



# GOVBUY PROCUREMENT CONFERENCE

November 21-22, 2024

Empire State Plaza Convention Center, Albany, NY

# Using Reverse Auctions in Your Procurements

Meeting Room 5 | 3:15 PM – 4:15 PM

## MODERATOR / PRESENTER

Harry Brown, CMS2, OGS Procurement

## PRESENTERS

Stefania Talarico, Account Executive, EASiBuy, LLC

Stacie Craft, CMS1, OGS Procurement

Cindy Sisloff, President, eBridge Business Solutions, LLC

# Agenda

- I. Understanding Reverse Auction (RA)
- II. Overview of the RA Process
- III. On-Line Reverse Auction Statewide Contract
- IV. EASiBuy, LLC
- V. OGS RA Successes
- VI. eBridge Business Solutions, LLC

# Understanding Reverse Auction



# Understanding Reverse Auction

A reverse auction is a procurement process where Authorized Users invite suppliers to bid on providing a product or service. But unlike a traditional auction, where sellers compete to offer the highest price; in a reverse auction, suppliers compete to offer the lowest price:

1. **Authorized User:** A government entity that specifies their need and sets the criteria for the RA.
2. **Contractor:** Vendors awarded a statewide contract.
3. **Event:** The actual auction that may have a set time limit, after which the lowest bidder(s) wins the contract.
4. **Multiple Suppliers:** No less than two (2) suppliers can participate and submit bids during the auction.
5. **Price Competition:** Depending on how the RA is structured, suppliers will either lower prices and/or increase the percentage discount to win a contract. In turn, leading to competitive pricing.
6. **Flat-Fee Percentage:** The agreed upon fee paid to contractors by the Authorized Users.
7. **Fixed-Fee Percentage:** a predetermined percentage fee that a seller (or supplier) agrees to pay to the auction platform or facilitator (contractor)

Reverse auctions are commonly used in seeking to reduce costs while acquiring goods or services. They are conducted online with contractor platforms to facilitate the bidding process. Results can be ranked by price only or include non-price factors.

# When is a Reverse Auction Used?

Common uses for reverse auctions can be:

- Government Procurement
- Construction Projects
- Public Sector Bidding
- Supply Chain Management
- E-commerce Platforms
- Energy Procurement
- Bulk Purchases
- Cost-Reduction Initiatives

Overall, a reverse auction can be a useful tool in any situation where multiple suppliers are competing to offer the lowest overall price for the same goods or services, leading to cost savings for an Authorized User.



# The Reverse Auction Process

**GOVBUY** PROCUREMENT  
CONFERENCE



# Authorized User Responsibilities

## Scope; Anticipated Spend & the RFQ Process

- Pursuant to State Finance Law §163(10)(c), Authorized Users must base their selection on the most practical and economic alternative that is in the best interests of the State
- The AU must determine a clear and concise scope of commodities/services that includes estimated quantities and spend.
- Once scope is established, AU to submit a RFQ to all contractors on the OGS RA Contract .
- Once the quotes are received, AU is responsible for reviewing all quotes and awarding a contractor to perform reverse auction services.
- The Authorized User will select the Contractor offering the best value that meets the Authorized User's form, function, and utility requirements. Best value may be equated to the RFQ resulting from the lowest cost
- AU to incorporate supplier agreement with RA Contractor as part of their solicitation documents.



# Authorized User Responsibilities

\*Authorized Users and Contractors will work together in planning the actual RA event

- The AU will develop a solicitation document for suppliers to participate in an RA Event (may include assistance from the RA Contractor).
- The AU will release and manage the solicitation process.
- Upon receipt of potential supplier proposals, AU shall evaluate proposals.
- Any suppliers meeting all qualifications of the solicitation shall advance to the RA process.

# Contractor Responsibilities

\*Authorized Users and Contractors will work together in planning the actual RA event

## Reverse Auction Event

- RA Contractor will develop the bid Platform
- AU will provide all pre-qualified suppliers to RA Contractor
- Training to be provided to all suppliers by the RA Contractor
- Suppliers to submit Placeholder Bids to RA Contractor as per agreed terms
- Live On-Line Reverse Auction Event held as per agreed upon date and time(s)
- Real-Time Bid Management
- Quality Assurance including, but not limited to supplier assistance.
- RA to end at the conclusion of final bid submitted and/or pre-determined time limit.

# Post-Bid Responsibilities

## The Post-Auction Event Process

- RA to provide final bid reports after the conclusion of the RA event to AU which may include:
  - Ranking; Number of Bids; First Place Turn-Overs; Projected Savings; Final Ranking of each line item
- Authorized Users will review the contractor reports and select supplier(s) for award.
- The Authorized User will make an award to supplier(s) based on lowest price and/or best value.
- Authorized User will begin contract negotiations with supplier(s).
- Authorized User will proceed with continued procurement process and approval.
- RA Contractor will bill suppliers as per supplier agreement



# OGS On-Line Reverse Auction Statewide Contract

**GOVBUY** PROCUREMENT CONFERENCE



# Group 79016 / Award 23060

## Online Reverse Auction Services

- Multiple Award Statewide Centralized Contract
- Contract Period: September 1, 2017 – August 31, 2025
- Contract Link:  
<https://online.ogs.ny.gov/purchase/snt/awardnotes/7901623060can.htm>

# Current Vendors on Contract

Updated: November 6, 2024

Group 79016 – On-Line Reverse Auction Services (Statewide)			
Award Number: <a href="#">23060</a>		Contract Period September 1, 2017 – August 31, 2025	
OGS CONTRACT NUMBER	CONTRACTOR INFORMATION		CONTRACT SPECIFICS
PS67839	<b>EASIBUY, LLC</b> 265 W Main St Ste 203 Kent, OH 44240  Federal ID: 38-3974397 NYS Vendor ID: 1100186895	Phone: 716/548-9225 Ms. Stefania Talarico  E-Mail: <a href="mailto:stefania.talarico@coretrustpg.com">stefania.talarico@coretrustpg.com</a>  Website: <a href="http://www.easibuy.com">www.easibuy.com</a>  Business Hours: Monday-Friday, 8 AM to 5PM ET	<a href="#">Executed Contract</a>  <a href="#">Pricing</a>  <a href="#">Supplier Agreement</a>  Contractor will accept the NYS Purchasing Card with a Minimum \$100 purchase Amount.
PS67840	<b>EBRIDGE BUSINESS SOLUTIONS LLC</b> 7501 New LaGrange Rd Ste 2000 Louisville, KY 40222  Federal ID: 20-8344206 NYS Vendor ID: 1100187557	Phone: 877/245-8880 502/495-2855 Ms. Margie Ragland  E-Mail: <a href="mailto:eBridge.ny@ebridgeglobal.com">eBridge.ny@ebridgeglobal.com</a>  Website: <a href="http://www.ebridgeglobal.com">www.ebridgeglobal.com</a>  Business Hours: Monday-Friday, 8 AM to 5PM	<a href="#">Executed Contract</a>  <a href="#">Pricing</a>  <a href="#">Supplier Agreement</a>  Contractor does not accept the NYS Purchasing Card.

