



November 2010

## **Notification to Suppliers**

### **Submission of tenders/quotations via [www.webportunities.net](http://www.webportunities.net)**

We trust that you are already familiar with the above mentioned website which has been used by Foskor since August 2008 to advertise its procurement requirements and to collect responses from suppliers. Unfortunately, the website and its features have never been fully utilized by Foskor's buyers and likewise suppliers have gone back to the traditional methods of responding to tenders/quotations (fax and email).

**Suppliers are now requested to register and submit quotes/tenders via the website and not via fax or email.**

Receiving your responses to our tenders and requests for quotations via the website are preferred as it enables:

- Speedy, unbiased electronic evaluation of quotes/tenders and feedback to suppliers
- Full transparency and audit ability without the need to file paper based quotes/tenders
- Electronic maintenance of contracts (price adjustments)

Utilizing the website also offers significant benefits to you. Below are just some of them:

- You have the ability to quote/tender for items/services of choice, without invitation from buyers
- Your outstanding orders and contracts are displayed on the website with the ability to request price adjustments via the website
- Reduction in marketing and advertising costs
- Reduction in quotation/tender compilation costs
- **You can now advertise your company's profile on the website for any buyer/visitor to view at 10% of the cost available elsewhere for the same facilities. This helps us to quickly find you as a possible supplier of our requirements in case you have not already responded.**

**To enable you and our buyers to derive maximum benefit, we request your kind consideration to register and submit your tenders/quotations via the website.**

#### **Note that the website now also offers the following features:**

- Uploading of BBBEE and various other certificates
- Uploading "Special Offers" on your products
- Uploading of company brochure
- Linking to Materials Groups/Services that you can supply
- Linking to Brand names that you can supply
- Capturing contact detail of all your key personnel

If you are not yet registered, then click the link below to start the registration process on the website. Alternatively copy and paste it into your web browser's address bar and press enter.

<http://www.webportunities.net/login.aspx>

For assistance on the website, send an email via the Contact Us web page on the website or call:

Elmo Erasmus

Cell, South Africa: +27 (0)82 492 4946

Cell, Namibia: +264 (0)81 128 6388

Tel, Namibia: +264 64 402 403

**Tara Nawa Computer Software Solutions**

We hope to receive your favorable response to this communication and look forward to your active participation and an amicable future business relationship.

Sincerely

**Nonhlanhla Gumbi, Divisional Procurement Manager**

**Sifiso Mncube, Supplier Development**

**Sithembiso Mthiyane, Superintendent Tender and Contracts**

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