FedBid Overview

Presented to:

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What if there was a tool …

… that could enhance EU’s ability to:

- Optimize contracting personnel resources by reducing administrative workload
- Increase transparency and accountability through enhanced documentation and acquisition success metrics
- Reduce procurement cost by ~10+ percent by maximizing competition
- Improving small and disadvantaged business utilization
- Overcome educational challenges by delivering required resources faster

… with ‘No Risk, Guaranteed Results’
FedBid is ...

... The Buyer-Driven Online Marketplace® for acquisition of commodities, including products and simple services, using a dynamic reverse auction approach

... used to compete purchases for billions of dollars worth of commodities, including computer hardware, software & accessories; electronic, security & tactical gear; office, industrial, automotive, laboratory & facilities equipment & supplies; and simple services


... used by public sector organizations for their strategic sourcing initiatives as a dynamic strategic sourcing tool for spot buys and multiple-award contracts

“FedBid is like eBay in reverse ...”
Dr. Steve Kelman, Former OFPP Administrator
Process and Benefits ...

Key Solutions:

- Reduces costs and increases efficiencies for commodity purchases
- Improves sourcing and competition on commonly purchased commodities
- Provides enhanced documentation of competition and bidding information
- Increases small, minority, and local business utilization
- Automates synopsizing and posting requirements to electronic announcement sites
- Provides complete range of competitive scenarios (schedules and contracts)
- ‘No Risk, Guaranteed Results’ pricing model ensures buyer satisfaction

FedBid leverages the power of the marketplace for commodity/spot buys.
No Risk ... Guaranteed Results

Online Services Model:

- Complies with OFPP policy encouraging use of commercially available online procurement tools
- Available on GSA Schedule or customer competed/direct task order
- FedBid users incur NO upfront investment, license fees or maintenance costs
- FedBid receives a transaction fee of 0 to 3%, which is included in the bid price of the seller
- Buyer sets the terms for success and selects a seller’s bid ONLY if the buyer finds it to be advantageous
- FedBid invoices seller for the transaction fee portion of the award