# Auction Types

Event Type	Description
Standard Reverse Auction	Give specific part numbers and quantities. Supplier gives their unit price for each part number. <b>Lowest total dollars</b> would be the apparent low bidder (supplier).
Percentage Off List Price*	The bidder (supplier) with the <b>highest combined Percent off list</b> would be the apparent low bidder.
Percentage Over Supplier's Cost**	Bidder (supplier) with the <b>lowest combined Percent over cost</b> would be the apparent low bidder.
Fixed Amount Off List Price*	Bidder (supplier) with the <b>highest combined amount off list</b> would be the apparent low bidder.
Fixed Amount Over Supplier's Cost**	Bidder (supplier) with the <b>lowest combined amount over cost</b> would be apparent low bidder.

# On-Line Reverse Auction Event Fixed-Fee Percentage (Not to Exceed)

Pricing for an On-Line Reverse Auction Event shall be quoted at the time of RFQ and is a Percentage Rate based on a sliding scale of Projected Contract Value of the Event. The sliding scale is set at breakpoints of:

- Under \$2,000,000
- \$2,000,001 - \$5,000,000
- \$5,000,001 - \$10,000,000
- \$10,000,001 – and over

Suppliers are billed and pay the contractor directly based on this flat transaction fixed fee percentage.



# Hourly Rates for Additional Services (Not to Exceed Pricing)

Authorized User will pay directly to the Contractor for the following Services:

- Consultation on which Projects to Reverse Auction and how to structure the Reverse Auctions
- Research potential suppliers to participate in Reverse Auctions as needed
- Hourly rates may be determined at the time of RFQ.

The total hourly cost of each listed service above, shall not exceed \$25,000 per Authorized User agreement

# Determining Projected Spend of a Reverse Auction

Authorized User will determine awarded contract dollar amount of the commodity(ies) and/or service(s) being reverse auctioned taking the following list into consideration:

- Net contract value
- Historical sales
- Dollar amount of projected savings

The terms of the projected spend of a Reverse Auction event shall be agreed upon between the Authorized User and the Reverse Auction Contractor prior to the event.

# Contractor Compensation

- Agreed upon Fixed Fee Percentage or flat dollar amount is billed to and paid by the awarded Supplier
- Authorized User shall be responsible for paying Hourly Rates for any Additional Services (Consultation and Assistance)

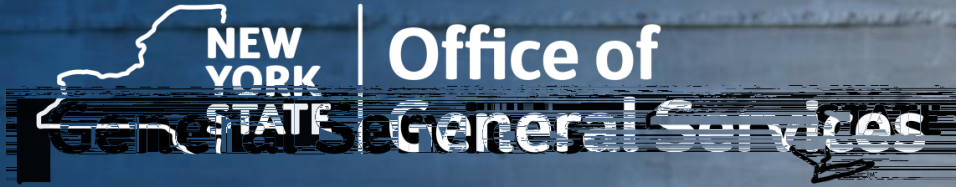
# Contract Expiration and Upcoming Solicitation

- The current contract expires August 31, 2025



# GOVBUY PROCUREMENT CONFERENCE

Questions on Understanding Reverse Auctions or the OGS Contract?



**EASiBuy, LLC**

**GOVB**BUY PROCUREMENT CONFERENCE



# Agenda

- I. Intro
- II. Managed Reverse Auction 101
- III. Managed Reverse Auction Benefits
- IV. EASiBuy mRA Process

# How Does the Reverse Auction System Work?

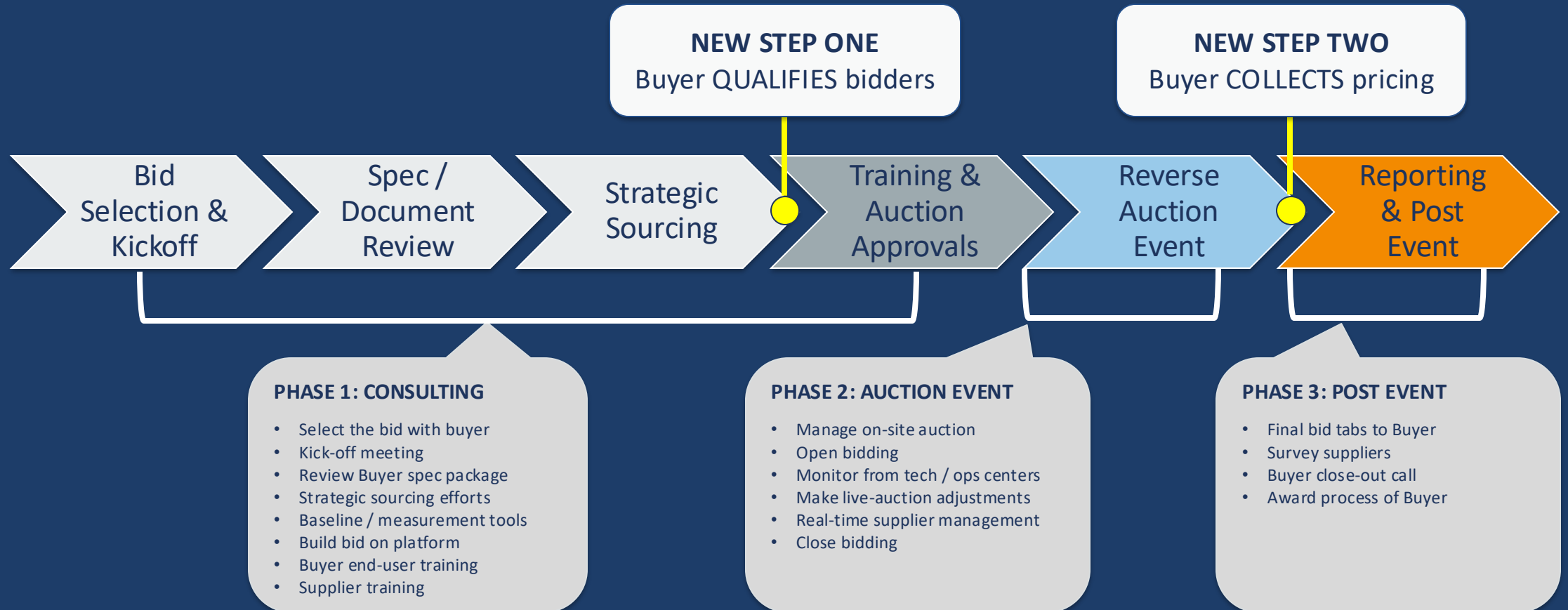
## Reverse auctions are:

- an online web-based platform
- where qualified suppliers bid against each other in real-time
- by placing multiple lowering bids
- in an effort to achieve first place
- at the conclusion of a defined time period
- rank can be price only or include non-price factors
- buyer can award to any vendor no matter their final rank.



