

# Proven Results

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**BidBridge, LLC**



## Introduction to BidBridge

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### BidBridge, LLC

- The leading e-procurement firm for government and public agencies with a proven history and nationwide presence
- Unparalleled level of supplier relationships and contacts

### Strategic Focus

- Unique, unbiased approach with emphasis on improving efficiencies in the exchange of goods and services
- We deliver strategic sourcing solutions, a transparent bid environment and historic savings of 13% versus budget – at no direct cost to you.

### Unique Expertise

- Our distinctive expertise stems from our working relationships with over 450 professional purchasing organizations in the public sector.
- Our public sector experience includes state, city and county government, K-12 private and public schools, utilities and higher education

**Easy. Efficient. Rewarding.**  
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# Broad Experience & Capabilities



<p><b>Athletic Equipment</b></p>	<p><b>Chemicals</b></p>	<p><b>Road Salt</b></p>	<p><b>RFID Tags</b></p>	<p><b>Road Projects</b></p>	<p><b>Security Equip</b></p>
<p><b>Construction</b></p>	<p><b>IT Equipment</b></p>	<p><b>Water Treatment</b></p>	<p><b>Fire Truck</b></p>	<p><b>Fuel &amp; Services</b></p>	<p><b>Airport Equipment</b></p>
<p><b>Transit Buses</b></p>	<p><b>Propane</b></p>	<p><b>Parks &amp; Rec Equip</b></p>	<p><b>Public Works Equip</b></p>	<p><b>Fleet Vehicles</b></p>	<p><b>Service Contracts</b></p>
<p><b>Heavy Equipment</b></p>	<p><b>HDTVs</b></p>	<p><b>School Buses</b></p>	<p><b>Street Sweepers</b></p>	<p><b>Police Vehicles</b></p>	<p><b>HP Blade Servers</b></p>

*BidBridge has worked with over 450 public agencies to date*

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# What They're Saying About BidBridge

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*Without hesitation, we contact BidBridge when we have an item for reverse auction.*

**Ronnie Green, Director of Purchasing  
Charlotte Mecklenburg Schools, North Carolina**

*I highly recommend that any governmental entity avail themselves of BidBridge's electronic procurement platform on future purchases.*

**Troy Powell, City Manager  
City of Claremore, Oklahoma**

*Our experience with BidBridge has been extremely positive – they add a powerful new dimension to the bid process.*

**Jim Leidgen, City Clerk  
City of Jeffersontown, Kentucky**

*I am impressed with this process and look forward to using it on other important commodities.*

**Jim Howard, Purchasing Director  
City of Fort Wayne, Indiana**

*The auction saved the taxpayers money and got a very qualified, very good company to come in.*

**Rick Ryland, City Administrator  
City of Norton, OH**

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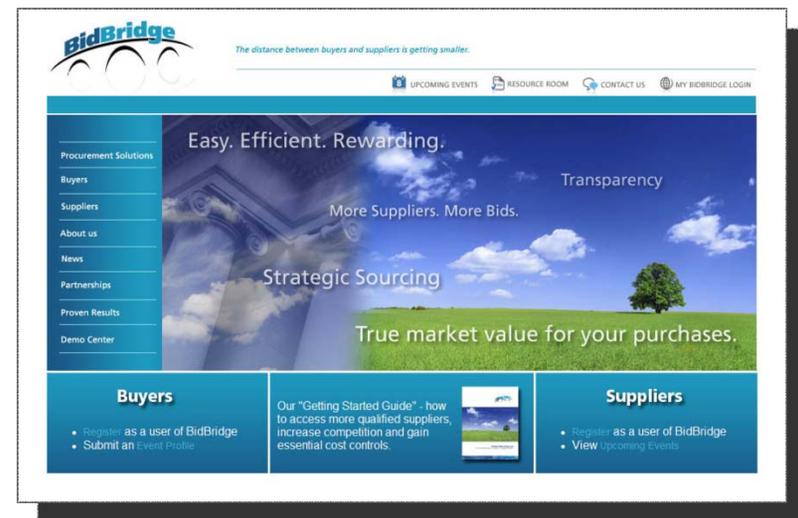


## What is BidBridge's Electronic Sealed Bid Platform?

- BidBridge delivers a real-time, secure, web-based electronic bidding process in which pre-selected groups of suppliers competitively bid for a defined product or service over a period of time

## The Electronic Bid Process

- Most events are set for 30 minutes
- Extension periods are permitted based on competitive activity
- A minimum decrement is used
- A bid ceiling may be used
- A separate deadline is set in advance of the event date for the receipt of informational material and exceptions to specifications



