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Strategic Sourcing Expert, eDynaQuote, Helps Federal Government Implement Reverse Auction Best Practices

eDynaQuote was invited as reverse auction experts to speak to federal government procurement professionals during Reverse Auction Industry Day for the Office of Management and Budget, in Arlington, VA. Marty Barclay, Chief Operating Office and Doug Luthringer, Client Services Manager spoke with high-level personnel from many federal government agencies about the [benefits of using reverse auctions](#). Their input will be used to write a reverse auction best practices guidebook that is being developed by the Office of Management and Budget.

“As one of the market leaders in [strategic sourcing](#) it made sense that we would be involved to help the Federal Government implement reverse auction best practices,” said Barclay. “The federal government can greatly benefit from the expanded use of eprocurement tools and appropriate service providers like eDynaQuote.”

Barclay and Luthringer shared their experiences and discussed best practices about the most successful ways that reverse auction services can be applied to the federal government’s purchasing process. Since eprocurement tools have become an accepted method of doing business, the service, experience and flexibility of the provider becomes more and more important. Companies and organizations that realize they need to use eprocurement tools to remain competitive in their market, soon find out that it is a difficult road unless they can rely on the service provider to help them with the change management.

eDynaQuote personnel wrote Pennsylvania’s electronic bidding law titled the “Local Government Unit Electronic Bidding Act, Act 88 of 2006”. The law allows Pennsylvania local government units to use the Internet in their competitive bidding process and take advantage of the significant potential for saving time and money. Also, eDynaQuote is approved by the New Jersey Department of Local Government Services to offer online procurement services to New Jersey local government units.

eDynaQuote™ offers powerful, on-demand solutions and reliable services that help organizations streamline their purchasing process to reduce costs and make better supplier selection decisions. eDynaQuote offers a state-of-the art e-sourcing system, professional Purchasing expertise, and bid management services.

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