# Managed Reverse Auction Process

Driving transparency, competition and cost savings



# Service Offerings – Managed Reverse Auction

Driving Cost Savings, Efficiency & Transparency Purchasing

Buying Agency



## mRA Services

Staff Augmentation



eRA Process & Software



- Bid Selection
- Bid Development
- Market Research
- Strategic Sourcing
- Supplier Training
- eRA Event Management
- Results Reporting

Supplier



# EASiBuy's Experience

Experts in Public Sector Procurement

EASiBuy provides a multi-phase procurement process for state and local governments

Solution is not just a software solution – our front-end professional services and consulting set us apart

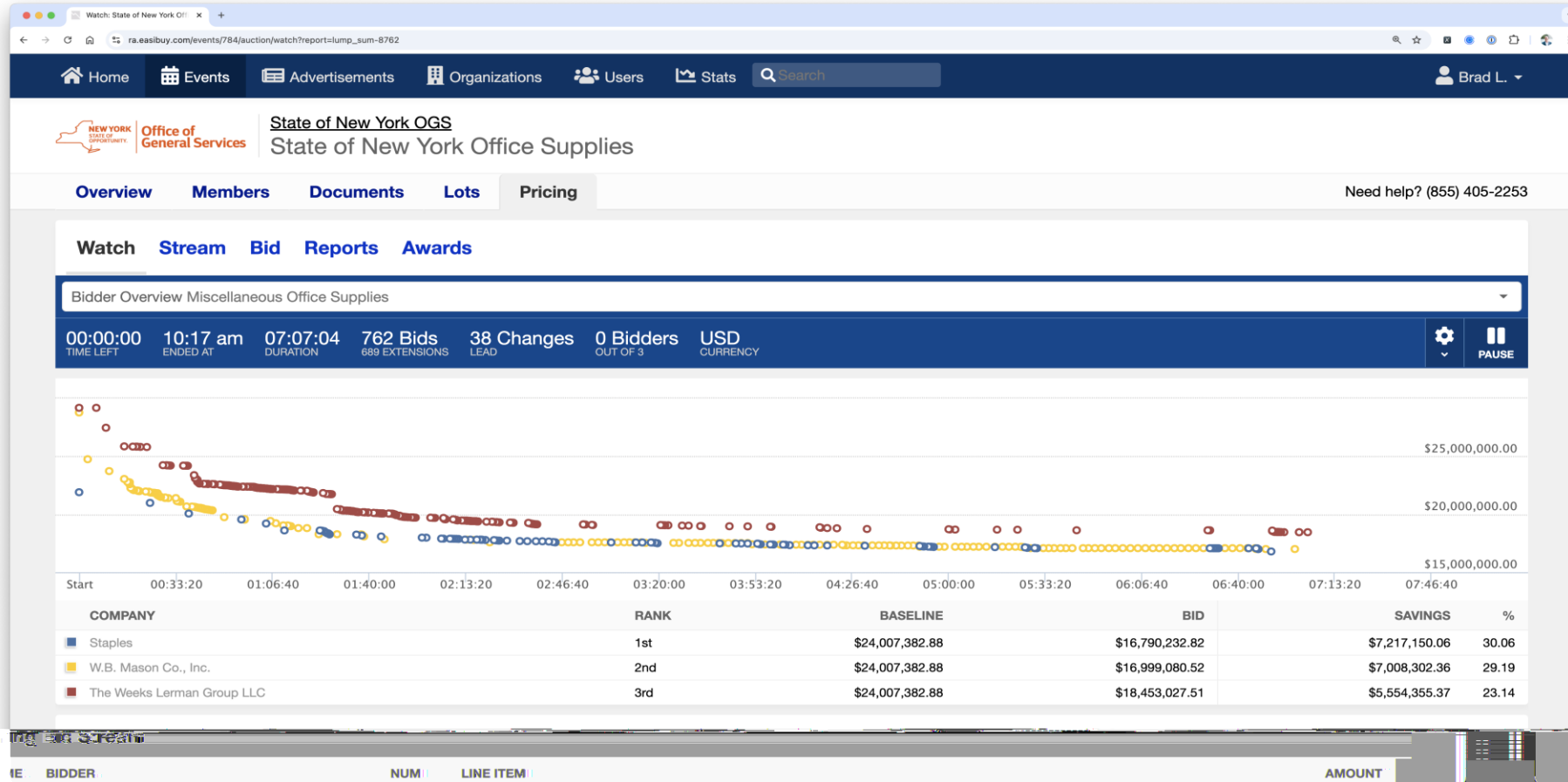
We provide on-site or virtual on-site management of all dynamic pricing event

We work with some of the largest governments and agencies in the U.S.

Our solution preserves the sealed bid environment required in government procurement solutions

