

Buyer Success Story

Federal Agency: FedBid Advances Long-Term Economic Recovery

This Federal Agency supports citizen and government efforts to build, sustain and improve our nation's ability to prepare for, protect against, respond to, recover from and mitigate all hazards and disasters.



They are saving on items like:



Challenges:

- In August 2005, Hurricane Katrina, one of the most catastrophic hurricanes in our nation's history, ravaged over 90,000 miles of U.S. soil.
- Buyers were challenged to operate under extremely critical turnaround times.
- Buyers were mandated to give preference to Sellers located in affected areas when purchasing services and supplies for relief and recovery in those areas.

Approaches:

- FedBid's Market Operations team effectively managed Seller sourcing, finding qualified local Sellers to compete for each buy.
- Posting buys in FedBid's online marketplace increased buy turnaround time, while maximizing transparency, competition and savings.
- FedBid transformed the Agency's procurement documentation into comprehensive, uniform electronic files containing fully-reportable and auditable data.

Results:

- The Agency's Regional Support Branch's adoption of the FedBid marketplace enabled the Agency to efficiently and effectively drive economic opportunity to businesses within impacted areas.
- Purchasing through FedBid continues to help the Agency get emergency responders the goods and services they need when and where they need them most.
- During Hurricane Sandy, by purchasing through FedBid, the Agency was able to quickly and easily get utility trucks, air cylinders and other needs into the hands of emergency responders and relief workers.



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Case Study: Air Cylinders

Fire Fighting, Rescue and Safety Equipment

IGCE	\$12,250
Savings Amount	\$658
Saving Percentage	5%
# Sellers Bidding	7

Case Study: Utility Trucks

Ground Effect Vehicles, Motor Vehicles, Trailers, and Cycles

IGCE	\$93,000
Savings Amount	\$5,146
Saving Percentage	6%
# Sellers Bidding	4

Case Study: Embroidered Shirts

Clothing, Individual Equipment and Insignia

IGCE	\$5,000
Savings Amount	\$494
Saving Percentage	10%
# Sellers Bidding	19

Case Study: AMOC Project

IT (ADP) Equipment, Software, Supplies and Support Equipment

IGCE	\$11,379
Savings Amount	\$1,804
Saving Percentage	16%
# Sellers Bidding	3

Case Study: Bomb and Narcotics Detectors

Alarm, Signal and Security Detection Systems

IGCE	\$191,114
Savings Amount	\$4,679
Saving Percentage	2%
# Sellers Bidding	5

Case Study: Avaya VoIP Telephones, Installation, and Configuration

IT (ADP) Equipment, Software, Supplies and Support Equipment

IGCE	\$73,000
Savings Amount	\$15,419
Saving Percentage	21%
# Sellers Bidding	4