# Watch as Suppliers Compete for Your Business



BidBridge, LLC : Buyer Event Manager : Event Viewer - Windows Internet Explorer

https://bids.bidbridge.net/buyer/eventviewer.aspx

BidBridge, LLC : Buyer Event Manager : Event Viewer

**BidBridge**

Event Manager Upcoming Events PAST EVENTS HELP LOG OUT

4 WD Tractor - 300-18527A Current Eastern Daylight Time Is 10:41 AM

Select Comparative Item To Change Graph:  
 Cost For One (1) 67 HP 4WD Tractor as Outlined in Specifications  
 Overall Cost for Five (5) 67 HP 4WD Tractors as Outlined in Specifications

Time Remaining: 00:00:02:31  
 Event Status: InProgress

Rank	Bidder	Current Bid	Previous Bid	History	Participating
1	REYNOLDS FARM EQUIPMENT INC.	\$207,495.00	\$207,995.00	[H]	<input checked="" type="checkbox"/>
2	Deer Country Equipment LLC	\$207,990.00	\$208,240.00	[H]	<input checked="" type="checkbox"/>
3	New Albany Tractor Inc.	\$221,500.00	\$222,000.00	[H]	<input checked="" type="checkbox"/>
4	Indy Tractor, LLC	\$222,500.00	\$223,250.00	[H]	<input checked="" type="checkbox"/>
5	Booth Machinery Sales	\$248,210.00	\$250,000.00	[H]	<input checked="" type="checkbox"/>

Overall Cost for Five (5) 67 HP 4WD Tractors as Outlined in Specifications Bidding Activity

Summary

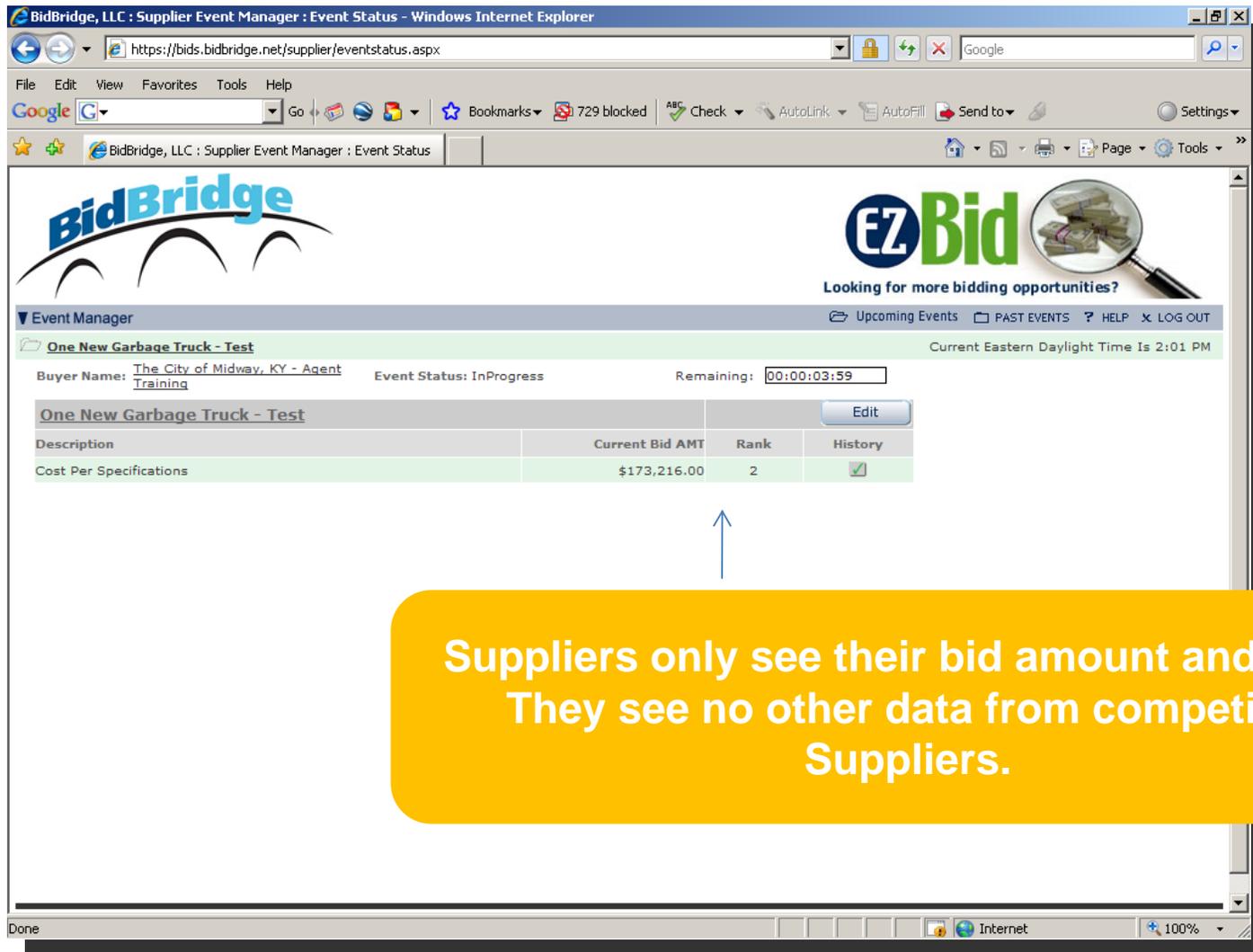
Number of Bids:	62
1st Place Turnovers:	15
Established Bid Ceiling:	n/a
Established Bid Decrement:	n/a
Average Bid Change:	\$2,973.60
Average Time Between Bids:	45secs
High-Low Spread % 1st-2nd:	0.24 %
High-Low Spread % Total:	16.40 %
Extension Count:	23