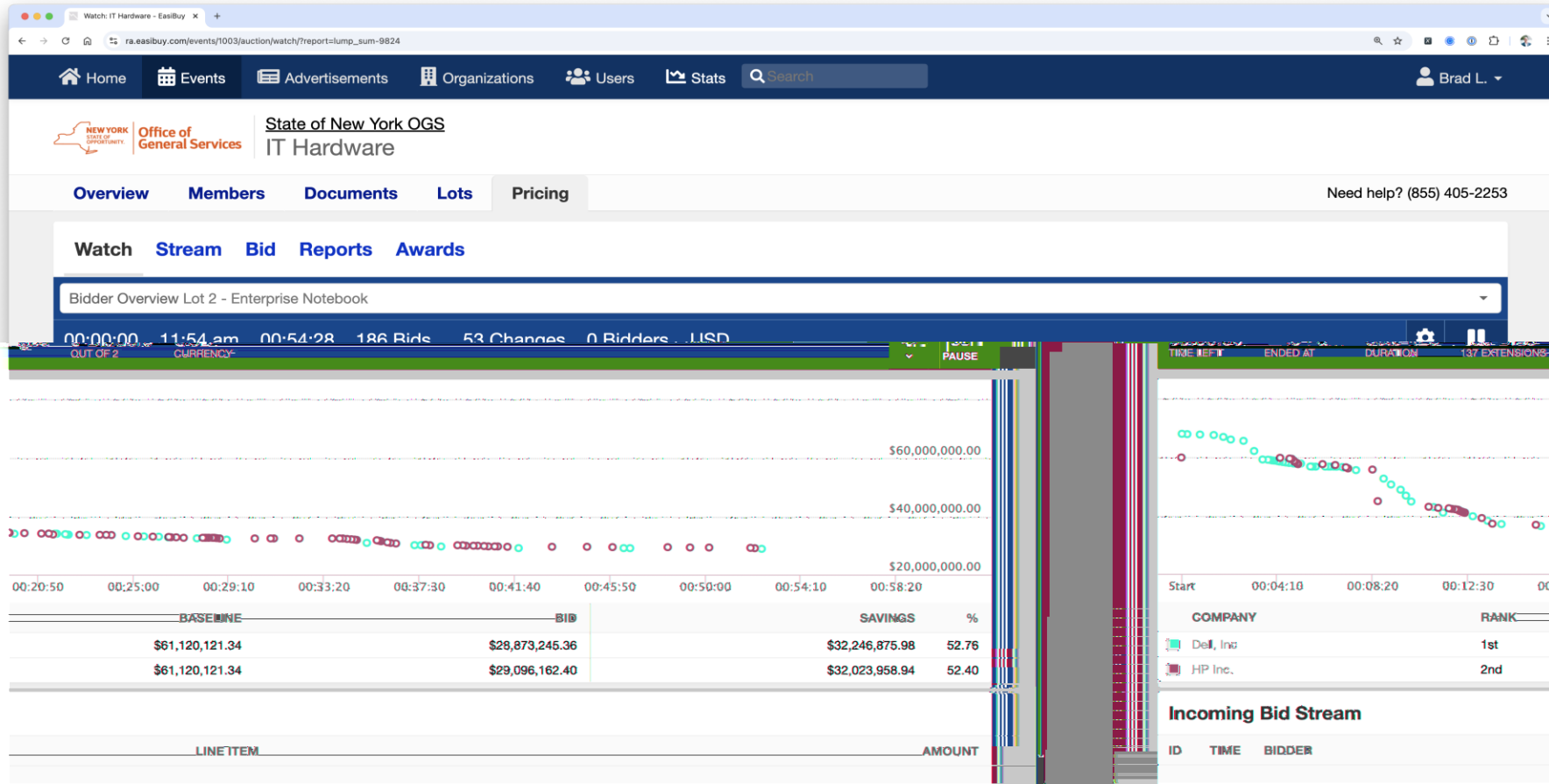
# EASiBuy's Experience

## Experts in Public Sector Procurement



# EASiBuy's Experience

## Experts in Public Sector Procurement



# Managed Reverse Auction Success Road Map

## What is Success?

---

**A reverse auction is deemed successful when the outcome achieved includes:**

---

Increased Transparency

---

Increased Supplier Participation & Competition

---

Increased Savings and Market Prices

---

Efficient use of Time and Resources

---

No Protests Filed

# EASiBuy's Experience\*

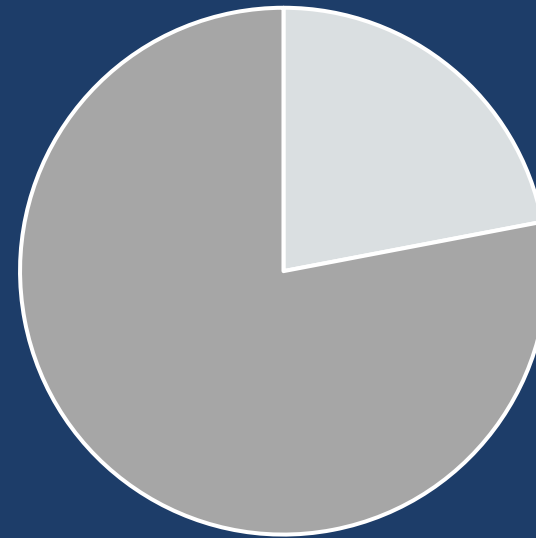
Delivering success across the public sector



**1654**  
Events



**\$4.2B**  
Baseline Spend



**20.4%**  
Overall Savings

\*Vendor centric model no direct cost to the State

# Categories to Consider

## Driving Value

- It Hardware
- Asphalt, Concrete, Aggregates
- Aluminum Sign Blanks
- Guide Rail
- Heavy Equipment
- Asphalt Maintenance Equipment
- Fuel
- Traffic Paint
- Vehicles
- Office Supplies
- Paper
- Electrical equipment
- Lighting
- Barricades & Rails
- Controller Unit, Traffic Signals
- Street lighting nodes & Gateway
- LED traffic signal modules
- Buses
- Construction/general contractors
- Rebar



# EASiBuy Contacts

---

## Stefania Talarico

Account Management

[stefania.talarico@coretrustpg.com](mailto:stefania.talarico@coretrustpg.com)

(716) 548-9225

## Brad Landers

Product & Contracting

[brad@easibuy.com](mailto:brad@easibuy.com)

(772) 532-6019



# GOVBUY PROCUREMENT CONFERENCE

Questions for EASiBuy?



NEW  
YORK  
STATE

Office of  
General Services

# OGS Procurement Reverse Auction Successes

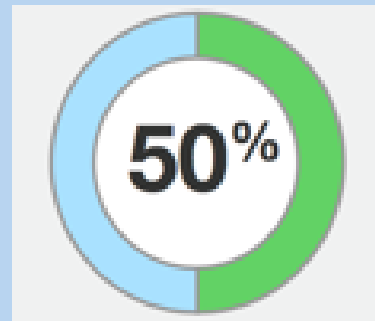
**GOVBUY** PROCUREMENT  
CONFERENCE



# Reverse Auction Success Stories

## IT Hardware

Baseline spend of \$82.8 Million with 2 vendors participating, resulting in 391 bids and 120 lead changes



**\$41.5M**  
**Saved**

# Solicitation RFQ -16-01 Hardware Aggregate Buy

## Two Phased Solicitation

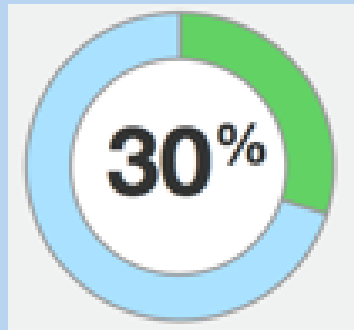
Phased Solicitation issued by the New York State Office of General Services (OGS) Procurement Services (PS) for the purposes of awarding a two (2) year statewide Aggregate Buy for standardized end user devices.

