



## Interview with the Founders of BidQuote

**Interview with Brad Jenkins and William David, the founders of BidQuote, the leading provider of online Request for Proposal (RFP) software**

By Janice Williams-White

HOUSTON, TX (PRWEB) May 24, – This past weekend I interviewed Brad Jenkins and William David, the founders of BidQuote, an early stage Houston, Texas based software company that has developed a new generation of web-based Request for Proposal (RFP) software for managing complex sourcing and procurement needs. According to the Company's website (<http://www.bidquote.com>), the new product also called BidQuote™, enables buyers to quickly and easily submit requests to multiple providers via a secure on-line marketplace and then manage the entire RFX process (RFI, RFQ, RFP) with a set of easy to use web-based tools.

This interview gives some great insights into the visions behind BidQuote™ and the obstacles that the founders faced in working together and bringing this exciting new solution to market.

Janice: Brad and William it is really nice to meet you and thanks for agreeing to meet with me and talk about your new venture.

William: You can call me Bill. Only my mother calls me William.

Janice: OK, so, give me the elevator overview of BidQuote™ the product.

Bill: Brad, that's a marketing thing so maybe you should take this one.

Brad: OK, Well, BidQuote™ is a new generation of web-based Request for Proposal (RFP) software for managing all of your organization's complex sourcing and procurement needs. It enables buyers to quickly and easily submit requests to multiple providers via a secure on-line marketplace and then manage the entire RFX process (RFI, RFQ, RFP) with a set of easy to use web-based tools. There is nothing to install because is a hosted application. It's easy to use and is guaranteed to save the customer time and money and provide a more efficient and cost effective solution for vendors to interact with their customers. It's a win-win for everyone.

Bill: Wow! Now that's what I call an elevator speech!

Brad: Thanks – I have only had to give it a few thousand times.

Janice: Brad, where did you and Bill get the idea to develop BidQuote™.

Bill: We owe it all to Starbucks!



Brad: Both David and I have been in and around the litigation document management business for a number of years providing various document processing services for legal organizations to copy, digitize and store massive amount of paper as may be required by law to support large legal proceedings such as class action law suites. As such, we were constantly getting paper RFIs and RFPs from law firms and then having to create responses in MSWord and Word Perfect.

Bill: Yeah, the really sophisticated firms were using email and thought that they were on the leading edge of technology!

Janice: You sound like you don't think much of law firms?

Bill: No, I love law firms. They have just been really slow in adopting mainstream technology. I guess they just like paper!

Brad: Let me finish...So, it became clear that with all of the technology available for online applications and communications that dealing with all of this paperwork didn't make any sense. So, we started to look around for a software tool that would provide us with the ability to manage these transactions online.

David: Yeah, kind of an eBay type thing for RFPs for lawyers.

Brad: Well, believe it or not, there really wasn't anything that was web-based, had the flexibility to support a multitude of different procurement requirements and was also affordable. So, we decided to develop one.

Bill: That's were I came in...

Brad: Yes, that's when Bill and I sat down and created the vision for BidQuote™.

Janice: What were the original criteria in your vision of BidQuote™?

Bill: It had to be super cool utilizing all of the latest technology, super fast and super secure with a user interface that would knock your socks off.

Brad: Yes, and in addition, we wanted to develop a system that would be web based, easy to use and sophisticated enough to support all of the different types of RFP scenarios that our market required.

Janice: What was it like to work together on the development of BidQuote™?

Bill: Brad and I have known each other for years and have worked together for most of that time on one project or another. So, it wasn't like this was something completely new...working on something together I mean. Brad has a really analytical mind for details and understanding the mechanics of what will sell and what things need to do.



Brad: OK, but Bill is the creative technical genius that figured out how to make all of this work and then put it all of this together. In some respects, I had the easy part drawing up the wish lists on the back of napkins and then complaining when Bill didn't make it work exactly like I wanted.

Janice: I understand that David wrote BidQuote™ at nights, on weekends and in his spare time. What were the two of you doing before BidQuote™?

Bill: I have been a software engineer for about 15 years and on the leading edge of online application development. I have authored several well know POS applications, worked on the bleeding edge trying to develop practical uses for voice recognition and have been on the forefront of developing online document processing applications. At the time that Brad and I started building BidQuote™, I was a consultant working on several ASP projects and also providing technical support for Brad's company TrialSolutions.com.

