



Nation's Fifth Largest County on Target to Save Taxpayers \$28 Million

The implementation of the web-based BidSync eProcurement Solution reformed the County of Maricopa's purchasing process.

CHALLENGE

Driven by demands for increased transparency and value, the central purchasing authority at Maricopa County struggled to obtain business intelligence from outdated processes and information systems to effectively manage their \$750 million annual spend. Faced with the looming retirement of over half of the professional procurement staff, the increasing demand for citizen services and the highest record of unemployment, the perfect opportunity was presented to review processes to ensure that all 55 County agencies had what they needed to deliver necessary public services. As the purchasing authority for county departments, and a good steward of tax dollars, Maricopa County Chief Procurement Officer Wes Baysinger knew that his agency could have a significant impact on overall county expenditure - if the right tools were in place. Maricopa County needed a solution that would help them identify opportunities to aggregate demands, increase competition, manage sourcing, and reduce maverick spending all while reducing processing time and increasing value-added steps along the way.

SOLUTION

So how does an agency justify a new system during the most severe recession in Arizona history? The solution has to pay for itself and then some! Although several options, including custom build applications and out-of-the-box solutions were

presented to administrators, it was apparent that BidSync eProcure™ offered the best overall combination of analytical tools, workflow capability, commodity and supplier management at the lowest total cost of ownership. In fact, before eProcure was rolled out to departmental users, savings generated from a few reverse auction transactions exceeded the five year cost of implementation. Now that's ROI!

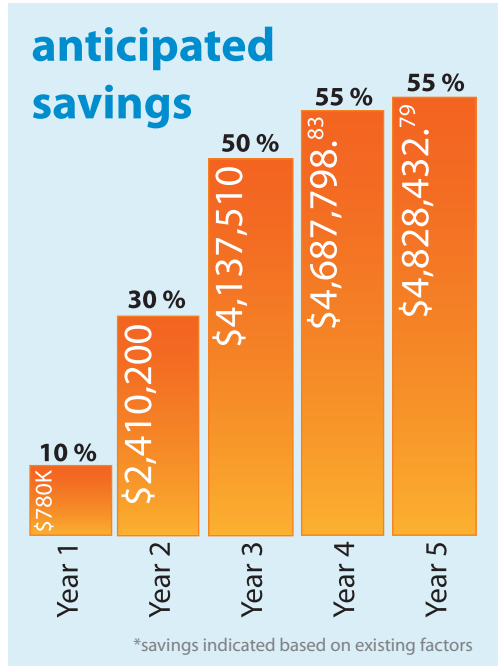
"We liked the idea that we didn't have to host or maintain anything. This product has applications for vendor management, bid solicitation, contracting, requisitions, purchase orders, and reverse auctioning...and uses the standard National Institute of Government Purchasing commodity code structure. This allows us to have relevant business intelligence about what, where, when and how we buy so we can make informed decisions that maximize our spend leverage, while increasing the open, competitive process and giving our vendors tremendous opportunities to grow their businesses too," says Lisa Nash of Maricopa County's Materials Management.

"We liked the idea that we didn't have to host or maintain anything. This product has applications for vendor management, bid solicitation, contracting, requisitions, purchase orders, and reverse auctioning... This allows us to have relevant business intelligence about what, where, when and how we buy so we can make informed decisions that maximize our spend leverage, while increasing the open, competitive process and giving our vendors tremendous opportunities to grow their businesses too."

—Lisa Nash, Materials Management

CONCLUSION

As an Internet-based Software as a Service (SaaS) solution, the eProcure tools provided the County a reliable, secure system which reports and tracks spending without the delay, expense and training issues associated with creating a custom application. With the capability to accept electronic bid responses from vendors and a state-of-the-art security lockbox system, information is encrypted on the system and bid awards are made easier using automated tabulation. The County is on track to deliver an anticipated \$28 million in savings at the end of five years using eProcure.





With over 4 million residents and spanning approximately 9,224 miles, Maricopa County is the fifth largest county in the United States. Over 60 percent of Arizona's population lives in Maricopa County and much of the political activity is centered in the County.

Maricopa County is on track to deliver an anticipated **\$28 million in savings.**

ABOUT BIDS SYNC

Utah-based BidSync was officially launched in 2002. Today hundreds of large and small governments across the United States enjoy the benefits of BidSync eProcure™, including the States of California and Utah, Orange County, CA, Denton County, TX and cities like Tempe, AZ, Fort Lauderdale, FL, and educational entities such as Princeton University, NJ and Palm Beach School District, FL. Due to the increased pressure for accountability of public agencies, our “engine” provided a way for agencies to: conduct bid requests, informal quotes for services, reverse auctions, proposals, contract management, requisitioning, PO, workflow/approval, etc. in a 100% Internet-based system from which thorough audit trails can be generated.

eProcure provides tremendous cost savings while lowering prices for goods and services. Agencies have reported time savings as high as 90% and monetary savings as high as 70% on any given bid.

A few benefits of using the BidSync eProcure™:

- With a vendor database of over 500,000, government agencies can reach a nationwide supplier base; thus creating a competitive bid environment.
- “Going Green” -The BidSync eProcure solution eliminates almost all of agencies printing and postage costs. On average agencies pay anywhere from \$3,000 to upwards of \$50,000 annually on postage and printing. The BidSync eProcure™ can eliminate 90% of the postage costs and upwards of 75% of printing costs.
- eProcure facilitates government transparency by allowing almost any bid related information to be automatically made public by agencies contingent on governing policies.
- eProcure’s vendor management system is comprehensive and efficient. Vendors maintain their own information which provides agencies with the most accurate and up to date information. The BidSync vendor support team is unmatched, we offer phone and electronic support and training which is coupled with training guides ensuring vendors know how to do business with agencies.



BIDSYNC AGENCY CASE STUDY