.





Forward Auction

Tap2Trade Forward Auction helps Clients to get best of the negotiation real time, where vendor can bid either from web or mobile application.

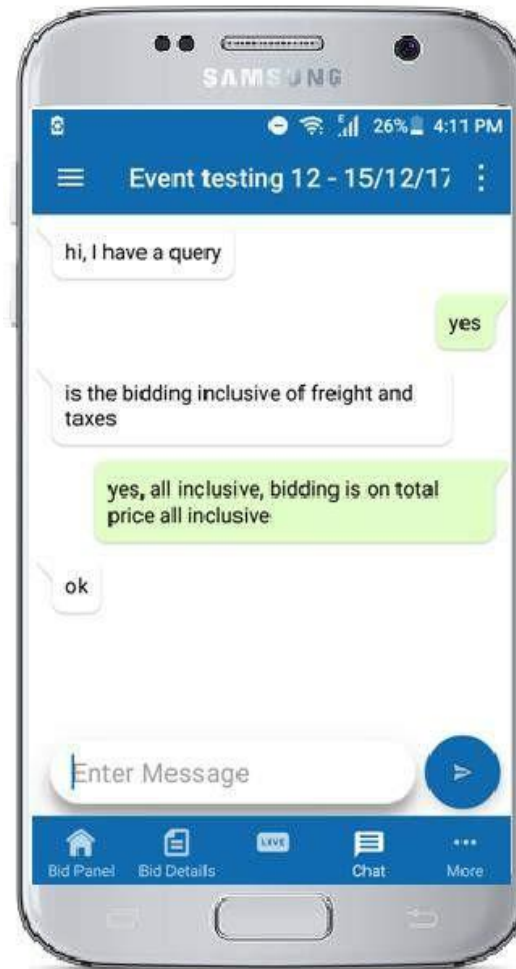


Features of Forward Auction

- ◆ Auto extension of time helps all vendors to put in their best foot forward without any last minute advantage to any specific vendor, thus, results in best price negotiation for the Buyer.
- ◆ User can define the floor price (start price), bid improvement, if vendor Rank and lead bidder price will be visible or not.
- ◆ User can ask for price on multi item within a same auction, either on item itself or on sub item (sub element of a item) during the bidding or post bidding.
- ◆ User can disallow any vendor during the bidding to submit his price or can delete any unnatural bids of the vendor(s)
- ◆ All actions taken by vendor or User from login to logout will be captured and can be tracked by them or Admin during or post bidding any time in future.
- ◆ Real time chatting between User & Vendor enables the scope of giving last moment clarity on the same platform.