Summary

Buyers watch as Suppliers compete in dynamic bid environment to earn their business.

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# What Does a Supplier See?



The screenshot shows a web browser window titled "BidBridge, LLC : Supplier Event Manager : Event Status - Windows Internet Explorer". The address bar shows the URL "https://bids.bidbridge.net/supplier/eventstatus.aspx". The page content includes the BidBridge logo, an "EZ Bid" logo with a magnifying glass over a stack of money, and the text "Looking for more bidding opportunities?". Below this is a navigation bar with "Event Manager", "Upcoming Events", "PAST EVENTS", "HELP", and "LOG OUT". The main content area shows "One New Garbage Truck - Test" with a "Buyer Name" of "The City of Midway, KY - Agent Training", "Event Status: InProgress", and a "Remaining" time of "00:00:03:59". A table below lists the bid details:

Description	Current Bid AMT	Rank	History
Cost Per Specifications	\$173,216.00	2	<input checked="" type="checkbox"/>

An "Edit" button is located to the right of the table. A blue arrow points from a yellow callout box below to the "Rank" column of the table.

Suppliers only see their bid amount and rank.  
They see no other data from competing  
Suppliers.

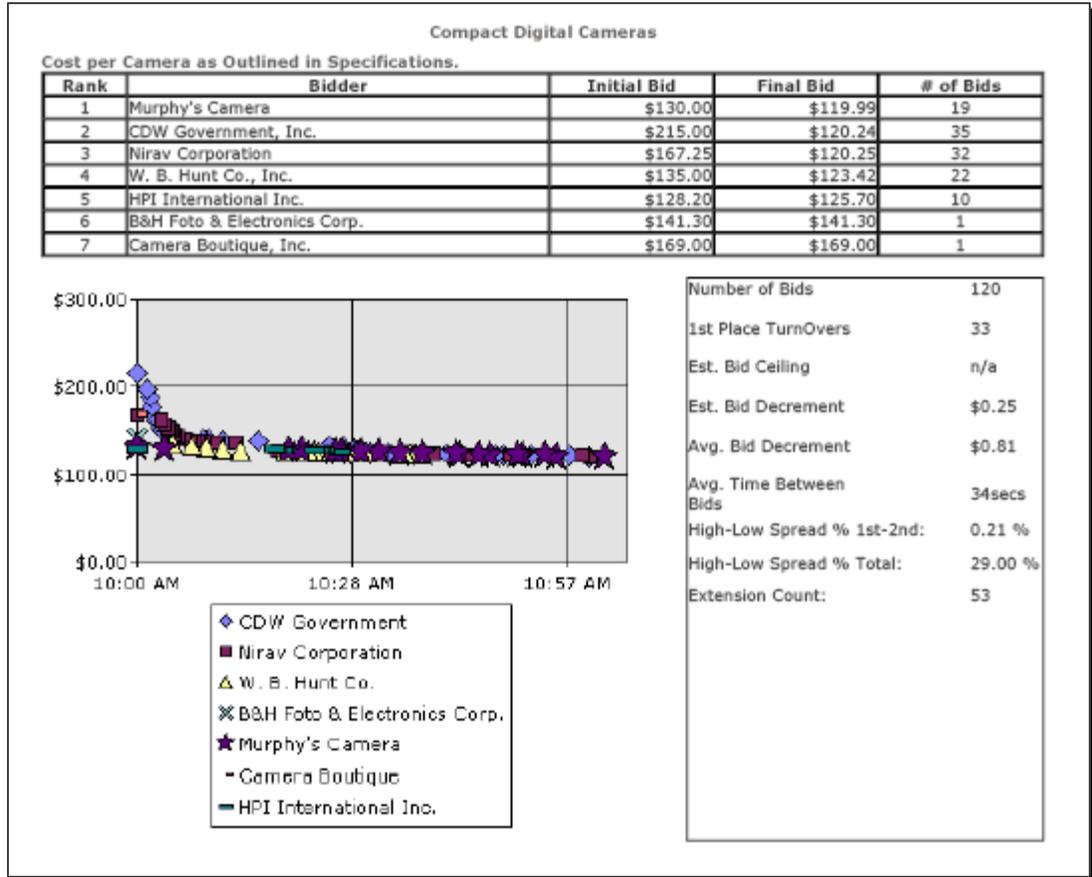
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# Case Study – Louisville, Kentucky Metro Government



