

Offer negotiation phase

The [offer](#) negotiation phase is an optional precursor to a [purchase order](#). It allows the customer and the supplier to digitally implement and document the negotiataion process. Especially in tender offers this is an essential part of the purchasing process.



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Proposing negotiation actions

- **Purchase request** - proposal made by the customer to one or more suppliers. This entity is also used for the Request for Proposal process (RFP)
- **Offer** - proposal made by the supplier to the customer
- **Counter offer** - The supplier is not happy with the purchase request of the customer and sends an offer instead with the terms desirable for him.
- **Counter purchase request** - The customer is not happy with the offer of the supplier and sends a purchase request instead with the terms desirable for him.

Confirmative negotiation actions

- **Purchase request confirmation** - the supplier confirms the customer's purchase request. This allows the customer to create a purchase order.
- **Offer confirmation** - the customer confirms the supplier's offer. Immediately a purchase order is created on the customer side.



Confirmative actions mark the end of the negotiation process as they mean that a mutual agreement has been reached.

Related articles

- [Offer](#)
- [Purchase order](#)

Related development articles

- [Dev:Offer negotiation status history entries](#)