Buyer and Vendor Chat during Bidding

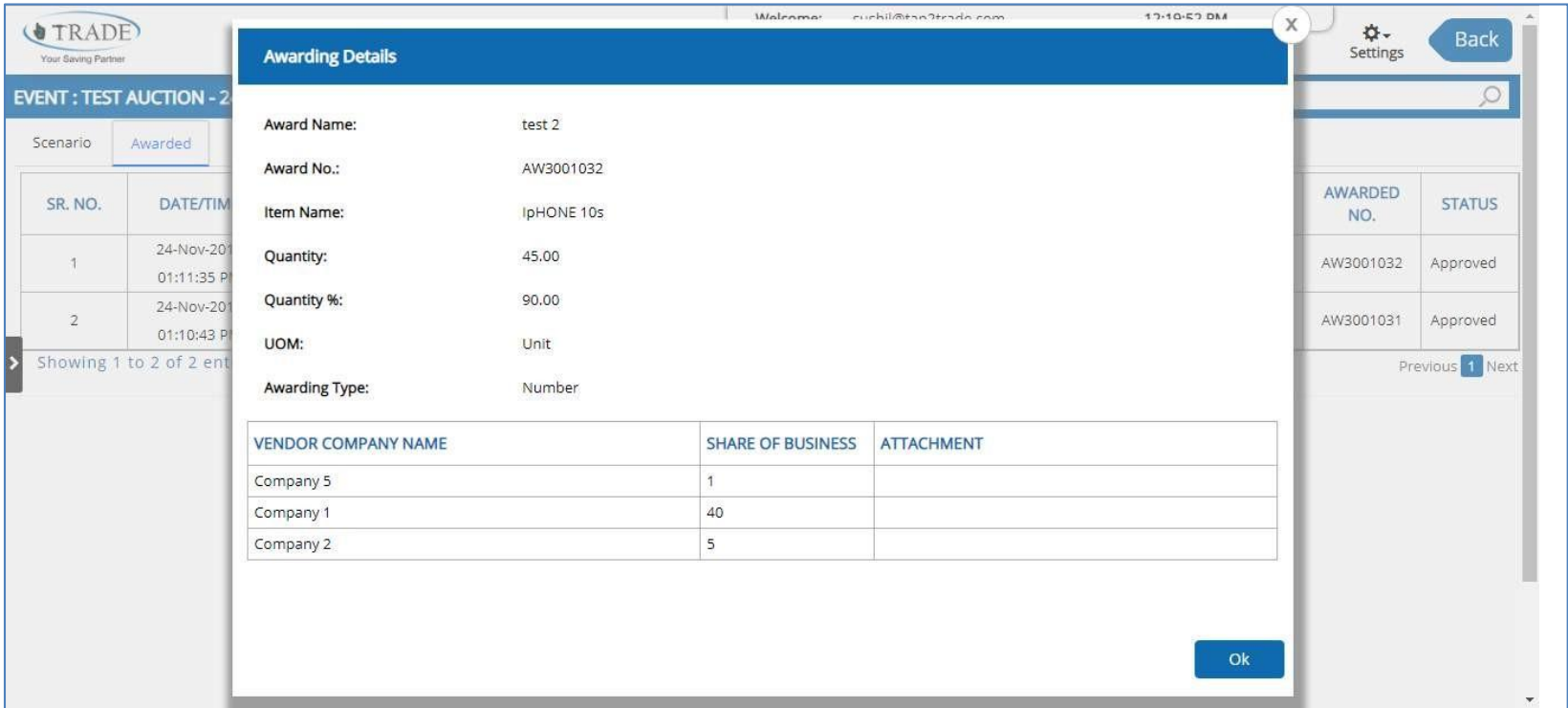


Real time chatting between Buyer & Vendor enables the scope of giving last moment clarity on the same platform.



Tap2Trade Order Awarding & PO

Buyer – Order Awarding (Web App)



The screenshot shows the 'Awarding Details' modal in the Tap2Trade web application. The modal contains the following information:

- Award Name:** test 2
- Award No.:** AW3001032
- Item Name:** IpHONE 10s
- Quantity:** 45.00
- Quantity %:** 90.00
- UOM:** Unit
- Awarding Type:** Number

Below the awarding details is a table showing the distribution of shares among vendors:

VENDOR COMPANY NAME	SHARE OF BUSINESS	ATTACHMENT
Company 5	1	
Company 1	40	
Company 2	5	


The background shows a table with columns 'SR. NO.' and 'DATE/TIME'. The 'Awarded' scenario is selected. A table on the right shows awarded items with columns 'AWARDED NO.' and 'STATUS'.

Order Awarding

Buyer can award single or multiple orders to vendor(s) basis the share of business within the system and same will be notified to the vendor and can be checked on both mobile and web application by the vendor





Buyer – Purchase Order (PO)



Welcome: sushil@tap2trade.com

12:28:23 PM

Settings 

Back 

EVENT PO **AUCTION NAME : TEST AUCTION - 24 NOV - TEST 2**

PO Date:

Vendor Name: Award Name:

test 1 test 2

	ITEM	DESCRIPTION	HSN	TOTAL QTY	QTY	DESCREPNY DESCRIPTION	RATE	AMOUNT
<input type="checkbox"/>	IpHONE 10s	abcd		40	40		68000	

Notes:

Payment Terms:

Delivery Terms:

Cartage: Inclusive Tax Enclusive Tax Grand Total:

