



## ConvergeTrade Auctions

The Fastest Way to the Best Deal

How many phone calls do you have to make to get one requisition filled? How much time do you spend negotiating contracts or waiting for brokers to call you back? Instead of taking days to reach dozens of potential buyers or sellers, you could be reaching thousands in just minutes—with an online auction.

### We want to make your job easier!

Online auctions are the best way to buy and sell parts, assemblies, and finished goods. And ConvergeTrade Auctions bring the efficiencies of online auctions to the high-tech industry. With ConvergeTrade Auctions you will sell higher, buy lower, and close faster than you ever thought possible.

#### We Help Buyers

- Lower direct material costs
- Reduce procurement cycle time
- Access global inventory
- Lower transaction costs and inventory
- Ensure timely delivery

#### We Help Sellers

- Increase recovery on excess products
- Move inventory faster
- Extend your reach to new markets
- Reduce marketing costs
- Reduce phone calls

At Converge, we believe your time is too valuable to waste. We make you more productive by bringing the global marketplace to your desktop. With one mouse click, connect with manufacturers, suppliers, brokers, resellers, and computer assemblers around the world. We streamline the process of buying and selling to make your job easier.

**LIQUIDITY:** We offer the industry's most efficient matching of supply and demand.

**EASY ACCESS:** Access ConvergeTrade Auctions from any browser—no need to install or maintain complex software.

**SECURITY:** You control the data and who can access it.

**TRAINING:** Our online training materials give you a fast ramp to results.

**GLOBAL SCOPE:** We open the world to every auction service.

## ABOUT CONVERGE

Converge is an independent global company founded by and for the high-tech industry to maximize efficiencies. Our founders are 15 leading manufacturers whose combined revenues compose 40 percent of the annual \$800 billion component market. Converge provides a trusted industry environment that consists of a network-based set of technologies, solutions, and services. This environment allows companies across the industry to build common processes and conduct business with maximum efficiency.

## Converge offers four types of auctions:

### SALES AUCTIONS

Sales auctions enable you to sell new products to existing customers or to find new channels. You can also use these auctions for price discovery.

### RFQ AUCTIONS

RFQ auctions enable you to compare quotes from qualified suppliers. Open bids promote competition to give you the best price, terms, and delivery.

### EXCESS AUCTIONS

Excess or "End of Life" auctions enable you to get rid of excess inventory quickly by selling on the spot market.

### SHORTAGE AUCTIONS

Shortage auctions enable you to quickly fill an emergency shortage by providing instant access to the global spot market.

All ConvergeTrade Auctions offer the following features:

**PRIVACY:** Reach our entire community of bidders or create a private auction for a selected group.

**RESERVE PRICING:** As an originator, set a predetermined price that must be reached for the auction to close. This protects your margins and allows you to generate interest with an attractive starting price.

**PROXY BIDDING:** As a bidder, you can commit in advance to the lowest or highest price you are willing to offer. Proxy bidding will automatically increment or decrement your bid without the need to constantly monitor the auction.

## GETTING STARTED

**BIDDERS:** Visit [www.converge.com](http://www.converge.com) to register. Once you're authorized, our online training will bring you up to speed quickly and easily.

**ORIGINATORS:\*** Please contact [info@converge.com](mailto:info@converge.com) or call us toll-free at 877-693-5694. (Outside the U.S., call 310-824-6529). A Converge representative will help you get started.

\*Currently limited to Converge founders