## Digital Cameras

- Approved Budget** • \$168,000
- Suppliers** • 7 – 6 sourced by BB
- Length of Bid** • 1 Hour 5 Minutes
- Total Bids** • 120
- 1<sup>st</sup> Place Turnovers** • 33
- Final Price** • \$119,990
- Savings vs. Budget** • \$48,010 or 28.5%



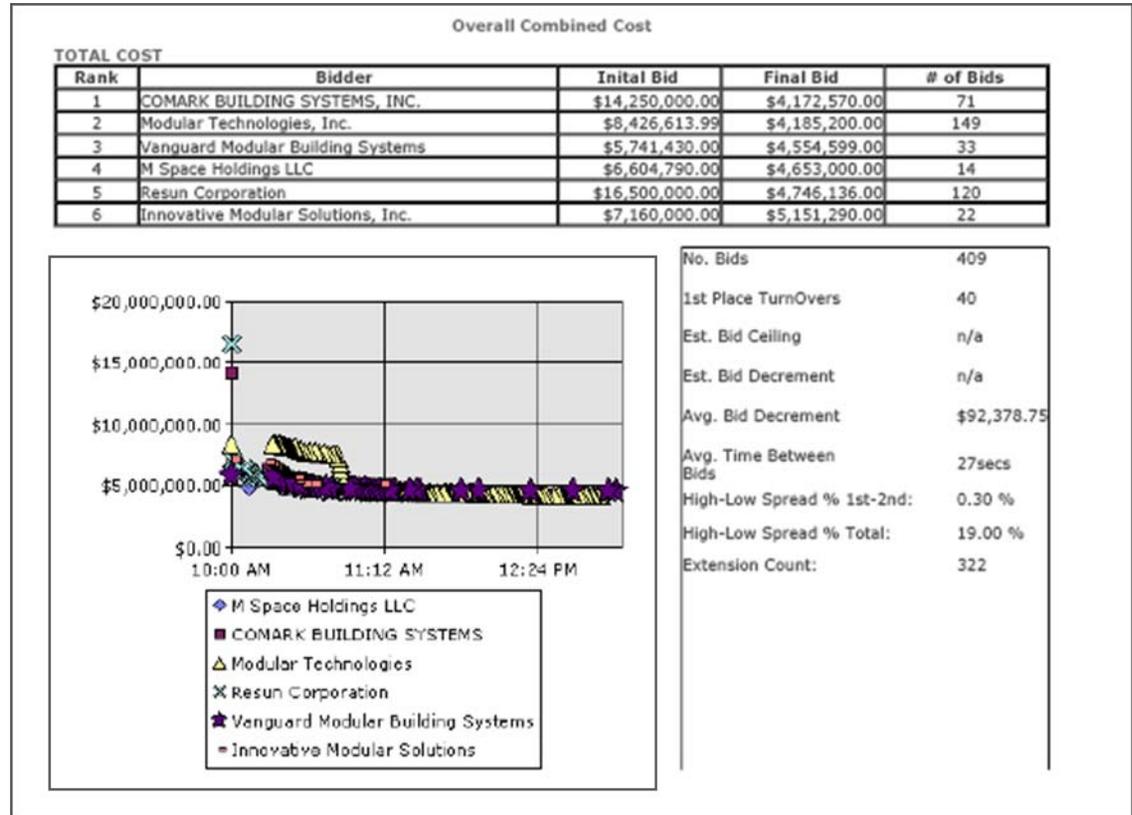
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# Case Study – Charlotte–Mecklenburg Schools



## Modular Buildings

- Approved Budget** • \$4,500,000
- Suppliers** • 6 – 4 sourced by BB
- Length of Bid** • 3 Hours 3 Minutes
- Total Bids** • 409
- 1<sup>st</sup> Place Turnovers** • 40
- Final Price** • \$4,172,570
- Savings vs. Budget** • \$327,430 or 7.2%



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# Case Study – City of Norton, Ohio



