



## FULL-SERVICE Reverse Auctions for City Governments



### What if you could save an additional 18% on your next RFP?

What if you could get that better price from the most qualified vendor while preserving a strong, positive relationship with them? What if you could even drive down the costs of your already low state-negotiated contract prices? And what if you could do this without creating extra work for your department? You can - with Procurex's help.

Procurex has worked with clients in the public sector for almost 15 years. We understand your procurement challenges and how best to work with you, your internal stakeholders and your suppliers.

***“Procurex provides a way to get to the lowest price from the most qualified vendors in the shortest amount of time.”***

*Trevor Day, Procurement Commissioner, City of Philadelphia*

### FULL SERVICE

- PROCESS** We become a virtual extension of your team throughout the process. We'll help you identify the appropriate goods; recruit and train vendors; manage the entire bidding process; and host the auction event itself.
- PLATFORM** Combining proven procurement processes with world-class technology ensures all the required functionality and flexibility is tied into an easy-to-use and intuitive platform – simple for you and for your suppliers.
- CONTROL** We do the heavy lifting, but you are always in control. You control the supplier vetting and the ultimate award decisions - even if that decision is to not make an award at the end. You have total control.

***With our full-service approach to reverse auctions, we do all of the heavy lifting for you. You simply sit back and watch the savings roll in!***

## REAL AUCTIONS. REAL SAVINGS.

Reverse auctions can be used for a wide range of items – from commodities such as electricity, fuel and road salt and specialized goods such as police cars and school buses. Also, Procurex customers have saved thousands of dollars on services such as managed print services, guard services, and maintenance contract. The following are actual examples and real savings our clients have enjoyed.

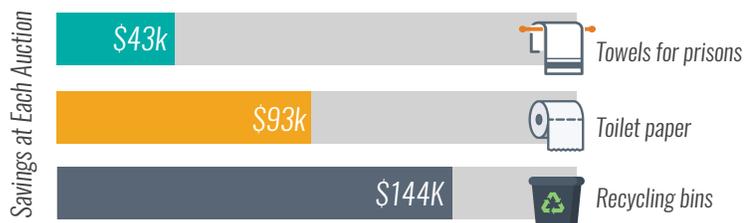
ENERGY		Saved 52% on fuel purchases.
IT/HARDWARE		Saved over \$530,000 on one computer purchase contract.
JANITORIAL SUPPLIES		Saved \$144,000 on recycle bins.
MANAGED PRINT/ COPIER SERVICES		Saved more than \$1 million on a three-year managed print contract.

*“We’ve used Procurex for multiple fuel auctions over time. It’s not just their software that makes it work, it is their hands-on approach that allows us to do some fairly complex auctions covering multiple products, multiple geographies and multiple bidders.”*

Jennifer Doherty, Chief Procurement Officer, State of Pennsylvania

### Customer Spotlight: City of Philadelphia

A customer since 2016, with 3 auctions to date, the City of Philadelphia started using reverse auctions with small, low risk commodities, and has seen their savings grow at each subsequent auction, clearing the way for larger transactions and more significant savings.



### Some Customers You May Recognize



**Ready to Learn More?** Schedule a complimentary evaluation and discovery call with one of our reverse auction experts.

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CONTACT US: