

Buyer Success Story

Federal Agency: Doing More with Less

This Federal Agency exists to advance freedom for U.S. citizens inside and outside of our nation's borders by helping to build and sustain a more democratic, secure and prosperous world composed of well-governed states that respond to the needs of their people, reduce widespread poverty and act responsibly within the international system.



Challenges:

- The Agency was facing a perfect storm of limited acquisition personnel and increasing transaction volume, during its busiest quarter of the year.
- The Agency needed to decrease in procurement administrative lead time (PALT) while making process improvements for procurement staff and client level communications.
- Buyers were challenged to deliver comprehensive competition, bid and savings data.

They are saving on items like:



Approaches:

- The Agency adopted FedBid as a key acquisition strategy for purchasing goods and services.
- Nearly immediately, FedBid marketplace-driven efficiencies in the acquisition process streamlined communication among Buyers, Sellers and end users.
- Buyers maximized FedBid's fully-managed services to handle Seller sourcing and documentation generation.
- By posting solicitations via FedBid, Buyers accessed a range of contract vehicles and socioeconomic classifications maintaining flexibility in contracting and increasing their small business utilization without increasing their workload.

Results:

- From 2001 to 2012, the Agency saved over \$155 million by purchasing through FedBid's online marketplace—with 71% of those dollars going to small businesses.
- A recent study showed Agency Buyers were saving nearly 8 hours of PALT per buy, by purchasing through FedBid—that's nearly one full workday.
- Overall, FedBid adoption has and is increasing the Agency's strategic sourcing and small business utilization efforts, while providing reliable and consistent cost savings metrics and enhancing process and documentation.



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Case Study: Perimeter Infrared Intruder Security Alert

IT Input/Output and Storage Devices

IGCE	\$15,000
Savings Amount	\$6,455
Saving Percentage	43%
# Sellers Bidding	5

Case Study: Simultaneous Interpreters

Translations and Interpreting Services

IGCE	\$2,878.41
Savings Amount	\$906,99
Saving Percentage	32%
# Sellers Bidding	9

Case Study: Legal Services

Support Service—Professional

IGCE	\$147,750
Savings Amount	\$54,020
Saving Percentage	30%
# Sellers Bidding	3

Case Study: Guest Editorship

Publication Services

IGCE	\$14,300
Savings Amount	\$2,554
Saving Percentage	18%
# Sellers Bidding	15

Case Study: Transportation Services

Transportation and Relocation Services

IGCE	\$1,387
Savings Amount	\$239
Saving Percentage	17%
# Sellers Bidding	9

Case Study: Canon Camerals

Photographic Equipment

IGCE	\$85,563
Savings Amount	\$8,545
Saving Percentage	9%
# Sellers Bidding	7