



# TOP REVERSE AUCTION CATEGORIES

“What can I source with a reverse auction?” That is often the first question asked when evaluating how to integrate reverse auctions into your procurement strategy. We can help you with that! Procurex has conducted more than 35,000 auction transactions valued at more than \$37 billion on behalf of our clients - with documented savings of more than \$7 billion.

Reverse auctions work with just about every category you can imagine – from supercomputers to trash can liners and everything in between. Contrary to a common misconception, reverse auctions aren’t just about price. With our expertise, clients also can evaluate vendors based on non-price factors.

Wondering what’s possible? Take a look at some of the most common categories - and the big savings our customers enjoy.

## GENERAL

---

### VEHICLES

Procurex regularly beats state contract pricing by more than 11% through the use of our reverse auction platform.

### CAPITAL EQUIPMENT

Capital equipment, whether large AC coolers or outfitting a commercial kitchen, are often large dollar purchases that generate solid competition among suppliers.

### OFFICE SUPPLIES

From complex auctions that include several hundred line items to simple purchases of ink and toner, we will help you extract significant savings in this category. (A recent ink and toner auction saved nearly 20% over previous annual costs!)

### JANITORIAL SUPPLIES

We'll help you take hundreds of line items of janitorial supplies and distill them into an auctionable lot. (Procurex helped one Midwest organization save 14% per year on its janitorial supplies.)

## TECHNOLOGY

---

### COMPUTERS & IT HARDWARE

Laptops, desktops, servers, peripherals and other IT hardware present fantastic savings opportunities. (We saved an Ivy League university more than \$530,000 per year on their computer purchases.)

### SOFTWARE LICENSES

From Microsoft and Adobe to McAfee and Oracle, the cost of these licensing agreements can be dramatically reduced. (Procurex worked with a Texas institution to save more than 10% on its software licensing agreements.)

### A/V EQUIPMENT

Whether you are outfitting a new building or replacing old equipment, expenditures on A/V equipment can escalate quickly. Given the highly competitive nature of this product category, it can be an ideal place to start your reverse auction journey.

## ENERGY

---

### ELECTRICITY

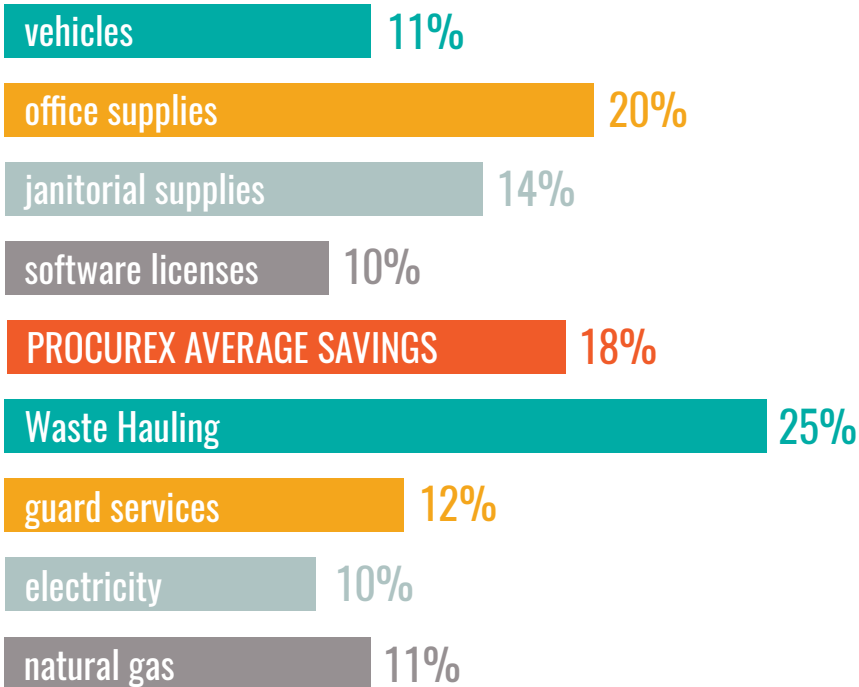
With Procurex's energy market expertise, we're able to take large energy purchases and provide transparency to the purchase process - netting our clients meaningful savings. (On average, Procurex saves our clients 5% to 10% on power purchases!)

### FUEL OIL

From No. 2 to No. 6 fuel oil and even jet fuel, we have you covered. Procurex has worked with local and national suppliers to drive costs down on fuel oil.

### NATURAL GAS

Procurex has built very strong supplier relationships with both local and national natural gas providers and has been called out as the 'reverse auction platform of choice' by many of them. (Procurex worked with a Northeast institution to save 11% on its annual natural gas purchase.)



*Procurex works with our clients to save on average*  
**18%**  
*on Reverse Auction events!*

## SERVICES

---

### WASTE HAULING SERVICES

Waste hauling services have become a go-to category for savings through the use of reverse auctions. (Procurex saved an NYC organization more than \$500,000 - a 25 percent savings over its previous waste hauling contract.)

### LANDSCAPING SERVICES

Landscaping services are often locally provided services with highly competitive suppliers, making it a prime candidate for a reverse auction. When dealing with larger corporate campuses or multiple locations, these services can quickly escalate in costs.

### GUARD/SECURITY SERVICES

Procurex helps clients build specifications into the bid document that makes competition easy and results in big annual savings. (Procurex worked with a California institution to save more than 12% on its guard services contract.)

### MANAGED PRINT/ COPIER SERVICES

One of largest shared services spend categories resides in printing service. Procurex regularly works with our clients on this high-profile category. (Procurex partnered with a major California institution to save more than \$1million on a three-year service contract.)

## WORKING WITH PROCUREX

Regardless of the category, Procurex is your partner for savings in reverse auctions. Our full-service approach to reverse auctions is like adding extra people to your staff – who just happen to be experts in all things related to reverse auctions. We do almost all of the work for you.

As an extension of your team, we will:

**Evaluate** the opportunities you have for reverse auctions.

**Prepare** and normalize your specification so it's auction-ready and multiple vendors can respond to it.

**Source** pre-qualified vendors, create a level playing field for them, train them and prepare them for the reverse auction event.

**Host** the auction event for you. Bring some popcorn, pull up a chair and watch the savings pile up.

Schedule your complimentary evaluation call with us and start saving within weeks!

Phone: 866-412-7161 Option 2

[mmackinnon@procurexinc.com](mailto:mmackinnon@procurexinc.com)

[procurexinc.com](http://procurexinc.com)



CONTACT US: