

# FORT LAUDERDALE GOES DIGITAL

with Periscope Holdings' BidSync™ Source

A BidSync Source client since 2005, the City of Fort Lauderdale significantly increased efficiencies in their bid management processes by switching from a paper-based procurement system to a fully automated eProcurement one.

## CHALLENGE

The City of Fort Lauderdale Purchasing Department had long relied on paper-based methods to plan, prepare and publicize requests for proposals (RFPs) and bids. The city's buyers often used letters sent via direct mail and fax to advertise RFPs and bid requests to known consultants and vendors. Bid request packets were then manually collated, printed and distributed via the postal service or fax to interested vendors. This process was not only tedious and time-consuming, but often exclusive. It was difficult to know if and when other qualified vendors entered the market and should be added to the solicitation notification list.

To complicate the process further, city buyers were required to update their hard-copy vendor list by hand when they did become aware of new market entrants to ensure bid notifications were

released to all qualified vendors in a timely manner. But this process was just not sustainable, and the City of Fort Lauderdale needed to find a better way to handle procurement than their traditional paper-and-file-cabinet system. So they began to evaluate digitally-delivered procurement systems that would reduce acquisition expenses and procurement cycle times while increasing operational efficiency and transparency.

## SOLUTION

The City of Fort Lauderdale realized that Periscope Holdings' BidSync Source™ would give them the fully automated eProcurement system they needed to better manage their vendor network and keep pace with rising customer purchase demands. Upon implementation, the BidSync Source solution gave agency users all the tools needed to electronically create, manage and award service and product solicitations to a national database of more than 750,000 qualified suppliers and service providers. Bid releases and addendum

notifications were now entirely automated - no more paper records needed — and bid proposals could be accepted electronically using a state-of-the-art security lockbox system that ensured vendor offers remain encrypted on the city's procurement network. Plus, the BidSync Source platform featured an automated tabulation capability that now allowed city buyers to easily compare bid proposals and determine the best value for the need.

## RESULTS

Since implementing the Periscope Holdings BidSync Source solution, the City of Fort Lauderdale has seen significant cost savings. The costs associated with hardcopy bid publication, requests and responses have been eliminated, and, they no longer need to allocate clerical staff time to the manual administration of bid notifications and responses. Instead, city employees use BidSync Source to automatically create, tabulate, and evaluate all types of bids quickly and easily. Plus, they now have comprehensive reporting capabilities right at their fingertips.

BidSync Source has also leveled the playing field for vendors interested in working with the City of Fort Lauderdale by ensuring that all qualified vendors have the opportunity to register with the City's network and receive the same bid solicitation information at the same time. In turn, this cloud-based Software-as-a-Service solution inherently allows for increased competition, which significantly drives down City costs.

As a result, Periscope Holdings' BidSync Source solution is helping the City of Fort Lauderdale extract more value from its procurement activities, make better use of taxpayer dollars and achieve greater transparency.



# BidSync<sup>TM</sup> Source

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