

# Offer

**Offers** are an essential business object of the [purchasing contract negotiation process](#), which uses them as the main communication element. Upon receipt of an offer by one party participating in the [negotiation phase](#) they can accept the offer, reject it or make a counter offer. The [negotiation phase](#) ends with an offer which all parties mutually agree on, which forms a [purchasing contract](#) object. It is created and then signed by all parties. Once this is done, the customer party can create one or multiple [procurement orders](#).

An offer always consists of one offer header and one or multiple offer positions:

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## Offer header

## Offer positions

## B-Op Integration

Offers and RFPs are exchanged automatically over the [b-op network](#) with other [b-op Digitals](#) taking part in the negotiation phase, as long as both sides mutually share the [b-op trustrelation](#) "[Allow Offer-Negotiations](#)" of the [b-op tradesphere](#) with the other business participant. When a customer wants to enter the negotiation phase with multiple suppliers at the same time, he may use the [RFP process](#) which requests from a list of suppliers an initial offer.

## Related articles

[Offer slip document type](#)