

MARICOPA COUNTY SAVES TIME AND MONEY

with Periscope Holdings' BidSync™ Source

Maricopa County, the Nation's Fifth Largest has been a BidSync client since 2009. The implementation of the web-based BidSync eProcurement Solution reformed the counties purchasing process saving more than a \$1 million on their first couple of bids.

CHALLENGE

The central purchasing authority at Maricopa County, Arizona, has long struggled to obtain the business intelligence to effectively manage their \$750 million annual spend. Outdated procurement processes and information systems hindered their ability to achieve full transparency and extract more value from their purchases. Plus, they were now faced with the looming retirement of over half of the professional procurement staff, an increasing demand for citizen services, and the highest record of unemployment the county has seen in years. This "perfect storm" presented the perfect opportunity for County leaders to review its procurement processes and ensure that all 55 of its agencies had what they needed to deliver necessary public services.

As the purchasing authority for all County departments, and a good steward of tax dollars, Maricopa County Chief Procurement Officer Wes Baysinger knew that his own buying agency could have a significant impact on overall county expenditure - if the right tools were in place. Maricopa County needed a solution that would better aggregate demands, increase competition, manage sourcing, and reduce maverick spending — all while reducing solicitation processing time and increasing value-added process improvements along the way.

SOLUTION

So how does an agency justify a new system during the most severe recession in Arizona history? Any new procurement technology solution implemented would have to pay for itself and then some. Although several options, including custom-built applications and out-of-the-box solutions were presented to administrators, it was apparent that Periscope Holdings' BidSync Source™ solution offered the best overall combination of analytical tools, workflow capability, and both commodity and service supplier management — at the lowest total cost of ownership.



RESULTS

Even before Periscope Holdings' BidSync Source platform was rolled out to all departmental users, Maricopa County received a full return on investment. The savings generated from a few reverse auction transactions completed via the eProcurement solution during early implementation stages exceeded the five year cost of full implementation.

"We liked the idea that we didn't have to host or maintain anything once BidSync Source was in place. This product has applications for vendor management, bid solicitation, contracting, requisitions, purchase orders, and reverse auctioning...and it uses the standard National Institute of

Government Purchasing commodity code structure," noted Lisa Nash of Maricopa County's Materials Management. "This allows us to have relevant business intelligence about what, where, when and how we buy so we can make informed decisions that maximize our spend leverage, while increasing the open, competitive process. It has given our vendors tremendous opportunities to grow their businesses too."

Maricopa County buyers have gained the ability to accept electronic bid responses from suppliers and automatically tabulate response ratings, making bid awards easier and faster.

CONCLUSION

As an Internet-based Software as a Service (SaaS) solution, Periscope Holdings' BidSync Source platform came equipped with all the tools Maricopa County needed to quickly achieve its process improvement and spend objectives. The County gained a reliable, secure and fully automated eProcurement system capable of executing comprehensive spend reporting and tracking functions as defined by their policies. They also benefit from a state-of-the-art security lockbox system that BidSync Source uses to encrypt procurement information on the government agency's system.

In other words, the County was able to customize their procurement process and implement new security policies without the delay, expense and training issues associated with creating custom — or piecemeal — applications through other technology providers. As a result, Maricopa County is on track to deliver an anticipated \$28 million in savings at the end of five years using Periscope Holdings' BidSync Source solution.

BidSyncTM Source

Learn more at PERISCOPEHOLDINGS.COM