## Water Main Construction

Approved Budget

• \$706,000

Suppliers

• 10

Length of Bid

• 1 Hour 7 Minutes

Total Bids

• 283

1<sup>st</sup> Place Turnovers

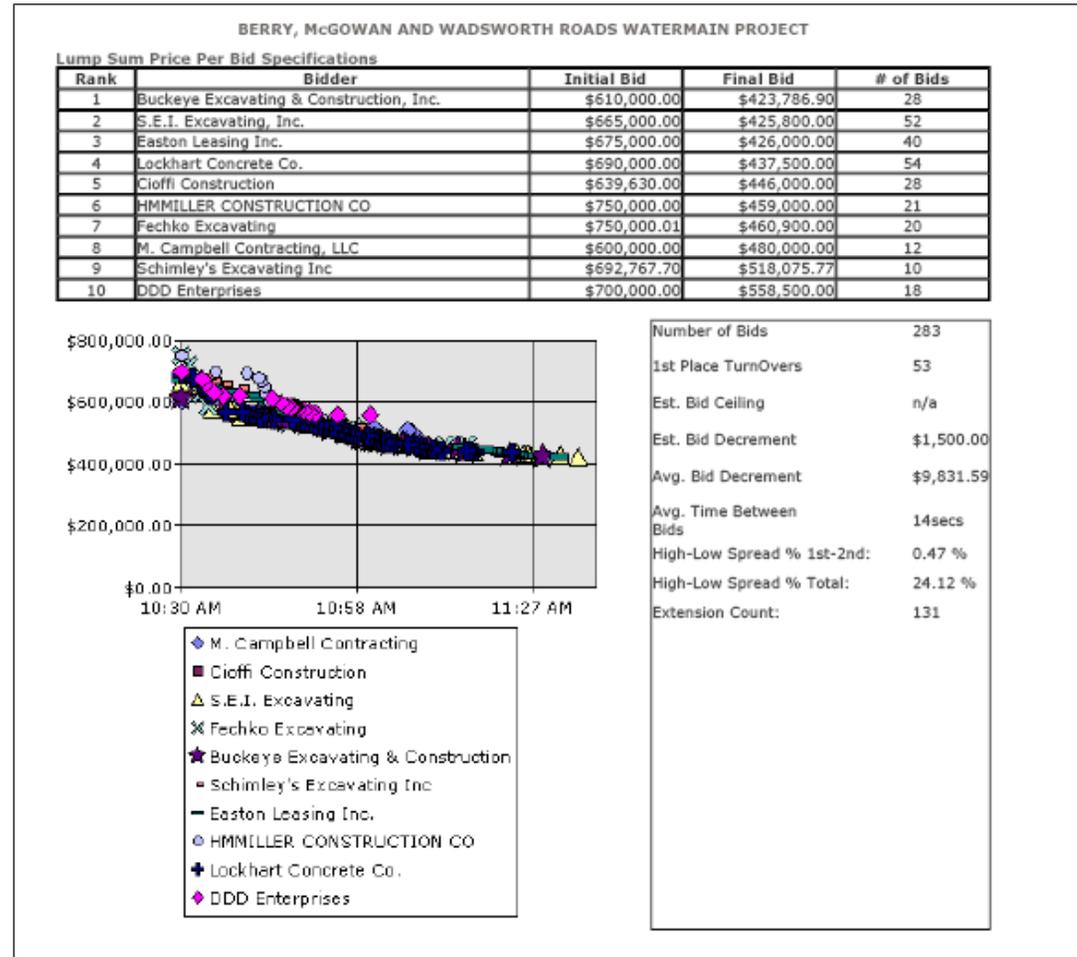
• 53

Final Price

• \$423,786

Savings vs. Budget

• \$282,214 or 39.9%



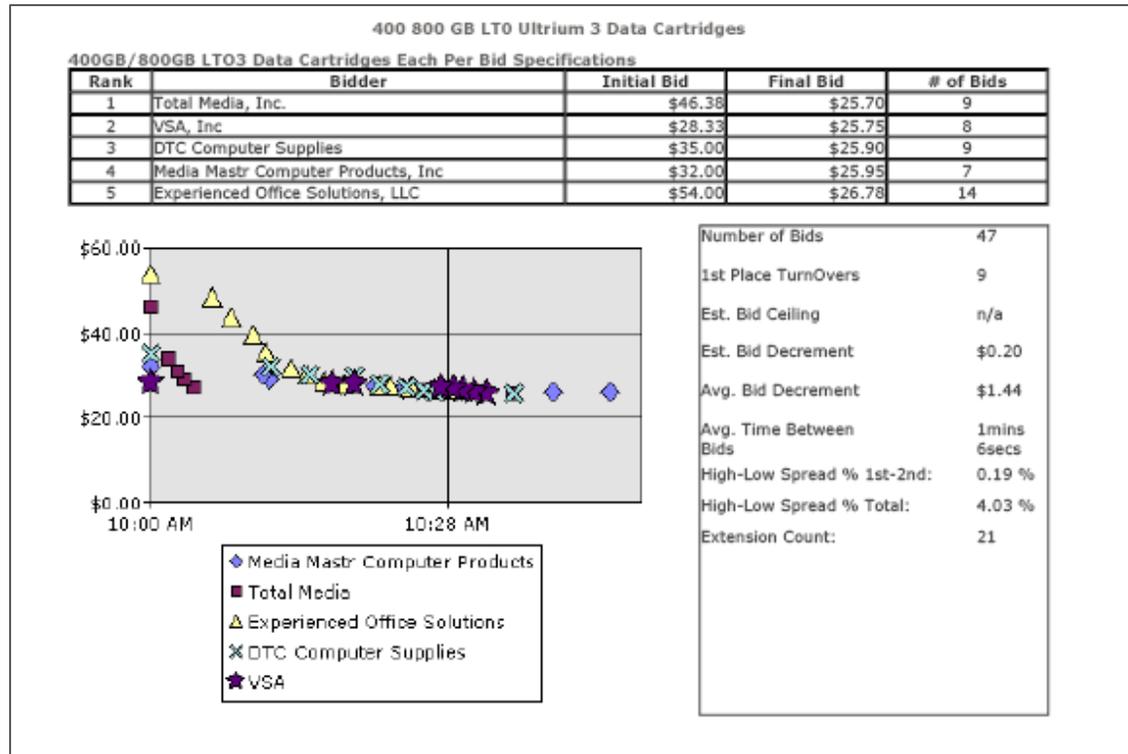
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# Case Study – Indiana Department of Administration