PO

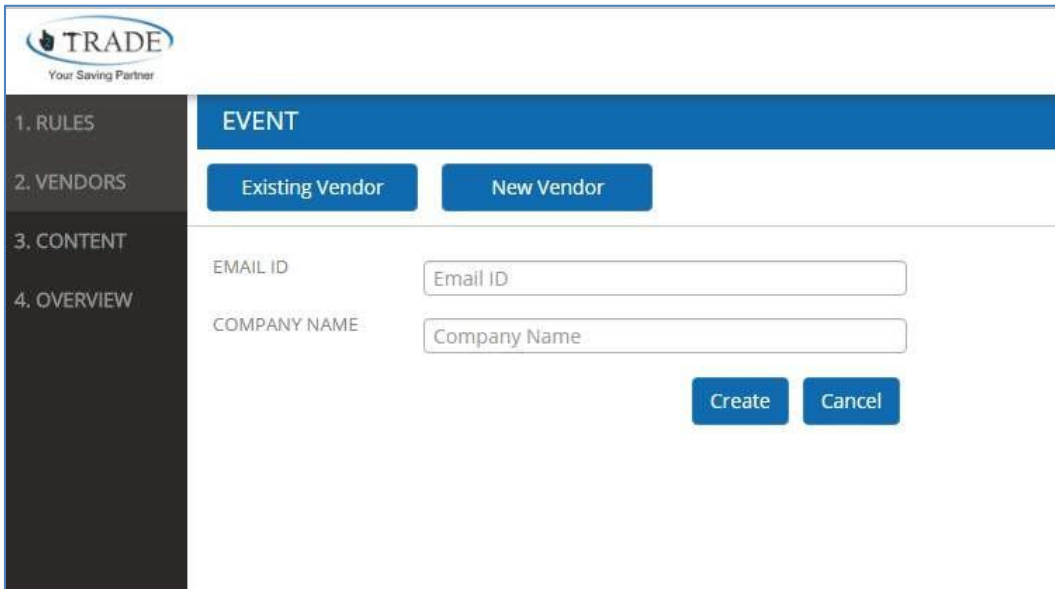
Buyer can raise the PO to the vendor from the Portal itself basis the awarding done. Vendor will receive the PO both on his registered email id and on application and same can be downloaded anytime.



Tap2Trade Vendor Invite/ On boarding


Buyer – Inviting Vendor in an Event

Buyers can add vendors by sending an **invite** to participate in Events (RFx/ Auction) on Tap2Trade



The web interface shows a sidebar with navigation options: 1. RULES, 2. VENDORS, 3. CONTENT, and 4. OVERVIEW. The main content area is titled 'EVENT' and contains two buttons: 'Existing Vendor' and 'New Vendor'. Below these buttons are two input fields: 'EMAIL ID' and 'COMPANY NAME'. At the bottom right of the form are 'Create' and 'Cancel' buttons.

Web



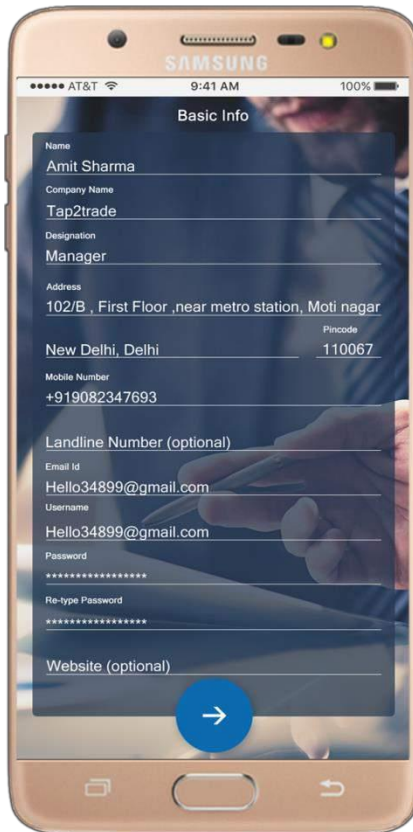
The mobile interface shows a 'CREATE VENDOR' screen. It features two input fields: 'Email ID' and 'Company Name'. At the bottom right of the form are two circular buttons: a blue button with a white 'X' and a blue button with a white checkmark.

Mobile



Tap2Trade Vendor Registration

Vendor Registration on Mobile on Invite



SAMSUNG
AT&T 9:41 AM 100%

Basic Info

Name
Amit Sharma

Company Name
Tap2trade

Designation
Manager

Address
102/B , First Floor ,near metro station, Moti nagar

Pincode
New Delhi, Delhi 110067

Mobile Number
+919082347693

Landline Number (optional)

Email Id
Hello34899@gmail.com

Username
Hello34899@gmail.com

Password

Re-type Password

Website (optional)