- Phase 1: Pre-qualification of Suppliers for technical requirements based on extensive workshops with major IT purchasing organizations (ITS, SUNY, NYSED, etc.). Only Suppliers deemed responsive and responsible at the conclusion of Phase 1 were eligible to participate in the Phase 2.
- Phase 2: Reverse Auction/Online Bidding Event.

# 2017 Office Supplies

## Office Supplies

Baseline spend of \$72 Million with 3 vendors participating, resulting in 762 bids and 38 lead changes



**\$21.6M**  
**Saved**

# 2024 Office Supplies

## Office Supplies

Baseline spend of \$112,788,498 with  
3 vendors participating, resulting in 1654  
bids and 228 lead changes

**\$52,000,000**

**Saved**

**46% Savings**

# Solicitation 23273 – Miscellaneous Office Supplies

## Phased Solicitation

Phased Solicitation issued by the New York State Office of General Services (OGS) Procurement Services (PS) for the purposes of awarding a three (3) year statewide commodity Contract for Miscellaneous Office Supplies

- Phase 1: Pre-qualification of Suppliers for responsiveness and responsibility. Only Suppliers deemed responsive and responsible at the conclusion of Phase 1 were eligible to participate in the Phase 2
- Phase 2: Reverse Auction/Online Event



# Solicitation 23273 – Miscellaneous Office Supplies

- One Contract award made to the Supplier having the lowest Grand Total Bid at the conclusion of the Phase 2 Reverse Auction/Online Event
- For evaluative purposes, a Core List of 238 Products and a Non-Core List consisting of 574 Products subdivided into twelve (12) subcategories was used.

# Solicitation 23273 – Miscellaneous Office Supplies

## Core List

- 238 Products
- Estimated Quantities
- 75% of Contract Spend
- Bid on a Line Item Basis

# Solicitation 23273– Miscellaneous Office Supplies

## Non-Core List

- 574 Products
- 12 Subcategories:
  - Office Supplies
  - Technology
  - Paper
  - Ink & Toner (Various OEMs)
  - Jan/San
  - Breakroom
- 25% of Contract Spend
- Single Discount per Subcategory

# Solicitation 23273– Miscellaneous Office Supplies

## Reverse Auction (RA) Details

- RA held on two days
  - May 9<sup>th</sup> @ 9:00 am - 4:00 p.m. & May 10<sup>th</sup> 9:00 a.m. - 10:13 am
  - RA concluded when final bid was placed
- Average Time Between Bids: 34 Seconds
- Extension: 1,530 extensions during the RA

# Bids for Phased Solicitation 23000-23273 - Miscellaneous Office Supplies (Statewide)

Phased Solicitation 23273 - Miscellaneous Office Supplies (Statewide)	
Phased Solicitation 23273 - Miscellaneous Office Supplies (Statewide)	
Description	Initial Bid
Grand Total Bid Amount - Core and Non-Core *	\$0.00
Core List Product Itemized Pricing	
1 - COPYPLUS 8.5X11 COPY CS 5000/CT, Per Specifications , Price Per CARTON * Quantity: 192,250 Min Dec: \$0.18	\$ <input type="text"/>
2 - FORE MP PREM 8.5X11, 20#, 96B, 5000 SHT/CT, Per Specifications , Price Per CARTON * Quantity: 122,659 Min Dec: \$0.23	\$ <input type="text"/>
3 - GREAT WHITE 30% REC 8.5x11 5000 SHT/CT, Per Specifications , Price Per CARTON * Quantity: 58,417 Min Dec: \$0.22	\$ <input type="text"/>
4 - TI-84 PLUS-GRAPHING CALCULATOR, Per Specifications , Price Per EACH * Quantity: 33,572 Min Dec: \$0.50	\$ <input type="text"/>
5 - TI 84 PLUS CE 10-DIGIT BLACK CALCULATOR, Per Specifications , Price Per EACH * Quantity: 10,002 Min Dec: \$0.61	\$ <input type="text"/>
6 - PAPER MULTI PURPOSE 24# 96B 5000 SHT/CT, Per Specifications , Price Per CARTON * Quantity: 16,660 Min Dec: \$0.30	\$ <input type="text"/>
7 - MARBLE COMPBK WR 7-12" x 9-3/4" 100 SHT, Per Specifications , Price Per EACH * Quantity: 458,440 Min Dec: \$0.01	\$ <input type="text"/>
8 - 8 OZ PURIFIED WATER 24/CT, Per Specifications , Price Per CARTON * Quantity: 64,825 Min Dec: \$0.03	\$ <input type="text"/>
9 - DISN WIPE FRSHSCENT 75/CAN 6/CT, Per Specifications , Price Per CARTON * Quantity: 16,259 Min Dec: \$0.13	\$ <input type="text"/>
10 - LEXMARK 56F1000 RTN PROG BLK, Per Specifications , Price Per EACH * Quantity: 3,051 Min Dec: \$0.64	\$ <input type="text"/>

# Bids for Phased Solicitation 23000-23273 - Miscellaneous Office Supplies (Statewide)

Recent Bids	
5/9/2024 10:09:59 AM	Rank 1
Orange	\$21.20
9 - DISN WIPE FRSHSCENT 75/CAN 6/CT, Per Specifications , Price Per CARTON	
5/9/2024 10:08:53 AM	Rank 1
Orange	\$8.49
88 - PURE LIFE 200Z 24PK PURIFIED, Per Specifications , Price Per CARTON	
5/9/2024 10:07:50 AM	Rank 1
Orange	\$59.20
116 - KLEENEX FACIAL TISSUE WHI 2PLY 48/PK, Per Specifications , Price Per CARTON	
5/9/2024 10:06:34 AM	Rank 3
Orange	\$7.99
162 - 0.5 L PURIFIED WATER 24/CT, Per Specifications , Price Per CARTON	
5/9/2024 10:05:24 AM	Rank 1
Orange	\$24.20
92 - LYSOL DISINFECTING WIPES 80 SHEETS PER TUB, LEMON & LIME BLOSSOM, 6/CT, Per Specifications , Price Per CARTON	