## Data Back-up Tapes

- Approved Budget** • \$79,000
- Suppliers** • 5
- Length of Bid** • 47 Minutes
- Total Bids** • 47
- 1<sup>st</sup> Place Turnovers** • 9
- Final Price** • \$56,000
- Savings vs. Budget** • \$23,000 or 30.2%



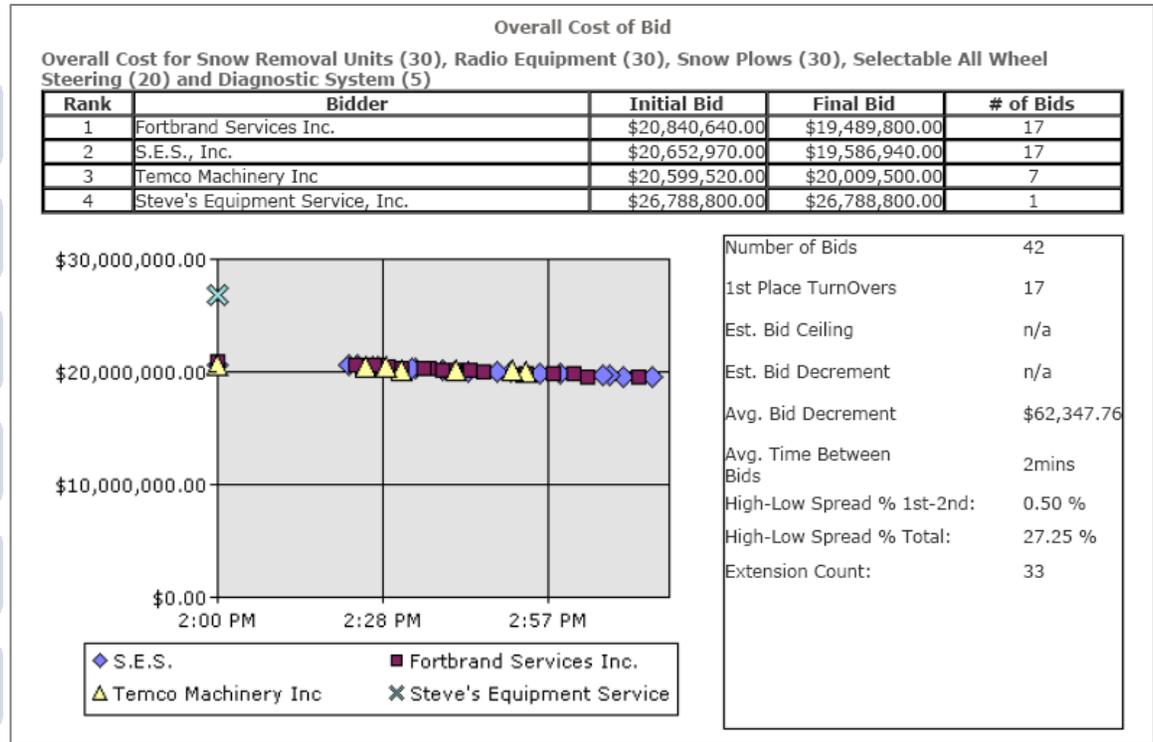
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# Case Study – City of Chicago



## Airport Equipment

- Approved Budget** • \$21,000,000
- Suppliers** • 4
- Length of Bid** • 1 Hour 18 Mins
- Total Bids** • 42
- 1<sup>st</sup> Place Turnovers** • 17
- Final Price** • \$19,489,800
- Savings vs. Budget** • \$1,510,200 or 7.2%



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# Audit Trail & Reporting



BidBridge delivers instant bid tabulations following each event, with the following three reports immediately available:



**Final Bid Submission Report**  
 Bid No. 300-18382 HDTVs and Brackets  
 Started: 4/21/2008 10:00 AM  
 Ended: 4/21/2008 10:40 AM

Wall Mounted High Definition TV's and Wall Mount Brackets

Cost per each Wall Mounted LCD High Definition Integrated television per specifications

Rank	Company	Value	Date/Time
1	Pomeroy II Solutions	\$665.02	4/21/2008 10:34:52 AM
2	Sensory Technologies	\$669.00	4/21/2008 10:26:40 AM
3	Future Communications, Inc.	\$672.84	4/21/2008 10:37:13 AM
4	PC SPECIALISTS DBA TECHNOLOGY INTEGRATION GROUP	\$689.85	4/21/2008 10:05:44 AM
5	Valiant INC	\$698.00	4/18/2008 2:06:39 PM
6	Miller Electronics Co. Inc	\$700.00	4/21/2008 10:05:35 AM
7	Mediaright, LLC	\$705.44	4/21/2008 10:18:08 AM
8	Ears 2 Hear Audio	\$710.00	4/21/2008 10:11:47 AM
9	Interstate Industrial Supply	\$714.43	4/21/2008 10:22:45 AM

Overall Cost for Eighty (80) Wall Mounted LCD High Definition Integrated Televisions

Rank	Company	Value	Date/Time
1	Pomeroy II Solutions	\$53,273.60	4/21/2008 10:34:52 AM
2	Sensory Technologies	\$53,520.00	4/21/2008 10:26:40 AM
3	Future Communications, Inc.	\$53,827.20	4/21/2008 10:37:13 AM
4	PC SPECIALISTS DBA TECHNOLOGY INTEGRATION GROUP	\$55,188.00	4/21/2008 10:05:44 AM
5	Valiant INC	\$55,880.00	4/18/2008 2:06:39 PM
6	Miller Electronics Co. Inc	\$56,000.00	4/21/2008 10:05:35 AM
7	Mediaright, LLC	\$56,435.20	4/21/2008 10:18:08 AM
8	Ears 2 Hear Audio	\$56,800.00	4/21/2008 10:11:47 AM
9	Interstate Industrial Supply	\$57,154.39	4/21/2008 10:22:45 AM

Cost per each Wall Mount Bracket to Hang LCD High Definition Integrated Television

Rank	Company	Value	Date/Time
1	Pomeroy II Solutions	\$56.82	4/21/2008 10:34:52 AM
2	PC SPECIALISTS DBA TECHNOLOGY INTEGRATION GROUP	\$59.23	4/21/2008 10:05:44 AM
3	Mediaright, LLC	\$60.77	4/21/2008 10:18:08 AM
4	Sensory Technologies	\$61.99	4/21/2008 10:26:40 AM
5	Miller Electronics Co. Inc	\$63.00	4/21/2008 10:05:35 AM
6	Valiant INC	\$63.18	4/18/2008 2:06:39 PM
7	Ears 2 Hear Audio	\$66.00	4/21/2008 10:11:47 AM
8	Future Communications, Inc.	\$70.01	4/21/2008 10:37:13 AM
9	Interstate Industrial Supply	\$84.64	4/21/2008 10:22:45 AM

Overall Cost for Eighty (80) Wall Mount Brackets to Hang Wall Mounted LCD High Definition Integrated Televisions

Rank	Company	Value	Date/Time
1	Pomeroy II Solutions	\$4,545.60	4/21/2008 10:34:52 AM
2	PC SPECIALISTS DBA TECHNOLOGY INTEGRATION GROUP	\$4,740.00	4/21/2008 10:05:44 AM
3	Mediaright, LLC	\$4,861.60	4/21/2008 10:18:08 AM
4	Sensory Technologies	\$4,959.20	4/21/2008 10:26:40 AM
5	Miller Electronics Co. Inc	\$5,040.00	4/21/2008 10:05:35 AM
6	Valiant INC	\$5,054.40	4/18/2008 2:06:39 PM
7	Ears 2 Hear Audio	\$5,280.00	4/21/2008 10:11:47 AM

## All Bid Data Report

- A detailed listing of each supplier's bid throughout the event, including time-stamp and rank.

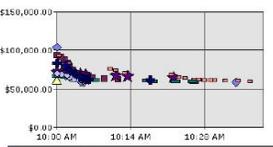


**Event Summary Report**  
 Bid No. 300-18382 HDTVs and Brackets  
 Started: 4/21/2008 10:00 AM  
 Ended: 4/21/2008 10:40 AM

Wall Mounted High Definition TV's and Wall Mount Brackets

Overall Cost for Eighty (80) Wall Mounted LCD High Definition TV's and Wall Mount Brackets

