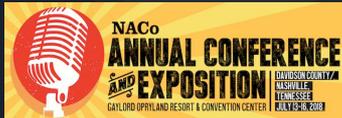


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Transforming Procurement Strategies with Data-Driven Online Solutions

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The County Purchasing Landscape



3000+ Counties in the U.S.



\$750 Billion in Spend



155 Million Purchase Orders



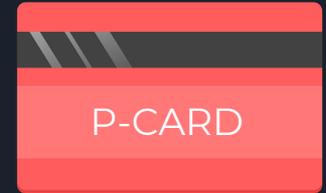
4 Million Vendors



The Challenges Counties Face

Various Procurement Methods With Fragmented Processes:

- Request for Quote
- Bids/RFPs
- Formal/Informal Quotes
- Piggybacking
- Invitation for Bid/IFB
- Micro-Purchase (P-Cards)
- Request for Qualifications
- Request for Tender
- Cooperatives/GPOs
- GSA Schedule
- Sole Source Buying
- Simplified Acquisitions
- State Contracts



The Challenges Counties Face

What Slows Public Purchasing Down:

- Response times
- Miscommunication
- Inadequate information
- Lack of knowledge
- Keeping track of records
- Decentralization
- Restrictions
- Inefficient manual processes
- Increased complexity
- Telephone/fax/email



5 Reasons Why
Agencies Are Rapidly
Adopting **Smart Tech**
Solutions:



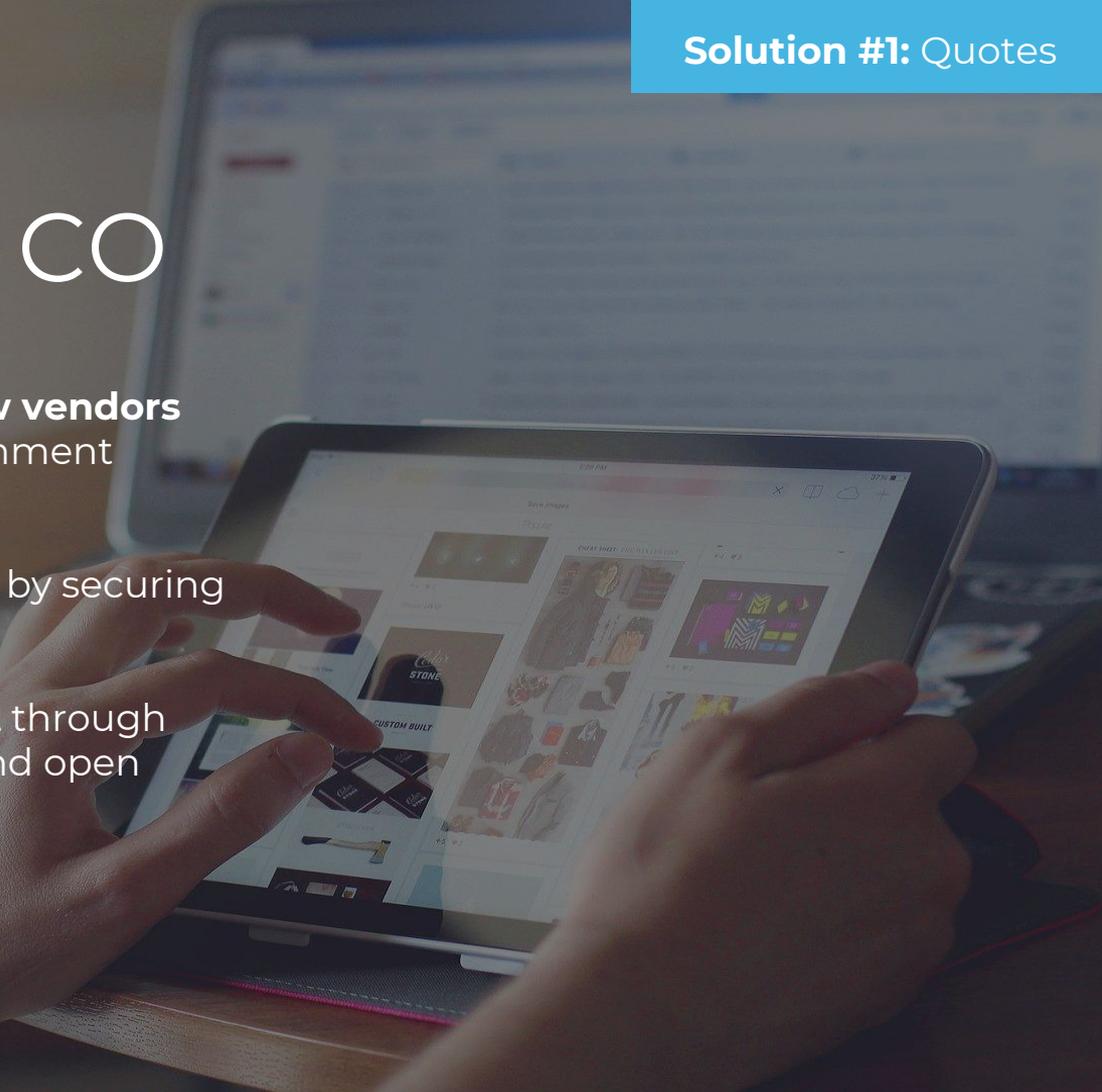
1. Smart web-based tools for government increase **efficiency** and **transparency**
2. Advanced data analysis platforms allow **benchmarking** against peers
3. Usage of **meaningful data** enables the deployment of evidence-based interventions
4. Adoption of innovative digital channels **reduces procurement costs**
5. Boosting investments in **expertise and skill building** for mission-driven employees