**Bid End Date/Time** 5/9/2024 10:13:00 AM (EDT) **Ended**

## Phased Solicitation 23273 - Miscellaneous Office Supplies (Statewide)

Phased Solicitation 23273 - Miscellaneous Office Supplies (Statewide)

### Grand Total Bid Amount - Core and Non-Core

Online	Rank	Company	Current Bid	Previous Bid	History
	1	Orange	\$60,803,164.45	\$60,837,308.35	View
	2	Purple	\$60,832,959.16	\$61,164,856.31	View
	3	Yellow	\$87,175,182.47	\$88,153,543.22	View

### Summary Stats

<b>Number of Bids:</b> 1654
<b>1st Place Turnovers:</b> 228
<b>Estimated Budget:</b> \$112,788,498.45
<b>Extension Count:</b> 1,530

<b>High-Low Spread % 1st-2nd:</b> 0.05%
<b>High-Low Spread % Total:</b> 30.25%
<b>Projected Savings:</b> \$51,985,334.00 (46%)

# Solicitation 23273– Miscellaneous Office Supplies

## Reverse Auction (RA) Details

- At the conclusion of the RA, there was only \$29,794.71 difference between 1<sup>st</sup> & 2<sup>nd</sup> Place
- High-Low Spread % between First & Second Place - 0.05%
- High-Low % Total - 30.25%
- OGS received final approval from OSC on July 26, 2024
- Once the contract is awarded, the awarded Supplier to work directly with RA Company to pay the agreed upon transaction fee

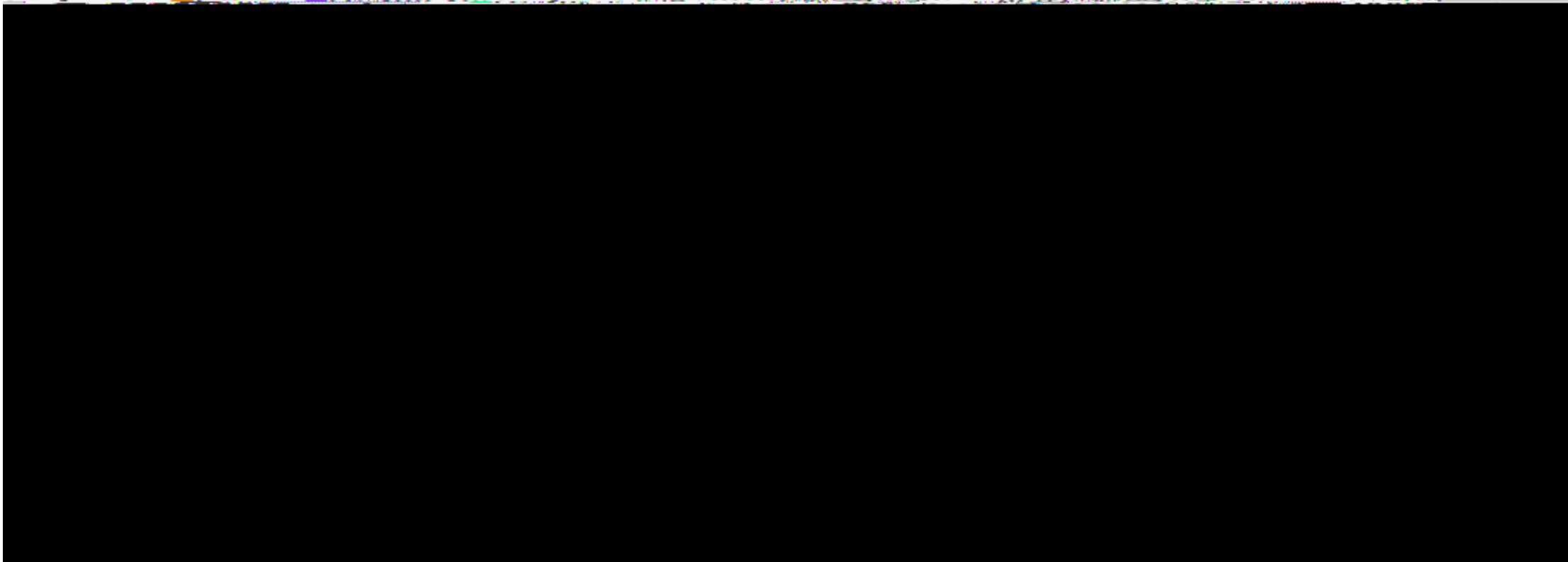
# Bids for Phased Solicitation 23000-23273 - Miscellaneous Office Supplies (Statewide)

Started: 5/8/2024 9:00 AM (EDT)

Ended: 5/9/2024 10:13 AM (EDT)

**Grand Total Bid Amount - Core and Non-Core**

Rank	Company	Initial Bid	Final Bid	# of Bids
		\$12,500,100.15	\$50,000,104.15	504







# GOVBUY PROCUREMENT CONFERENCE

Questions on the 2024 Office  
Supplies RA Event?



# eBridge Business Solutions, LLC

**GOVB**BUY PROCUREMENT CONFERENCE



# eBridge Full-Service Reverse Auctions

Competition. Transparency. Savings.



**Our Recommendations  
+ Your Decisions  
= Successful Partnership**

# eBridge Full-Service Reverse Auctions

## Finding the Right Bid

What are good candidates?

- Multiple Vendors
- Attractive Annual Volume (\$100k+)
- Apples to Apples Comparison



# Reverse Auction Examples

## Professional Services

- Janitorial Services
- Waste Hauling
- Landscaping
- Elevator Maintenance
- Temp Staffing
- Pest Control
- Uniforms

## Heavy Equipment

- Mowers
- Garbage Trucks
- Excavators

## FF & E

- Desks, Tables, Chairs
- Televisions
- Lamps, Light Bulbs
- Carpet

## Office Supplies

- Printers
- Copiers
- Copy Paper
- Ink & Toner
- Corrugated Boxes
- Labels / Packing Supplies
- Film and Wrap

## Raw Materials

- Road Salt
- Water Treatment Chemicals
- Wastewater Treatment Chemicals
- Gravel
- Asphalt

## Fuel

- Unleaded
- Diesel
- E85
- Propane
- Fuel Dispensing System

## IT & Telecom

- Security Equipment
- Laptops / Desktops
- Video / Audio
- Servers
- Flat Screen TV's

## Infrastructure Materials

- Concrete/Asphalt
- Drywall
- Windows/Doors

## Recreation Equipment

- Benches & Bleachers
- Athletic Equipment
- Floor Resurfacing / Removal
- Playground Mulch

# eBridge Full-Service Reverse Auctions

## Step #1 – Solicitation Review

- 16 Point Review
  - Market Trends & Benchmarking
  - Vendor Pre-Sourcing
- Kickoff Meeting
- Reverse Auction Language

## What are good candidates?

1. Multiple Vendors
2. Attractive Annual Volume (\$100k+)
3. Apples to Apples Comparison

# eBridge Full-Service Reverse Auctions

## Step #2 – Solicitation Release

- Strategic Sourcing
  - DEI Focus
- Weekly Updates

## Step #3 – Vendor Communication and Follow-Up

- Initial Bid Invitation
- Follow-Up Calls
- Bid Date Reminders
- Formal Bid Invitation

**We don't wait for Vendors  
to find your bid.  
We find them.**

# eBridge Full-Service Reverse Auctions

## Formal Invitation & Training Information

You have been approved to participate in the upcoming Race Track Services Bid Event that opens at 9:00AM PDT on Wednesday, October 30, 2024.

