

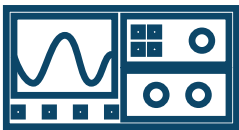
## Buyer Success Story

# Commercial Organization: FedBid Streamlines the Procurement Process for Businesses

This Commercial Buyer is a federally-funded defense research and development center working to improve national security through advanced technology. Specifically, the Organization develops innovative electronics designed to serve space and surface surveillance, missile defense, air traffic control, homeland protection and other defense intelligence programs.



### They are saving on items like:



### Challenge:

- Organizational expansion of research and development programs spurred company-wide growth demanding more “rush” purchases.
- Purchasing efficiency was hampered by rapidly increasing volume of requirements, all demanding urgent attention.
- Buyers needed to speed up their internal processes and reduce the time spent on managing their contracts.

### Approach:

- The Organization registered with FedBid in 2009.
- FedBid immediately began streamlining the purchasing process—even creating new internal processes to impact speed and ease of purchasing, including one designed to quickly identify non-compliant bids and notify Buyers of any potential issues.
- Competition among FedBid’s established community of qualified Sellers quickly delivered significant savings.

### Results:

- Since 2009, the Organization has increased the amount of buys posted to FedBid by 1,782%—over \$22 million in marketplace volume in 2012 alone.
- By purchasing through FedBid, Buyers have boosted process efficiency--saving time on completing buy requirements and other tasks.
- The organization’s procurement administrative lead time (PALT) on buys decreased to just seven days (on average).
- FedBid’s marketplace helps Buyers meet the demands of fast turnaround, with buys posted just two days (on average).



## Buyer Success Story

### Case Study: Data Storage Devices

#### IT Input/output and Storage Devices

Days on Marketplace	4
IGCE	\$69,642.00
<b>Savings Amount</b>	<b>\$22,159.00</b>
Saving Percentage	32%
# Sellers Bidding	5

### Case Study: Grainger Air Compressors

#### Compressors & Vacuum Pumps

Days on Marketplace	1
IGCE	\$3,294
<b>Savings Amount</b>	<b>\$650</b>
Saving Percentage	20%
# Sellers Bidding	10

### Case Study: Bit9 Parity Suite Software

#### IT Software

Days on Marketplace	2
IGCE	\$155,760.00
<b>Savings Amount</b>	<b>\$30,621.640</b>
Saving Percentage	20%
# Sellers Bidding	5

### Case Study: IBM Tape Library Package

#### IT I/O Devices

Days on Marketplace	1
IGCE	\$14,300
<b>Savings Amount</b>	<b>\$2,554</b>
Saving Percentage	18%
# Sellers Bidding	15

### Case Study: Oscilloscope & Accessories

#### Optical Instruments, Test Equipment

Days on Marketplace	2
IGCE	\$21,792
<b>Savings Amount</b>	<b>\$4,290</b>
Saving Percentage	20%
# Sellers Bidding	8

### Case Study: Conference Room Chairs

#### Office Furniture

Days on Marketplace	8
IGCE	\$4,200.00
<b>Savings Amount</b>	<b>\$440.50</b>
Saving Percentage	11%
# Sellers Bidding	14