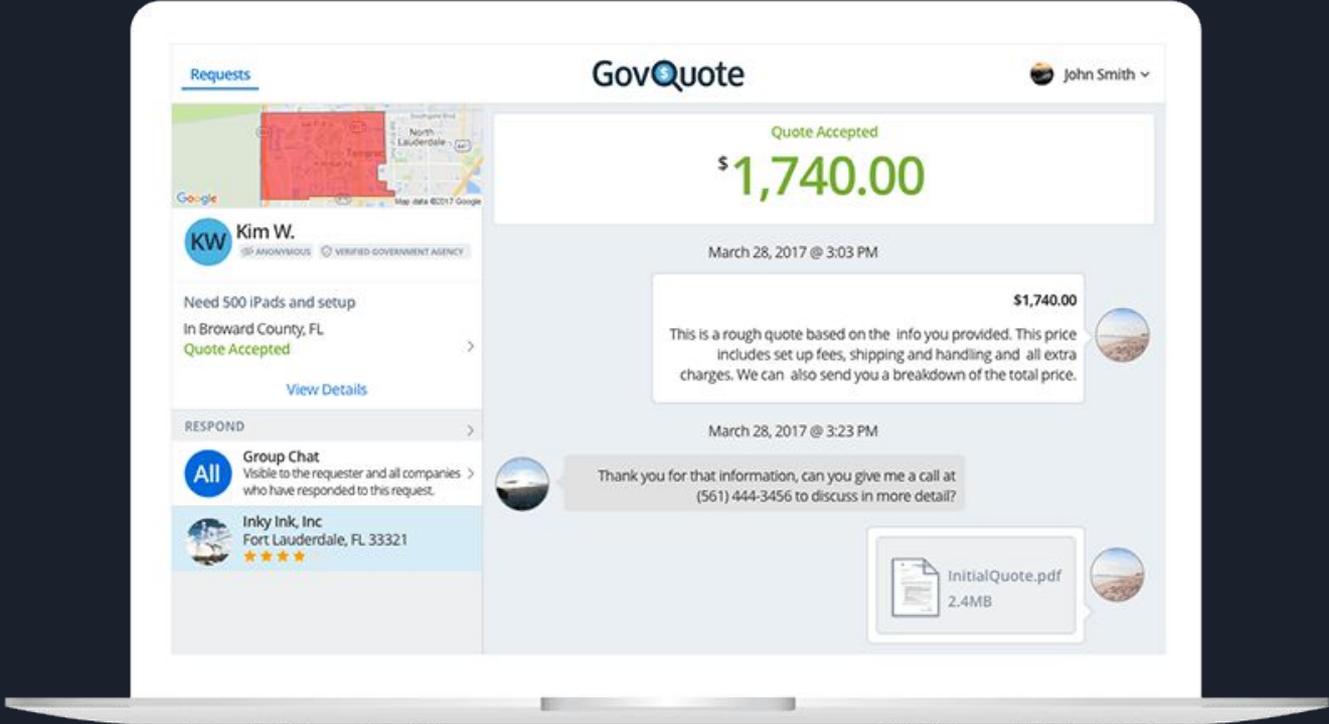
With RFP thresholds on the rise, agencies are turning to the latest **data-driven** technology to **simplify** their procurement processes.

Routt County, CO

- Gained access to over **7,000 new vendors** actively competing in the government market
- **Better allocating budget funds** by securing best possible prices
- **Increasing citizen engagement** through fully transparent, accountable and open procurement practices



GovQuote



What is GovQuote?

