



FULL-SERVICE Reverse Auctions for Higher Education



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? 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 higher education for more than 15 years. We understand your procurement challenges and how best to work with you, your internal clients and your suppliers.

“Working with Procurex is like getting extra staff members. They become your agent to do the heavy lifting to build the RFP.”

Ron Moraski, Purchasing Manager, Rensselaer Polytechnic Institute

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 with Procurex can be used for a wide range of items. That includes commodities such as electricity, fuel and road salt and specialized goods such as police cars and school buses. But reverse auctions can be used for more than goods and commodities. Using Procurex, buyers have saved thousands of dollars on specialized service categories such as managed print services, guard services and maintenance contracts.

IT/HARDWARE



Saved over \$530,000 on one computer purchase contract.

FLEET/BUSES



Cut \$240,000 off of overall bus costs while improving specification.

ENERGY



Saved 52% on a purchase of gasoline, biodiesel and heating oil.

MANAGED PRINT/
COPIER SERVICES



Saved more than \$1 million on a three-year managed print contract.

“I love using Procurex, and the guys over there have been great! They take what we would do for a normal RFP and get it ready for a reverse auction for us. I keep looking for new ways to use them.”

Debra Flugum, Director of Purchasing, California State University

Some Customers You May Recognize

Yale

CSU The California State University

COLUMBIA UNIVERSITY
IN THE CITY OF NEW YORK



Cornell University



PennState



Rensselaer

Procurex is an E&I competitively bid contract partner! Already using E&I cooperative contracts? You can have the full Procurex reverse auction experience using the E&I competitively bid contract, on an event-by-event basis, with no cost to your institution!

E&I Cooperative Services
Sourcing. Strategy. Savings.®

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

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CONTACT US: