

Electronic Reverse Auctions (e-RA) represent an innovative way to purchase products or services on an electronic marketplace. This modern purchasing tool provides to purchasers many benefits, such as greater savings and enhanced transparency of the buying process. On the other hand, it is often regarded as controversial, mostly because it can damage cooperative buyer–supplier relationships.

This contribution aims to critically discuss prospects of e-RA use in the construction sector. The appropriateness of e-RA is viewed from the perspective of the role of participant (purchaser vs. bidder), type of the buying institution (private vs. public) and the character of buying situation. In this context, main drivers and barriers are also introduced.