



Seller Success Spotlight: Magothy Technology, LLC

Mike Davis has long recognized that innovation, adoption and adaption lead to competitive advantages. Magothy Technology, founded by Davis over a decade ago, represents his commitment to staying on the forefront of innovation. Through his vision, the minority-owned, small business is on the leading edge of information technology—a vision which extends to how they run their business. Davis quickly saw how FedBid's online marketplace was changing the world of B2G commerce and optimizing the procurement process. By quickly adapting and dedicating sales efforts, he found success within days of registering on FedBid.



"FedBid gets right to the point. If you use other websites, it takes a lot more time—their systems aren't as easy to search. On FedBid, you just have to put in a few buzzwords and the relevant opportunities pop up."

—Mike Davis
Owner
Magothy Technology, LLC

Challenges:

- Before FedBid, Magothy's sales team had to search multiple channels to locate sales opportunities.
- Finding and pursuing opportunities took tremendous resources for a small business.
- Gaining new clients without a pre-existing relationship proved to be difficult.

Approach:

- Magothy Technology registered as a FedBid Seller in February 2012.
- The company launched into action—submitting a bid and winning an award on the first day they competed in FedBid's online marketplace.
- The company's sales team actively identifies sources throughout the online marketplace, using the most relevant key words and descriptors for their product line.

Results:

- Davis and his team continue to build new relationships with far more buying organizations than before FedBid adoption.
- The company has access to different opportunities and is responding more quickly and efficiently.
- The company has increased overall efficiencies using Fedbid as a centralized source of sales opportunities.





Magothy is selling items like:



“We use FedBid. It works. Technology changes every couple of years. By quickly embracing advancements, we can stay ahead of the curve.”

—Mike Davis
Owner, Magothy Technology, LLC

Be a Trailblazer

Mike Davis, a retired education professional, took advantage of the changes occurring in technology. As a former Acting Administrator and IT Manager for a Major School District, he noticed that schools were slowly beginning to be connected by networks. One of the main concerns with these networks was ensuring that student records were secured electronically. After he retired, Davis decided to focus on media security and created Magothy Technology. He now focuses on security products and loaning out industry professionals to Fortune 500 companies. His ability to anticipate technological development has led him to FedBid.

“I was on a government website and it said, ‘Here’s an opportunity, must be bid on FedBid’. I went out and found FedBid, registered the same night, and was able to respond to the buy.”

—Mike Davis
Owner, Magothy Technology, LLC

