

The Future is Now...

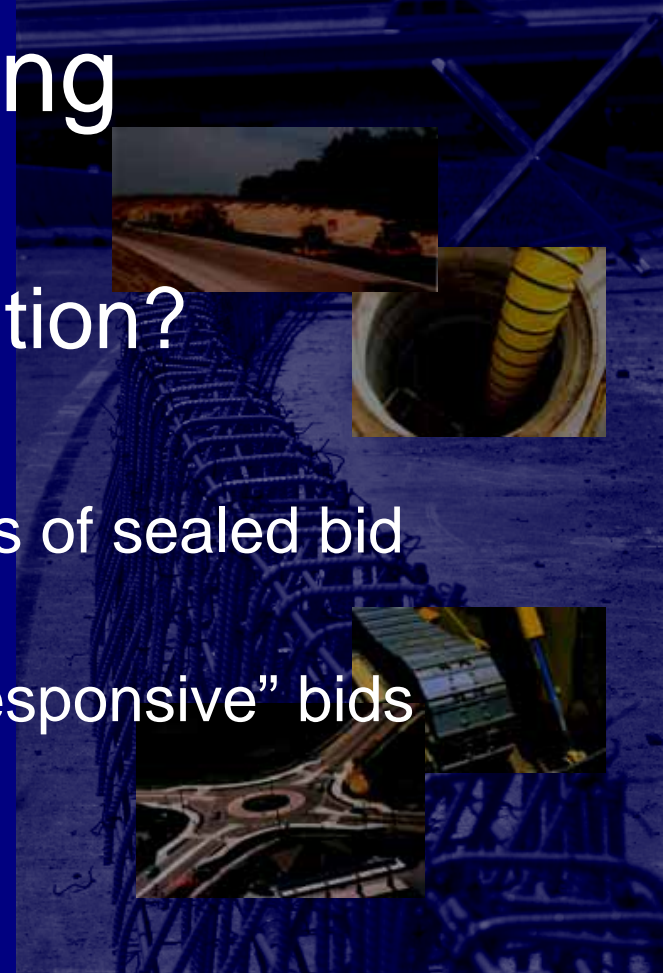
Internet Bidding and Project Management for Local Agencies and Consultants

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Internet Bidding

- Why is there so much attention?
 - Leverage technology
 - Inherent inefficiency in logistics of sealed bid process
 - Practical elimination of “non-responsive” bids
 - Resource utilization



Internet Bidding

- What it is and what it isn't.
- Define what we want to accomplish
 - Should mimic the process and fulfillment of legal requirements of sealed bid procedures
- What are our choices?
 - Found primarily 4 distinct categories of implementation attempts



