

Buyer Success Story

Federal Buyer: Using FedBid to Improve New Buyer Performance

This Federal Agency supports Americans with disabilities, retirement programs and the elderly. Agency Buyers are typically purchasing commodities such as IT component servers and hardware.



Challenge:

- The Agency is building and furnishing a data center and therefore increasing its contracting staff with a number of procurement analysts—many of whom are early career with little acquisitions experience.
- The Agency was charged with implementing a tool and initiating a program to ensure the building and furnishing of the data center was aligned with the established project timeline and federal regulations.
- Additionally, the procurement division needed to deliver deeper saving while increasing small business utilization.

They are saving on items like:



Approach:

- FedBid was adopted as part of the Agency's overall spend management efforts to manage indirect "tail spend".
- New Agency Buyers immediately engaged in FedBid's free trainings to learn how to best maximize the online marketplace's features and benefits.
- Agency Supervisors immediately began using FedBid to gain real-time oversight over multiple new—and existing—employees.

Results:

- Since adoption, the Agency has found FedBid delivers not only significant savings and process efficiency—but also away for new hires to quickly and efficiently post and document savings.
- FedBid has given Supervisors greater ability to oversee, course-correct and train less experienced hires.
- Since adoption, the agency has saved 10% through FedBid compared to the Independent Government Cost Estimate. For the agency, 77% of the dollar volume awarded went to small businesses. Due to the administrative and time savings, Buyers have averaged eight days in between a Buy's end date on FedBid and an award being documented.



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"I'm glad I was able to use FedBid's services. Beyond the fact that it was easy to use and proved successful, they offer some of the most superior customer service I've ever experienced, both professionally and personally."

– Federal Agency Buyer

Case Study: Super Sticky Meeting Notes

Office Supplies and Devices

IGCE	\$4,678
Savings Amount	\$608
Saving Percentage	13%
# Sellers Bidding	14

Case Study: Maintenance Renewal for RSA

IT (ADP) Equipment

IGCE	\$30,000
Savings Amount	\$2,724
Saving Percentage	9%
# Sellers Bidding	5

Case Study: Deposition Services

Administrative Support Services

IGCE	\$45,000
Savings Amount	\$5,093
Saving Percentage	11%
# Sellers Bidding	14

Case Study: Optical Communications Equipment

Electrical and Electronic Equipment Components

IGCE	\$202,225
Savings Amount	\$25,991
Saving Percentage	12%
# Sellers Bidding	3

Case Study: HP DL380p G8 Servers

Ground Effect Vehicles

IGCE	\$82,545
Savings Amount	\$1,175
Saving Percentage	1.4%
# Sellers Bidding	5

Case Study: Kubota Model RTV1100 Worksite Utility Vehicle

IT (ADP) Equipment

IGCE	\$74,280
Savings Amount	\$12,581
Saving Percentage	16%
# Sellers Bidding	9

