

## fairpartners Price List / Issued January 2012

### Use by Purchasing Organizations

fairpartners provides functions and services to **purchasing organizations** that support and optimize all of the typical work steps of purchasers: a centralized Business Center for procurement market research, supplier management, Requests for Quotation, tenders and auctions. Overall, these free of charge services also completely meet the demanding needs of web-based procurement platforms and e-sourcing solutions.

Once they have successfully registered, purchasers can use the fairpartners procurement platform and the related basic services free of charge. These services can frequently practically supplement purchasers' in-house sourcing platforms but are deliberately not intended to be integrated in such platforms.

fairpartners also designs and offers individual services that go beyond the basic services, are subject to charge and are offered in writing to the respective purchaser who may then explicitly order them.

### Use by Suppliers

Suppliers of goods and services can register as a **supplier** at fairpartners and use the procurement platform as a marketing instrument and as an additional sales channel.

Our platform offers you the following key benefits:

- the opportunity to present your company including company logo, self-portrait, a link to your home page, certifications and master data in the fairpartners Business Center
- the chance to apply as a supplier with renowned purchasing organizations
- individually configurable e-mail notifications about new Requests for Quotations (also Requests for Information, tenders and auctions)
- view access for Requests for Quotations of the respective purchasing organizations
- direct bid submission and management with the fairpartners platform

### Two Pricing Structures:

#### You can pay per Request for Quotations or pay a Flat Rate for a Fixed Period

Suppliers can register free of charge on the fairpartners procurement platform. If you select **Transaction-Related Billing**, you pay a transaction fee for unlimited access to each of the Requests for Quotations that are of interest to you and their direct follow-ups. You can switch from Transaction-Related Billing to the period-based Basic Service at any time.

Signing up for fairpartners **Basic Service**, which is subject to charge, entitles you to unlimited use of the full functional scope of the platform by one of your sales personnel for your chosen period (duration). When registering your company for the first time, we offer you the one-time opportunity to purchase our Basic Service for a three-month period.

### Additional Services for suppliers

In combination with the Basic Service, you also have the possibility to purchase our **User Plus** service, giving sales staff additional access to fairpartners.

The identity of people dealing on fairpartners must be clearly traceable. Therefore the passing on of access information to other people is not permitted, even to staff within your own organisation. Only registered users are allowed to use the services of fairpartners. In this way, all activities, particularly the submission of quotations or confidentiality declarations, can be clearly attributed to one person.

fairpartners offers registered suppliers a wide range of **Training Services**. You will find a detailed summary including prices in the fairpartners Academy section.

### Prices for suppliers

#### Basic Service

For 1 year*	€ 340.00
For 3 months*	€ 220.00

#### Transaction-Related Billing

Per Request for Quotations	€ 190.00
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#### User Plus (in combination with the Basic Service)

For 1 year*	€ 185.00
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### Automatic Extension of Period-based Services / Cancellation

\*Period-based Services will be automatically extended by one year at the appropriate price, unless the service has been terminated in writing by giving one month's notice to the end of the period.

### Invoicing and VAT

An invoice will be issued directly following registration, after subscription to a chargeable service or at the time of extension.

In addition to the conditions in this price list, the current version of our general terms and conditions also applies to all services used.

All prices are subject to VAT at the statutory rate.

**Any questions? We would be pleased to tell you how you can benefit from the functions and services provided by fairpartners. You can reach us at Tel. +49 6103 48569 – 10.**