

CASE STUDY

In the City of Huntington, Paper Has No Place

CHALLENGE

“I was swimming in paper.”

That quote is the best summary of the challenges Kim Bailey faced when she took over as Purchasing Director for the City of Huntington, West Virginia. Other issues included outdated bid lists, expensive bid notices, and cumbersome bid setup, but all led back to the paper-based process that was limiting efficiency.

SOLUTION

Relying on electronic bidding experience from her previous work, Bailey vetted several online procurement options and landed on Bid Express® - Infotech's secure online bidding platform.

“I did some research and did probably six online demos. Bid Express just presented itself as intuitive and easy-to-use.”

RESULTS

By using Bid Express to manage solicitations, Bailey saves big on time, money, and space.

90% Reduction in
Bid Prep Time

95% Reduction in
Bid Ad Costs

80% Less Filing
Cabinets

Expediting Bid Set-Up with Templates

“Probably about 60% of the bids I’ve done, I’ve templated somehow. Ammunition, road slips, retaining walls, all of those I’ve templated. My bids take me 15 minutes max.”

Bid Express allows users to build out bid templates with Smart Forms and then replicate them for future solicitations. This function is especially useful for complex bids, like the kind Bailey sets up for the Department of Housing and Urban Development. Federal money means bureaucracy - and all the forms that come with it. Bailey is able to attach those forms once and copy them to the next bid. Previously, setting up each bid individually took

“a minimum of 4 hours.” The ability for Bailey to return to a bid draft also enables a greater level of organization and control over the bidding process.

“The fact that you can just save the bid as a draft and come back to it tomorrow is key because you almost never have everything you need beforehand.”

Accommodating the Bidding Community

Getting a bidding community that’s used to operating one way to embrace new technology can be one of the most difficult aspects of implementing a platform like Bid Express. After some initial friction, the bidders in Bailey’s region have grown to appreciate the flexibility the platform offers.

“That community really likes it now. It was a struggle to get them there the first couple of months, but they do like it, because once they hit ‘submit’ they get a message that everything is okay, they know it’s done, and they don’t have to worry about it.”

Of course, moving things online has taken a little of the fanfare out of bid openings, but Bailey certainly doesn’t mind.

“I no longer get papercuts. I don’t have to dig through the bid to find the submission sheet or the pricing sheet. The bid summary page on Bid Express is amazing, you just tell it to export and it’s done.”

Bid Better with Bid Express

Amplify the quality and quantity of your bid submissions with the e-Bidding platform that streamlines the solicitation process for agencies and vendors everywhere.

- + Minimize discarded low bids with error checks and omission alerts
- + Reduce paper waste from printed bid packets and plans
- + Get instant bid tabs with ranked and exportable results