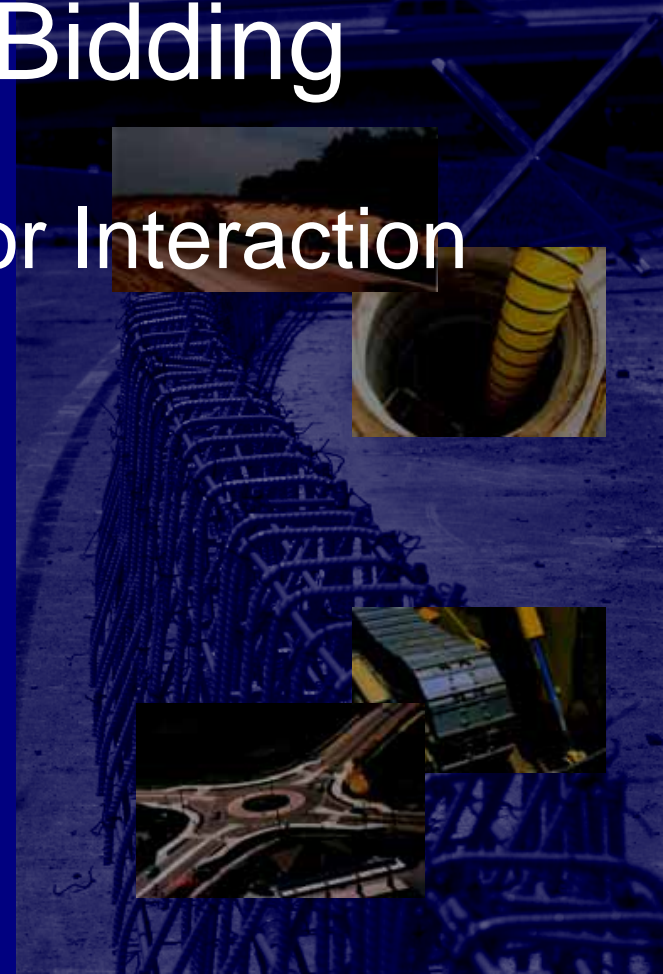
Levels of Internet Bidding

- Level 1 – Posting Data Online
 - Advertisements and notices to contractors
 - Letting schedules
 - Proposal files
 - Eligible bidders
 - Plan holders
 - DBE lists
 - Ordering plan sheets
 - Bid results/Bid tabs



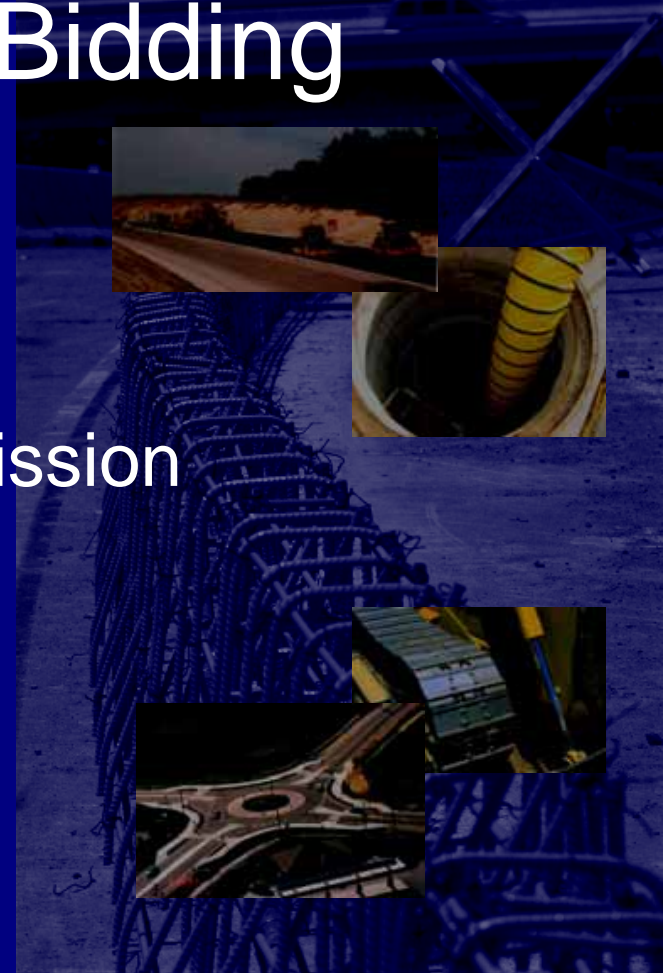
Levels of Internet Bidding

- Level 2 – Agency/Contractor Interaction
 - Email notification
 - Message boards



Levels of Internet Bidding

- Level 3 – “E” Procurement
 - Vendor registration
 - Bid, quote or proposal submission



