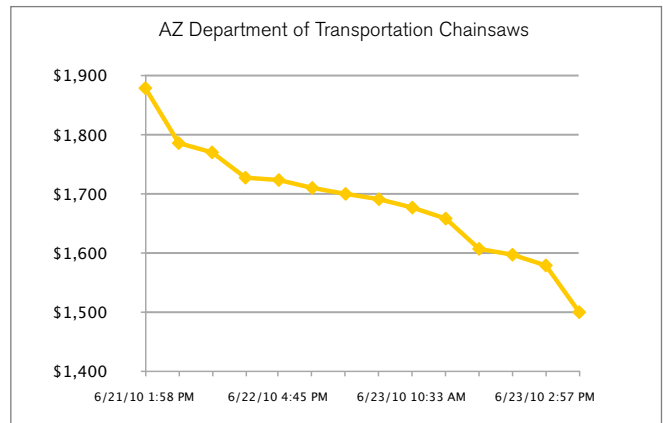
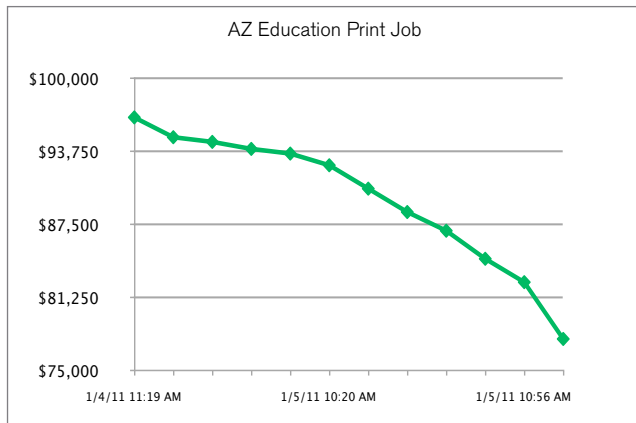
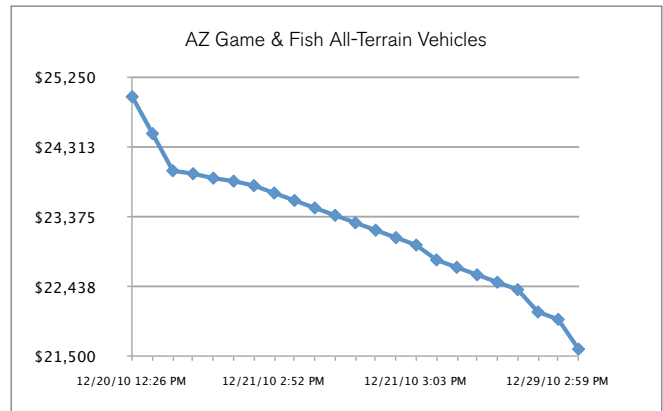
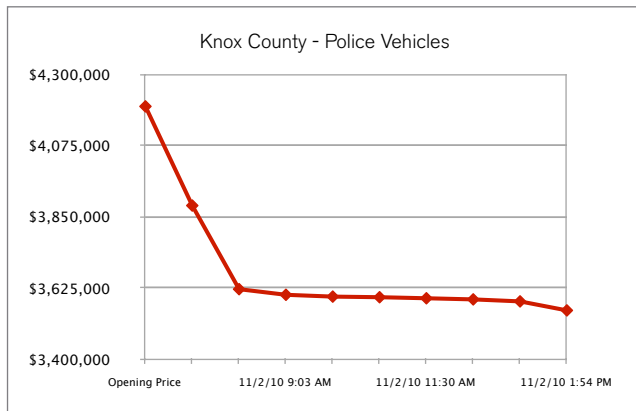


BuySpeed® eProcurement Solution

Reverse Auctions Prove Measurable Savings

DESCRIPTION: BuySpeed reverse auctions provide measurable savings for public agencies across the country. By conducting reverse auctions online in real-time, BuySpeed allows suppliers to track and bid down against competitors. This process ensures the best possible price. Recently, Knox County, Tennessee, led a multi-agency auction in the joint purchase of 164 police vehicles using BuySpeed Online. The Arizona Departments of Transportation, Game & Fish, and Education also recently conducted reverse auctions through BuySpeed. In each case, tangible savings demonstrate the value of BuySpeed.



RESULTS

- Price **DROPPED** \$645,000 from auction opening for purchase of Knox County police vehicles. Final bid came in \$2,300 under the state contract price per vehicle, and the County saved enough to purchase extra vehicles.
- Contract **AWARDED** \$1,254 below budget for the State of Arizona Department of Education print job. The ending bid finished 20% below opening price.
- The State of Arizona Department of Transportation **SAVED** 5.2% on purchase of seven heavy duty chainsaws.
- 24 bids **SUBMITTED** for Arizona Department of Game & Fish all-terrain vehicles. Contract awarded 13.6% below opening bid.

“The website for Knox County Purchasing is the easiest that I’ve encountered. Being the largest government fleet dealer in Tennessee, I come in contact with practically all cities, towns and non-profits around the state. Believe me, the website makes a vast difference in doing business. I was able to work in the system without a single problem.”

– Herb Odom, Alexander Lincoln-Mercury Ford