→



SAMSUNG
AT&T 9:41 AM 100%

Company Info

Corporation Date
Manager

Deals in
Mobile

Turnover (tentative)
1200000

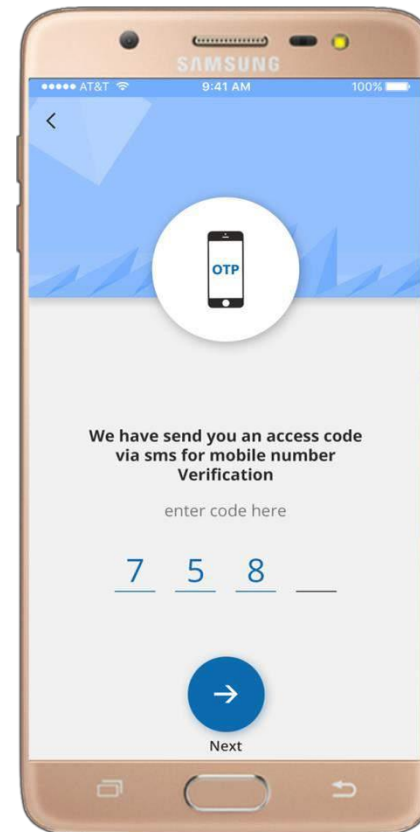
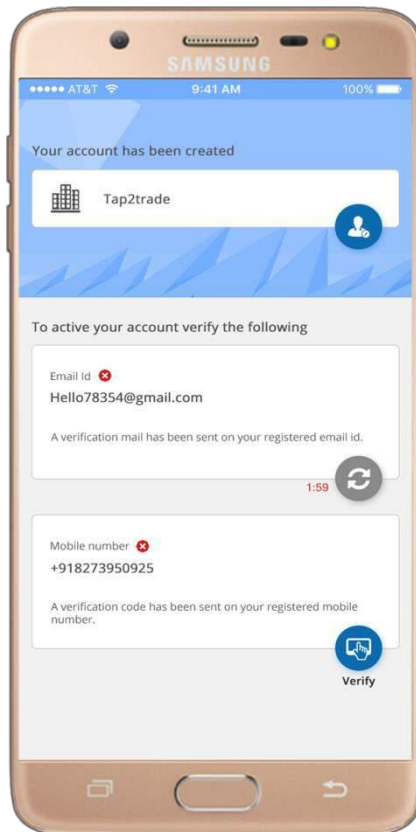
Registration No.
7582347693

Service Location
Delhi

👤



2-step verification process to validate his credentials in order to participate in the event.



Secure Platform

- **End to End Secured SSL – HTTPS**
- **Client Server Communication – Token Based**
- **SQL Server Database Security**
- **Communication Methodology – Base 64 Bouncy Castle**
- **Token Security – Microsoft Owin**
- **Servers – AWS (Amazon Web Service Cloud)**



Projected savings across different industries basis on research and analysis :



Manufacturing Industry

Category	Savings Range
Raw Material	0-6%
Fuel	2-8%
Freight	1-8%
Packaging	2-18%
Capex	2-24%
Marketing	5-20%
Safety Items	2-15%

Real Estate | Infrastructure Industry

Category	Savings Range
Raw Material	0-5%
Interior Décor	3-20%
AMC & Services	2-8%
Administrative Expenses	2-16%
Safety Items	3-15%
Printing & Stationary	4-14%
IT, Peripherals	5-18%
Capex	2-24%
Marketing & Promotions	5-20%



Chemical Industry

Category	Savings Range
Capex	2-24%
Administrative Expenses	2-16%
Freight	1-8%
Raw Material	1-5%
Packaging	2-18%
IT, Peripherals	5-18%
Printing & Stationary	4-14%
Safety Items	3-15%
Scrap	4-20%

Automotive Industry

Category	Savings Range
Raw Material	1-10%
Consumables	3-14%
Capex	2-24%
AMC & Services	3-16%
MRO	4-20%
Freight	1-8%
Oils & Lubricants	2-15%
Safety Items	3-15%
IT, Peripherals	5-18%
Marketing & Promotions	5-20%
Administrative Expenses	2-16%
Scrap	4-22%
Packaging	2-18%



FMCG Industry

Category	Savings Range
Raw Material	0-5%
Packaging	2-18%
Freight	1-8%
Capex	2-24%
Marketing & promotions	5-20%
IT, Peripherals	5-18%
MRO	4-20%
Printing & Stationary	4-14%
Administrative Expenses	2-16%
Fuel	2-8%
Chemicals	4-16%
Scrap	4-15%
AMC & Services	4-15%

Pharma & Hospital Industry

Category	Savings Range
Consumables	5-20%
Capex	2-24%
Packaging	2-18%
Pharmacy	4-30%
Freight	1-8%
Raw Material	0-12%
Administrative Expenses	2-16%
IT, Peripherals	5-18%
MRO	4-20%
Marketing & Promotion	5-20%
AMC & Services	4-15%
Safety Items	3-15%
Scrap	4-18%