Levels of Internet Bidding

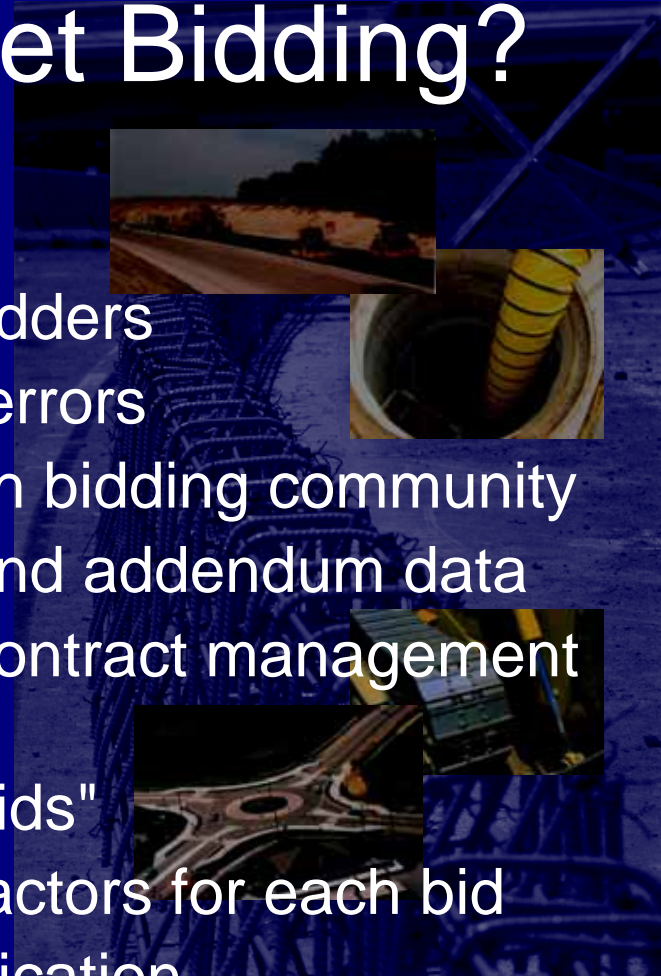
- Level 4 – Sealed, secure bidding
 - Electronic
 - Via CD
 - Via diskette
 - Via upload
 - Digital/electronic signatures
 - Bid bond verification and submission



Why Implement Internet Bidding?

- Agency Benefits

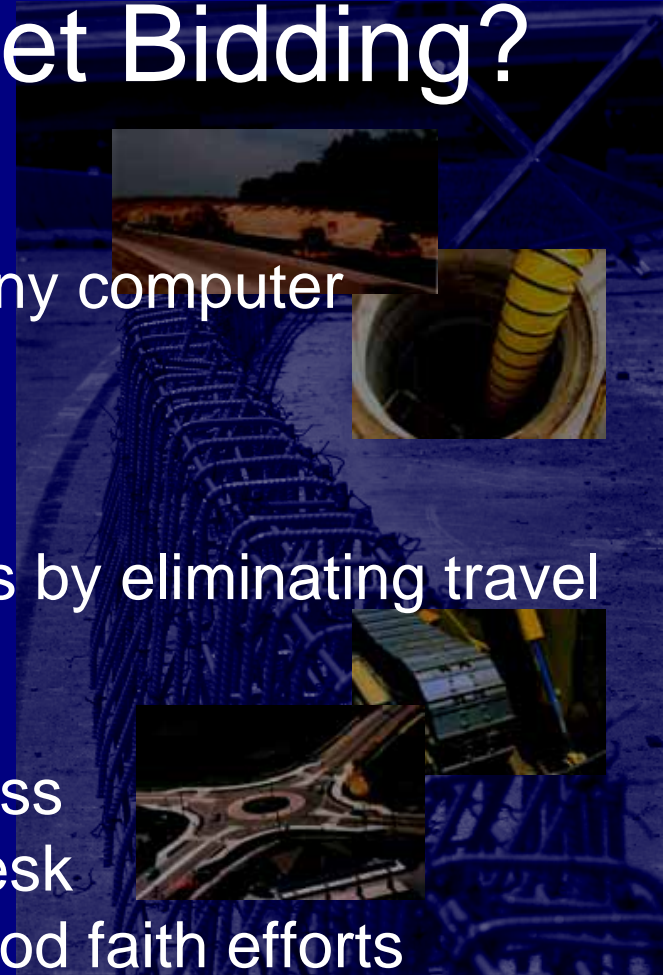
- Secure, reliable exchange with bidders
- Reduction/elimination of bidding errors
- Allows instant communication with bidding community
- Immediate distribution of letting and addendum data
- Load bids directly into agency's contract management system
- Immediate posting of "As Read Bids"
- Access to a larger group of contractors for each bid
- Provides electronic bid bond verification
- Reduced reliance on paper and reduced burden on staff



Why Implement Internet Bidding?

