



A Command Demand Case Study: Monumental Sports & Entertainment

Owner of three professional sport franchises (Wizards of NBA, Capitals of NHL, and Mystics of WNBA) and Verizon Center, a sports and entertainment venue, all located in downtown Washington, D.C.



“By using FedBid, Monumental’s people were able to run structured, professional purchasing projects without needing to invest in expensive technology subscriptions, training or consulting services. FedBid handled all the execution tasks. All our people needed to do was provide our purchasing needs and incumbent vendors and come back three days later to make an award. Best of all, Monumental averaged more than 20% savings on our buys, which is always good for the bottom line.”

**— Peter Biche
Chief Financial Officer
Monumental Sports
& Entertainment**

Challenges:

- Most purchasing decisions are made by functional area owners with limited dedicated procurement support.
- Functional owners have substantial operational duties and cannot devote extensive time and attention to formal procurement activities.
- Frequent need to make significant purchases in equipment, services and supplies, for both teams and venue.
- Significant interest in maintaining and growing a local vendor base.
- Constant pressure on costs in the most competitive of industries.

Approach:

- FedBid provided functional spend owners the ability to leverage a structured and professional buying marketplace with all the required technology, services and Seller network included.
- Monumental spend owners gave requirements and suggested vendors to FedBid. Then, FedBid managed the entire negotiation process and provided bid results back to Monumental for award decisions.
- Turnaround times averaged 2-3 days which ensured that critical operational needs were not slowed down by purchasing activities.

Results:

- In the first three months, Monumental used FedBid to buy items including printing supplies, appliances and IT equipment—winning average savings of 20%.
- In addition, Monumental used FedBid to support major purchases associated with establishing a new internal production capability.