### Next Steps

1. **Vendor Registration**: Prior to your scheduled tutorial, you must complete the [supplier registration](#) to create your user name and password to access the bid.
2. **Tutorial**: A one-on-one training is required for this online event to ensure you are familiar with the bid platform. Training will be scheduled on a first come, first serve basis on Thursday, October 24, 2024, or Friday, October 25, 2024. Please contact us as soon as possible to reserve your time.
3. **Initial Bid**: Log in to the [eBridge bid system](#) prior to the Initial Bid Deadline of 1:00PM PDT on Monday, October 28, 2024, to review the layout and to enter your initial bid.
4. **Live Auction**: At 9:00AM PDT Wednesday, October 30, 2024, the live auction will open. You should be logged into the [eBridge bid system](#) to see where you're ranked based on your initial bid and lower your bid as necessary to improve your rank.

If you have any questions or need assistance with any of the above steps, please contact us at (877) 245-8880.



# eBridge Full-Service Reverse Auctions

## Step #4 – Auction Preparation

- One-on-One Interactive Vendor Training
  - Duplicate of Live Bid
  - Live Practice of Bidding
  - Answer Questions
  - Tips & Reminders email

Hi Tim –

We look forward to your training on Wednesday, October 30 at 11:00 PDT. Please log into the [eBridge bid system](#) prior to the training.

Thank you,

**Tara O'Bannon Redmon**  
Senior Procurement Manager



# Full-Service Reverse Auctions

## Step #5 – Online Auction

- 15 Minutes with Extensions
- Live Auction Support
- eBridge In Person Hosting

### State, Office Supplies

Scheduled End Date/Time: 9/21/2018 12:31:09

Time Remaining: 2:35

In Progress

1

### Overall Total for All Office Supply Categories

Online	Rank	Company	Current Bid	Previous Bid	History
	1	Paperclips, Inc.	\$1,499,552.36	\$1,518,063.86	
	2	Office Products R Us	\$1,505,706.19	\$1,517,207.38	
	3	All Office All The Time	\$1,795,461.53	\$2,495,461.53	

### Summary Stats

Number of Bids: 94

1st Place Turnovers: 38

Established Bid Ceiling: \$0.00

Established Bid Decrement: \$1,000.00

Average Time Between Bids: 2 minutes

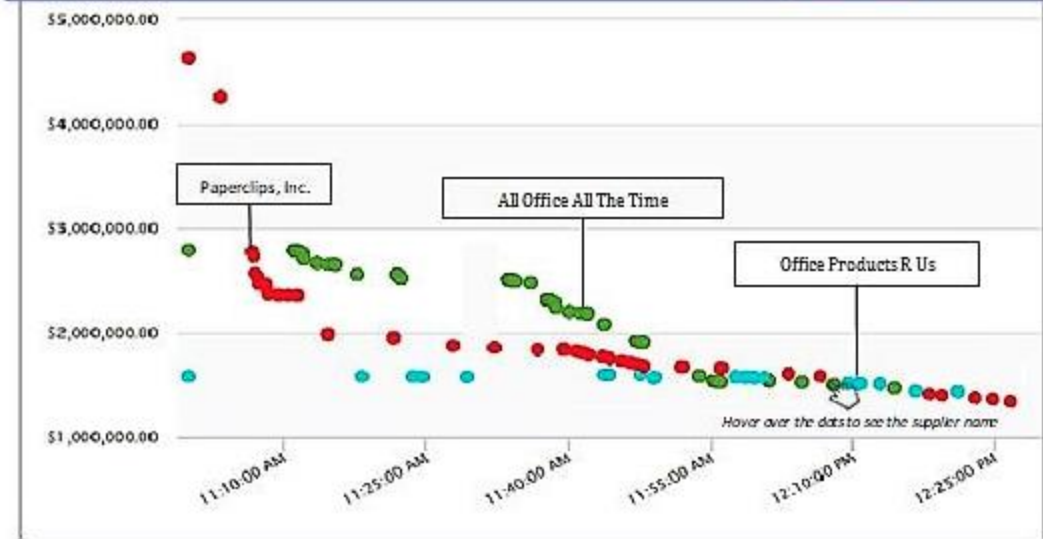
High-Low Spread % 1st- 2nd: 0.41%

High-Low Spread % Total: 16.48%

Extension Count: 31

### Bid History Chart

Hide Chart



# eBridge Full-Service Reverse Auctions

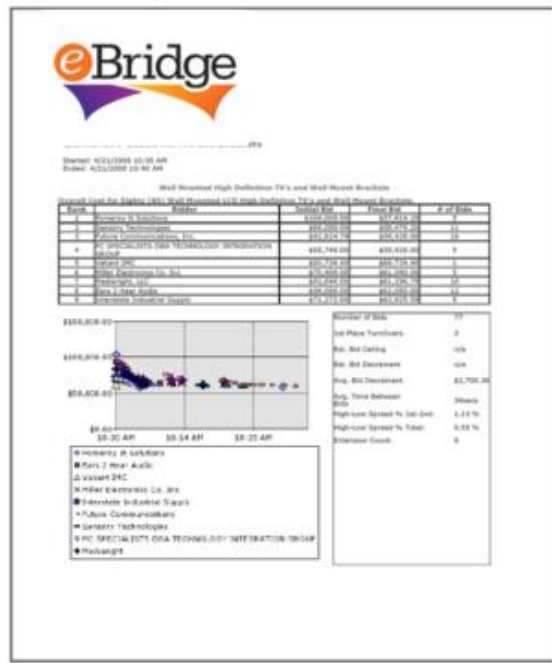
## Step #6 – Award Decision

- 3 Instant Reports
- Low Bid or Best Value
- No Risk

**Wall Mounted High Definition TV's and Wall Mount Brackets**

Rank	Company	Value	Days/Time
1	Henry's Solutions	\$662.00	10/12/2009 00:24:52 AM
2	Henry's Technology	\$672.00	10/12/2009 00:24:59 AM
3	Future Communications, Inc.	\$672.00	10/12/2009 00:27:12 AM
4	FL SPECIALISTS USA TECHNOLOGY GROUP	\$688.00	10/12/2009 00:00:00 AM
5	Integrat INC	\$688.00	10/12/2009 1:00:00 PM
6	Wiser Electronics Co. Inc.	\$700.00	10/12/2009 00:05:30 AM
7	Madanglis, LLC	\$700.00	10/12/2009 00:18:00 AM
8	Bar's 2 Near Audio	\$712.00	10/12/2009 00:11:47 AM
9	Integrat (Contractor Supply)	\$712.00	10/12/2009 00:22:48 AM