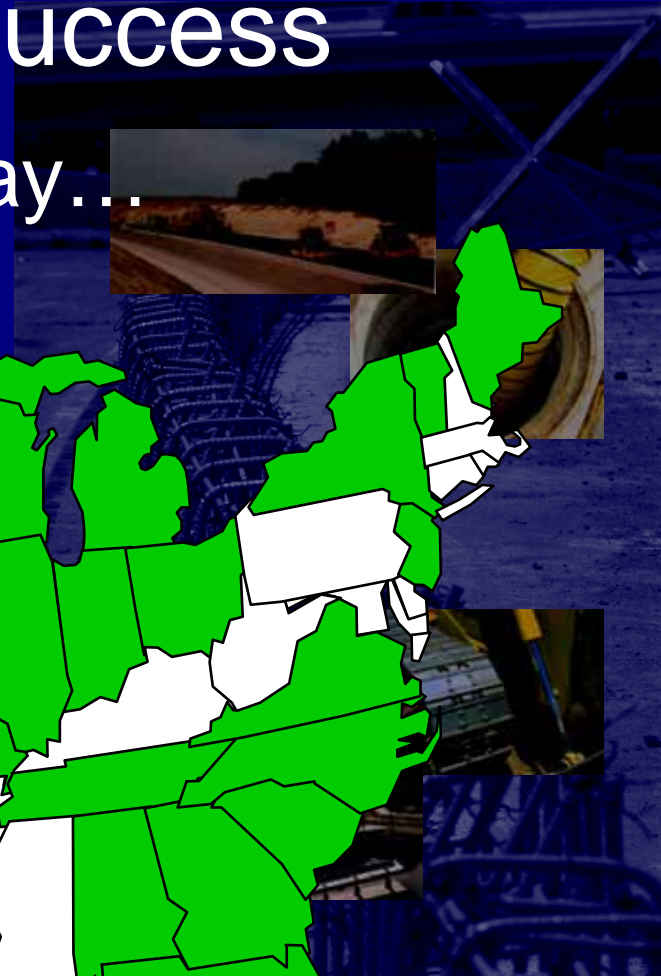
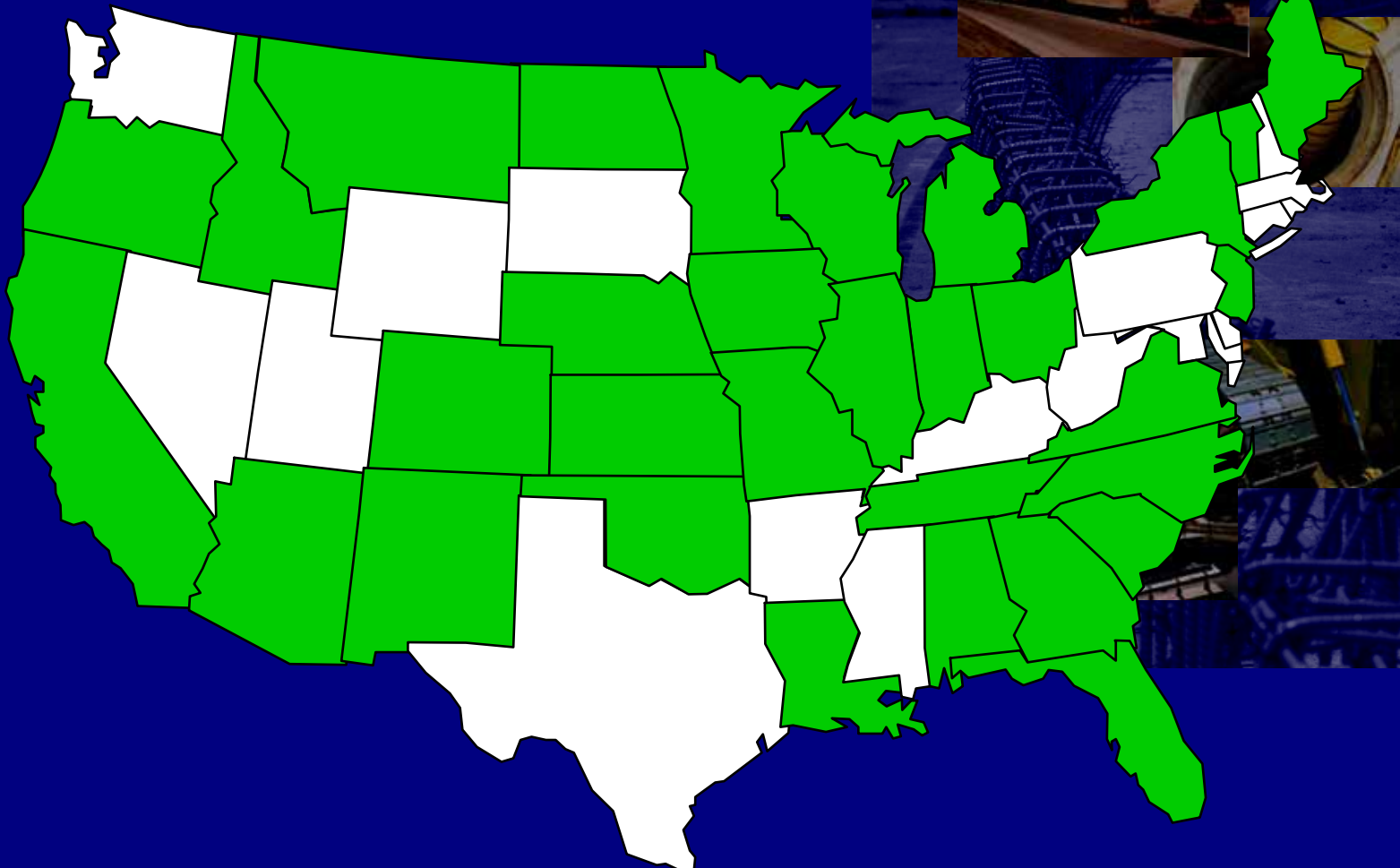
- Contractor Benefits

