



Seller Success Spotlight: Digital Plaza

When Scott Aemisegger acquired Digital Plaza, LLC in 2006, he transformed the company from a retail electronics business into a trusted provider of audio/visual and IT products and services for the federal government. After hearing about FedBid during the GSA Schedule application process, Aemisegger decided to register and shortly after made FedBid a complementary part of Digital Plaza, LLC's business strategy. Since then, they have received over \$1.3 million dollars in federal contracts through the FedBid marketplace from a variety of agencies across the country, such as the Army, Navy, Department of Homeland Security, Department of Justice, FBI and Veterans Health Administration.

Through the use of the FedBid marketplace, Digital Plaza, LLC has been able to gain access to a large number of exclusive opportunities. By bidding on these opportunities, Aemisegger and his team have come to understand where they are most competitive, allowing them to focus their efforts accordingly. Digital Plaza, LLC also uses FedBid to gain access to more competitive pricing from their suppliers by increasing their sales volume and leverages FedBid awards to establish relationships with many new Buyers, leading to continued business. FedBid helps Digital Plaza, LLC continue to meet their mission of providing government agencies with the latest technology and audio/visual products at the greatest value, while ensuring that their customers receive the highest quality of support and care.



Digital Plaza, LLC is a leading provider of the following products:

- Televisions, Displays, Monitors, and Projectors
- Cables and Cords
- Power Supply and Distribution Units
- Batteries and Chargers
- Security Cameras
- Hardware Maintenance and Technical Support

For a list of Digital Plaza's partners,
please visit: www.digitalplazadirect.com/partners