Brad: I guess that I am an entrepreneur? I have a marketing degree from Texas A&M and I got the entrepreneurial bug when I worked as the Director of Training for a small voice recognition company in Houston that went public via the OTC stock market. The whole thing was just fascinating to me and I knew that it was exactly what I wanted to do.

Janice: How did that fascination manifest itself?

Brad: I was one of the founders of PaperChaser.com and then TrialSolutions.com.

Janice: Have either one of them made it to the OTC or maybe the bigger markets?

Brad: We were close with PaperChaser but then got caught in the dot.com bust. And, I have never really considered taking Trial Solutions public. It has been my bread and butter for the past few years.

Janice: What are your plans for BidQuote™?

Brad: At this point, we are just concentrating on building a solid business. And, if the opportunity to go public presents itself at some point in the future, that would be great. If it doesn't, that would be OK also. Going public is just not on the radar screen at this time.

Bill: Speak for yourself... I think that BidQuote™ is going to be the next big deal in the industry!

Janice: When did you decide that you needed professional assistance to build and run BidQuote?



Brad: Once we completed the initial release of BidQuote™ and started to show it to potential customers, we realized or I guess we were told that it had application way beyond the litigation and document management marketplace.

Bill: Yeah, like I said earlier, I always envisioned BidQuote™ to be kind of like eBay for RFPs and therefore I wasn't even the least bit surprised that people thought that it would provide value outside of document management. I knew that it did.

Brad: Anyway, we realized that BidQuote™ could potentially be something really special and therefore we started to think about what steps we would need to take to ensure that we did everything possible to provide the opportunity for BidQuote™ to be successful.

Bill: Yeah, it was time to bring in the professionals!

Janice: So, How did you choose Inknowvations and get their Managing Partner Charles Skamser to take such a keen interest in your venture?

Brad: We actually met Charles when he was the President and COO of the voice recognition company that we both worked for. And, he was a member of the board of directors for PaperChaser.com. He has also been somewhat of a serial entrepreneur. But, he has a lot more experience raising money, and managing both early stage technology companies and big public ventures. And, that's why he is working with Inknowvations because he has the skills to be very valuable to startups and early stage companies.

I actually hadn't talked with him for about 2 years. And, when I heard that he was managing Inknowvations, I called him up and started a dialogue. We really couldn't afford to hire Inknowvations to write a business plan, help us develop a go-to-market strategy or assist with raising venture capital. Their rates were just too high.

Janice: So, how did you get Charles to come on board?

Bill: Brad could sell air conditioners to Eskimos. As an example, he doesn't like to talk about it, but he put himself through college selling books door-to-door. So, getting Charles to come on board was child's play..so to speak.

Brad: Are you done embarrassing me?

Bill: Just providing the facts!

Brad: So, we continued our discussions with Inknowvations and finally agreed to have them support us on a contingency basis. And, given our past history with Charles and his excitement about our technology, he agreed to come on board as President and CEO to get us going. He is still managing Inknowvations. But, he is spending a the majority of his time with us on strategy, partnerships, software licensing issues, marketing and advertising and funding raising.



Bill: I think that we definitely have him on the line and now we just need to get him into the boat.

Janice: So, what's next?

Brad: We have a customer in the litigation market and are now concentrating on several other markets including trade associations and the enterprise market. In addition, we are considering putting up several online marketplaces ourselves. Finally, we are looking at getting operations up and running in several overseas marketplaces.

Bill: Look, BidQuote™ is solid and ready to rock and roll! Now, if those marketing guys would just get moving, we would be in tall cotton! Brad, you know that I just had to say that to get back at you for all the times that you said you had customers waiting and if I could just get the technology done!!

Janice: What are your expansion plans?

Brad: Well, you probably need to talk with Charles about that. But, we plan to begin hiring across the board in sales and marketing, customer support and in the development organization. I would predict that we will be growing dramatically over the next several years.

Janice: Thanks guys. This has been a really interesting interview. Can I come back later this year to see how things are going?

Bill: Sure, just don't forget the Starbucks next time!

### **About BidQuote**

BidQuote™ is the leading provider of a new generation of web-based Request for Proposal (RFP) software for managing complex sourcing and procurement needs. It enables buyers to quickly and easily submit requests to multiple providers via a secure on-line marketplace and then manage the entire RFX process (RFI, RFQ, RFP) with a set of easy to use web-based tools. Its home page is [www.bidquote.com](http://www.bidquote.com).

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