

A Command Demand Case Study: SunGard Availability Services

A leading provider of recovery services including IT infrastructure, managed services, consulting and software.



Challenges:

- Limited procurement resources are stretched thin and focused on strategic initiatives.
- Significant spend is “out in the business”, especially in facilities:
 - » Under ~\$300k
 - » 10-20% of overall spend
- Limited procurement involvement, competition or oversight
- Company-wide push for savings but no money for big upfront investments.

“FedBid allowed us to multiply procurement’s effectiveness by providing a professional sourcing program without utilizing limited internal procurement resources. We were able to work together with our Facilities group to achieve significant savings via the FedBid program, while re-deploying our resources on more strategic projects.”

— **Ivan Gutierrez**
Chief Procurement Officer
SunGard AS

Approach:

- FedBid was deployed directly to facilities management teams, empowering them to more effectively competitively source their needs without increasing resource demands.
- Simultaneously, SunGard procurement was assured that bids were being conducted with good sourcing discipline while capturing compliance and transparency.

Results:

- During the initial rollout, SunGard AS conducted more than a dozen buys on FedBid for a mixture of goods and services, winning an average savings of 12%.
- Both user and procurement feedback was uniformly positive.
- SunGard plans on expanding use of FedBid across other spend areas and business units.

SunGard is saving on items like:



Power Whip Installation

Electrical Wite and Power Distribution

**Two Competing Sellers. Two total number of bids.
32% Savings.**

Significance: SunGard's incumbent supplier's initial bid showed dramatic savings when they responded via FedBid. Ultimately, at the completion of the reverse auction, an additional Seller bid even lower, but the Buyer opted to select the incumbent at the reduced price.

Rack Enclosures

IT Components

Fourteen Competing Sellers. Nineteen total number of bids. 18% Savings.

Significance: FedBid's competitive bidding drove the incumbent supplier to significantly reduce their estimate by over \$2,000. Ultimately, the Buyer awarded the buy to an alternate Seller who delivered even deeper savings.

Paint and Carpet Office

Maintenance of Office Buildings

**Four Competing Sellers. Four total number of bids.
18% Savings.**

Significance: FedBid's Market Operations team recruited four local Sellers to attend a Buyer's site visit. Then, through FedBid, the Buyer easily updated his buy to reflect a modified scope of work after discussing facility needs with vendors at the site visit.

Lighting Supplies

Indoor Electric Lighting Fixtures

**Six Competing Sellers. Eight total number of bids.
11% Savings.**

Significance: FedBid's intuitive interface simplified the bid evaluation process, making it easy to size up the incumbent's bid with four alternative brands. Ultimately SunGard was able to select a Seller who offered significant savings on an exact match buy.