All Bid Data



Event Summary

**Wall Mounted High Definition TV's and Wall Mount Brackets**

Rank	Company	Value	Days/Time
1	Henry's Solutions	\$662.00	10/12/2009 00:24:52 AM
2	Henry's Technology	\$672.00	10/12/2009 00:24:59 AM
3	Future Communications, Inc.	\$672.00	10/12/2009 00:27:12 AM
4	FL SPECIALISTS USA TECHNOLOGY GROUP	\$688.00	10/12/2009 00:00:00 AM
5	Integrat INC	\$688.00	10/12/2009 1:00:00 PM
6	Wiser Electronics Co. Inc.	\$700.00	10/12/2009 00:05:30 AM
7	Madanglis, LLC	\$700.00	10/12/2009 00:18:00 AM
8	Bar's 2 Near Audio	\$712.00	10/12/2009 00:11:47 AM
9	Integrat (Contractor Supply)	\$712.00	10/12/2009 00:22:48 AM

Final Bids

# Easy to Get Started

1. Send Expiring Contract
  - eBridge reviews Solicitation and Bid Tabs
2. Send Expiring Contract List
  - eBridge identifies candidates

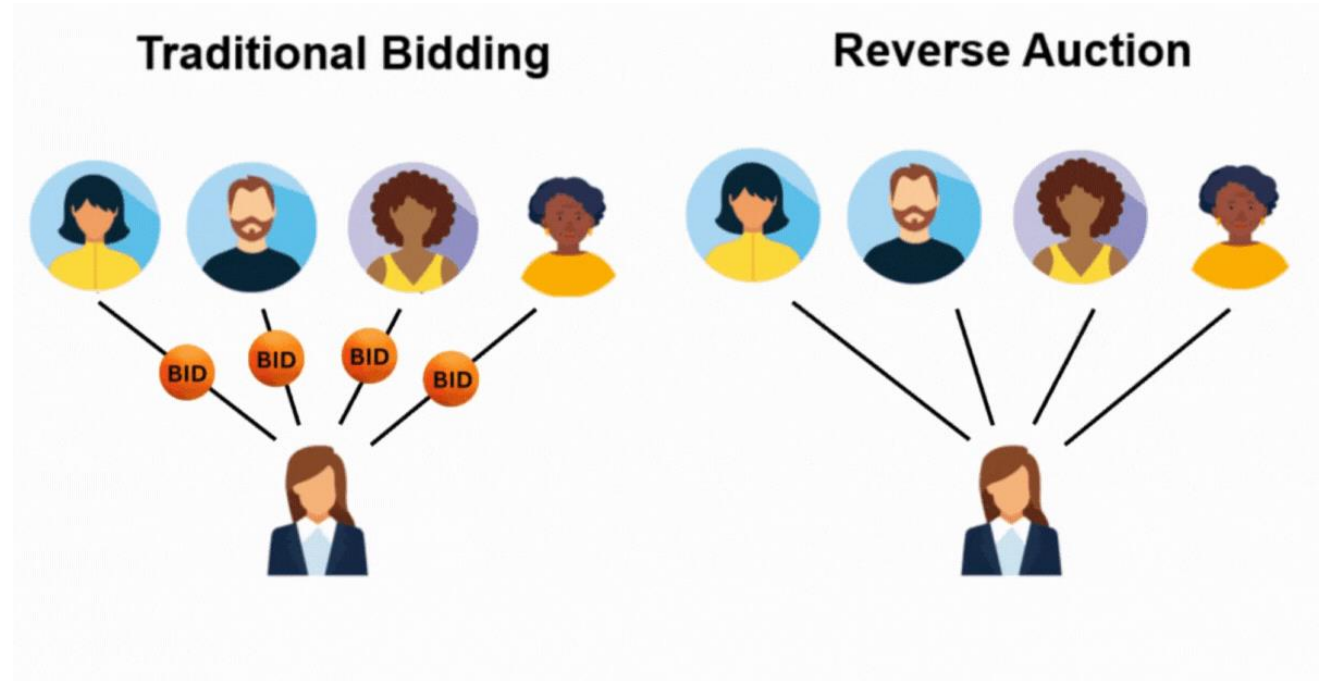


**TRY ONE**

***No Cost. No Software. No Risk.***

# Benefits of Reverse Auctions

- Live Competition
- Validate Market Pricing
- Cost Containment
- Time Efficiency
- Increased Transparency
- No Cost. No Software. No Risk.



# eBridge Full-Service Reverse Auctions

Learn More About the Benefits of Reverse Auction



The screenshot shows the NIGP website header with the logo "NIGP The Institute for Public Procurement" and navigation links for "CONTACT" and "NSITE COMMUNITIES". A dark blue navigation bar contains links for "LEARNING", "EVENTS", "CERTIFICATION", "RESOURCES", "MEMBERSHIP/NIGP", and "CHAPTERS". The main content area features a "WEBINAR" section with the title "Webinar Recording - Reverse Auctions: A Powerful Negotiation Tool for Your Toolbox". Below the title, it lists "CONTACT HOURS: 1" and "FORMAT: Online". A "Pricing" section includes a help icon and two options: "Webinar Recording 011122: Reverse Auctions: A Powerful Negotiation Tool for Your Toolbox (Member) \$0.00" and "Webinar Recording 011122: Reverse Auctions: A Powerful Negotiation Tool for Your Toolbox (Non-Member) \$195.00". At the bottom of the screenshot, the text "Webinar – 1 Contact Hour" is displayed.

Live  
Reverse Auction  
Demo





# GOVBUY PROCUREMENT CONFERENCE

Questions for eBridge ?