Rank	Bidder	Initial Bid	Final Bid	# of Bids
1	Pomeroy II Solutions	\$104,000.00	\$57,819.20	5
2	Sensory Technologies	\$58,000.00	\$58,779.00	18
3	Future Communications, Inc.	\$82,624.79	\$59,428.00	16
4	PC SPECIALISTS DBA TECHNOLOGY INTEGRATION GROUP	\$68,740.00	\$59,928.00	9
5	Valiant INC	\$80,234.40	\$60,734.40	1
6	Miller Electronics Co. Inc	\$79,400.00	\$61,040.00	5
7	Mediaright, LLC	\$82,640.00	\$61,235.79	10
8	Ears 2 Hear Audio	\$84,000.00	\$62,000.00	12
9	Interstate Industrial Supply	\$71,272.00	\$63,925.59	6



Number of Bids: 77  
 1st Place Turn-Overs: 3  
 Est. Bid Ceiling: n/a  
 Est. Bid Decrement: n/a  
 Avg. Bid Decrement: \$2,700.36  
 Avg. Time Between Bids: 34secs  
 High-Low Spread % 1st-2nd: 1.13 %  
 High-Low Spread % Total: 9.55 %  
 Extension Count: 8

## Event Summary Report

- A snapshot of the event's conclusion including the number of bids per supplier



**All Bid Data Report**  
 Bid No. 300-18382 HDTVs and Brackets  
 Started: 4/21/2008 10:00 AM  
 Ended: 4/21/2008 10:40 AM

Pomeroy II Solutions

Wall Mounted High Definition TV's and Wall Mount Brackets

Cost per each Wall Mounted LCD High Definition Integrated television per specifications

Rank	Field Value	Date/Time
1	\$665.92	4/21/2008 10:34:52 AM
1	\$675.92	4/21/2008 10:04:32 AM
4	\$743.51	4/21/2008 10:32:51 AM
4	\$1,000.00	4/18/2008 3:05:57 PM

Overall Cost for Eighty (80) Wall Mounted LCD High Definition Integrated Televisions

Rank	Field Value	Date/Time
1	\$53,273.60	4/21/2008 10:34:52 AM
1	\$54,073.60	4/21/2008 10:04:32 AM
4	\$59,480.80	4/21/2008 10:02:51 AM
4	\$60,000.00	4/18/2008 3:05:57 PM

Cost per each Wall Mount Bracket to Hang LCD High Definition Integrated Television

Rank	Field Value	Date/Time
1	\$56.82	4/21/2008 10:05:12 AM
1	\$62.60	4/21/2008 10:02:51 AM
4	\$300.00	4/18/2008 3:05:57 PM

Overall Cost for Eighty (80) Wall Mount Brackets to Hang Wall Mounted LCD High Definition Integrated Televisions

Rank	Field Value	Date/Time
1	\$4,545.60	4/21/2008 10:05:12 AM
1	\$5,000.00	4/21/2008 10:02:51 AM
4	\$24,000.00	4/18/2008 3:05:57 PM

Overall Cost for Eighty (80) Wall Mounted LCD High Definition TV's and Wall Mount Brackets

Rank	Field Value	Date/Time
1	\$57,819.20	4/21/2008 10:34:52 AM
1	\$58,039.20	4/21/2008 10:05:12 AM
1	\$59,073.60	4/21/2008 10:04:32 AM
3	\$64,480.80	4/21/2008 10:02:51 AM
4	\$104,000.00	4/18/2008 3:05:57 PM

## Final Bid Submission

- Details the final bid by supplier per line item

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## Providing Solutions in Common Areas of Purchasing

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### Capital Equipment

- Computer/IT Equipment
- Heavy Equipment
- Commercial & Emergency Vehicles
- MRI/CT Scans/Ultra Sound

### Commodities

- Industrial Supplies
- Fuel & Energy
- Filtration
- Industrial Gases

### Construction

- Building Materials
- FF&E
- Demolition & Renovation
- Paving

### Services

- Janitorial – Custodial
- Security
- Food Service
- Communications

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# Getting Started



Visit [www.bidbridge.net](http://www.bidbridge.net) to register and download a copy of our Getting Started Guide

The screenshot shows the BidBridge website homepage. At the top left is the BidBridge logo. To its right is the tagline "The distance between buyers and suppliers is getting smaller." Below this is a navigation bar with links for "UPCOMING EVENTS", "RESOURCE ROOM", "CONTACT US", and "MY BIDBRIDGE LOGIN". A left-hand navigation menu lists: "Procurement Solutions", "Buyers", "Suppliers", "About us", "News", "Partnerships", "Proven Results", and "Demo Center". The main content area features a large image of a green field under a blue sky with clouds and a single tree. Overlaid on this image are the phrases "Easy. Efficient. Rewarding.", "Transparency", "More Suppliers. More Bids.", "Strategic Sourcing", and "True market value for your purchases." Below the main image are three columns: "Buyers" with links to "Register as a user of BidBridge" and "Submit an Event Profile"; a central section with text about the "Getting Started Guide" and a small image of the guide; and "Suppliers" with links to "Register as a user of BidBridge" and "View Upcoming Events".

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