The first fully online marketplace dedicated to helping government agencies get quotes below the RFP threshold quickly and easily.

Using powerful technology, GovQuote cuts out costly and expensive procurement methods that **place important purchasing decisions at risk.**

County buyers can:

- Request quotes in 60 seconds or less
- Receive direct quotes
- Get the best price
- Have a full, digital Audit Record

City of Palm Coast, FL Boosts Productivity With Quotes

- Fast, easy **price comparison and company vetting**
- **Closing communication gaps** with instant messaging and notifications
- **Automating time-consuming manual processes** and maintaining full audit record compliance using the latest smart technology



Procurement is complicated. **Make it simple.**



Creating requests is fast and easy, while groundbreaking technology allows only qualified companies to receive them.



Reaches the largest audience of companies actively competing for the business of state, local, and education (SLED) agencies.



Companies provide direct quotes and publicly compete with each other for the lowest price.

Innovative web-based procurement solutions, here **today**.



Level the playing field by helping small and minority-owned companies with lower margins compete with larger organizations.



Automatic, detailed record of each transaction to satisfy auditors or public records requests, viewable and downloadable at any time.

Technology **does all the hard work for you.**

- Curated, moderated by public purchasing experts
- Experienced staff monitors, vets every request published on the platform
- Bolsters agency procurement success every step of the way
 - Improves response times
 - Clarifies important request details if needed
 - Assists buyers with meeting or exceeding quote requirements



The procurement solutions of the future are here **today**.

Here are more examples of how smart technology enables agencies to have full **transparency** and crystal-clear **visibility** into the government market:

Routt County, CO Saves \$6,500 in IT Using Pricing Info

- **See what other agencies pay** for the same products and services
- **Negotiate the best price** using advanced government procurement tools
- **Optimize purchasing power** by leveraging high-quality, meaningful data

GovSpend



What is GovSpend?

The #1 online database for detailed government purchasing information, with new, actionable data being acquired each day:

GovSpend has data from local, state, and federal agencies.

401M

Purchase Orders

869M

Line Items

23.7K

Total Agencies

447K

Key Contacts

Purchase Orders (POs) include all of the relevant details of a purchase: product descriptions, quantities, pricing, vendor profiles, agency information and much more. GovSpend makes all of those details easily searchable.

GovSpend's Google-like search capability makes it easy to find specific purchasing data, agencies, and vendors within its massive database.



GovSpend provides agencies with the power to **accomplish more in less time.**



Identify purchases from similar agencies



Perform vendor validation



Detailed line item pricing



Discover piggyback opportunities



Find hard to locate items



Benchmarking for best price

Monroe County Housing Authority, PA Saves \$50,000 Through Piggybacking

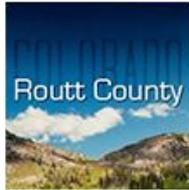
- Found service contracts for **thousands less** than what they were normally paying
- Establishing connections with 24,000 other agencies, **building strong, lasting relationships**
- Empowered by **evidence-based** procurement intelligence



Orange County, FL Verifies Sole Source Effortlessly

- Data-driven intelligence allows for **fast and thorough evaluation** of company profiles
- **Strengthening relationships** between agencies and vendors
- **Minimizing risk** when making important purchasing decisions

Smart governance solutions save counties incredible amounts of **time**..



...and money.



MITCHELL
COUNTY GEORGIA



EMANUEL
COUNTY SCHOOLS
A Tradition of Excellence



Okaloosa COUNTY



BECKER COUNTY, MN



MCKINLEY COUNTY
New Mexico

What Counties Are Saying
About **Smart**, **Data-Driven**,
Online Procurement
Solutions:



“GovQuote streamlines the RFQ process, enabling our departments to receive quotes quickly and easily.”

- Julie Kennedy, Purchasing Agent, Routt County, CO

“We didn’t have depth of quote offers in the past. GovQuote allows our buyers to branch out and reach a broader pool of vendors.”

- Kelly Little-Downey, Purchasing Coordinator, City of Palm Coast, FL

“We use GovSpend to verify sole source claims and evaluate vendors, allowing us to make the best possible purchasing decisions.”

- Michael Davis, Buyer, Orange County, FL

“GovSpend is less time-consuming than most agency processes and we can still remain compliant with regulations.”

- Joe Ruggiero, Director of Capital Improvements, Monroe County Housing Authority, PA

“GovSpend has given us fantastic advantages in pricing.”

- Sara Harrison, Executive Director Procurement and Payable Services, University of Dayton, OH

Thank you!

Stop by Booth #823 to see this **groundbreaking procurement tech** in action.

Connect with us:



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www.govquote.us

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www.govspend.us

