



*"FedBid is a great tool. It takes the back and forth of the buyer having to manage vendors fighting on pricing out. There is no having to dig in with the customer regarding what their requirements are, so it's a big time saver. You can get a quote turned around quickly which is a major benefit."*

*— Robin Hutchinson, MCS*

## **Seller Success Spotlight: Mission Critical Solutions**

Mission Critical Solutions (MCS), which began as a small computer equipment and service store in 1989, has experienced considerable growth by earning the trust of many mid to large-sized companies and developing a solid reputation as a results-oriented provider of in-demand technology. By offering high-value technical solutions at a reasonable cost, MCS has expanded their area of service from the Tampa Bay area to the national level, with offices in 16 states across the country.

When Robin Hutchinson began working for MCS in 2012, she registered on FedBid so that she could use the marketplace as a source of sales opportunities. By checking FedBid daily for new opportunities, she quickly found her company's niche on the marketplace, allowing her to maximize her efforts where MCS is most competitive. By bidding on opportunities on the marketplace, Robin now attributes one-third of her sales revenue to FedBid and considers the tool to be a great resource for increasing sales while decreasing the amount of time spent on each solicitation.

**MCS is a leading provider of a large number of products focused along six lines of business:**

- Information Technology
- Telecommunications
- Security
- Technology Infrastructure & Specialty Contracting
- Audio Visual Solutions
- Building Automation

