



Marketplace Working Group Minutes

Date: 30th March 2021

Location: Zoom

Attendees: 9

5	Members	2	Steering Committee
1	Secretariat	1	Observer

Agenda

1. Reverse auction walk through
2. Discussion

Key takeaways

- *Reverse auction procedure was well received by suppliers*
- *Useful feedback was provided on useability and incentivising suppliers to come on board:*
 - *Need to ensure buyers will use the platform*
 - *Ability to upload multiple items at one time for later editing*
 - *Adding HS codes would be useful, but time consuming from a web development perspective*
 - *Initial specification details should be included in search function*


1. Reverse auction

1. Teng Hoi provided walkthrough of procurement process based on reverse auction approach
 - i. Having input criteria, purchaser can see number of suppliers who have the desired product
 - ii. Request for quotation sent to suppliers
2. Teng Hoi showed view as supplier and how to update system

Please delete name once you have reviewed the document: George, Cesar, Chris, Claire, Makiko, Dominic

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	Buyer: Peninsula HK RA ID: Y6LLLJUM Initiated: 30/03/2021 Updated: 30/03/2021	Amount: 30 kgs required by: 24/04/2021 delivery: to hotel Min star rating: 1
Chum Salmon, Dog Salmon, Keta Salmon 大麻哈魚, 狗吻鮭, 狗鮭, 秋鮭, 白鮭 Oncorhynchus keta		
quoted price / HK\$?	Quote ready	
<input type="text" value="2995"/>	<input type="checkbox"/>	
POC email *	POC name *	
<input type="text" value="george@supplier"/>	<input type="text" value="George Woodman"/>	
Supplier comments		
<input type="text" value="Can deliver the day before if required"/>		
<input type="button" value="UPDATE"/>		<input type="button" value="BACK"/>

2. Discussion

1. Feedback from suppliers:
 - i. Process is clear
 - ii. Platform can enable a more professional approach to procurement
 - iii. Platform can raise awareness with purchasers who aren't aware of nuances in purchasing seafood products

2. Challenge 1: Some prices will not fluctuate too much over 2-3 month period. Can suppliers have prices that remain on the site

Feedback: two pronged approach; Original marketplace format with set prices, reverse auction is additional functionality.

3. Challenge 2: Getting purchasers to go through platform and break with current approaches. Often WhatsApp or direct calls are used.

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Feedback: How MP2 helps; procurement may not know the details around which particular seafood is to be purchased

4. Challenge 3: sourcing large quantities takes planning as a supplier. This is when the communication between purchaser and supplier is important. The auction approach can make it difficult to address this.

Feedback: RA could be used as a means to provide a long-term contract

6. Question to suppliers: Would adding HS customs codes be useful?

Feedback: Yes, if from a reliable source.

Note: Adding this feature would be time consuming.

7. Question to Teng Hoi: Can we add initial specification details (fillet, whole etc.)?

Feedback: Within suppliers' own marketplace this could be provided. Teng Hoi will aim to try and provide this.

8. Question to Teng Hoi: Can multiple products be added at once, then edited on the platform?

Feedback: [George to complete]