- Access to bidding resources from any computer connected to the Internet
- Time savings in bid preparation
- Automatic error checking
- Savings in travel time and expenses by eliminating travel to lettings
- No need for paper bid bond
- Streamlining of entire bidding process
- Access to customer support help desk
- DBE/MBE/WBE compliance and good faith efforts facilitated
- Use historical bid data in Bid Express to build current project bids



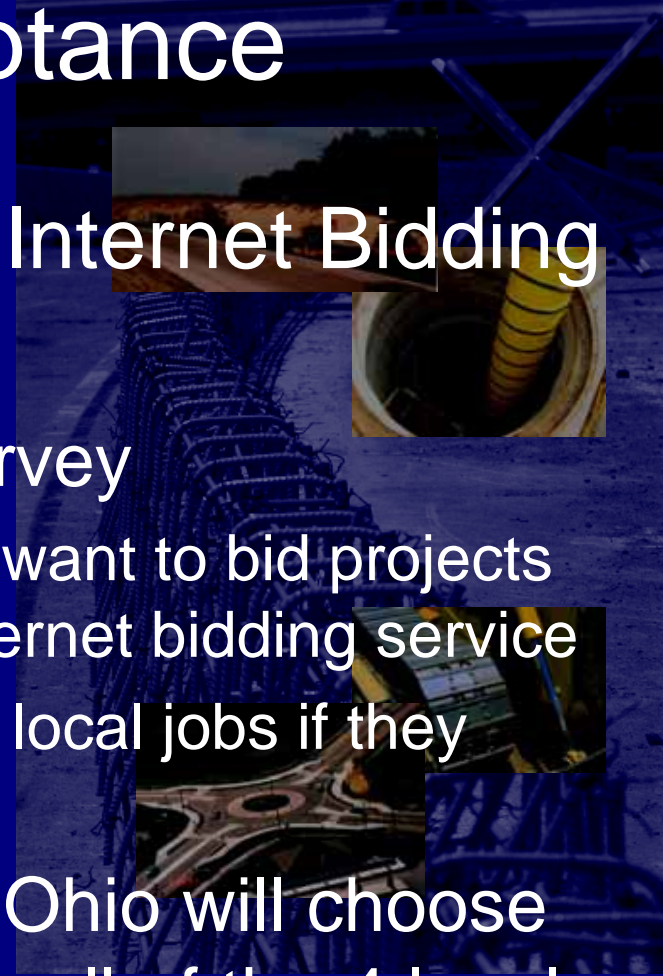
Internet Bidding Success

- State DOTs “paving” the way...



Contractor Acceptance

- Contractors are embracing Internet Bidding
 - OCA's position
 - October 2006 Contractor Survey
 - 95% of respondents said they want to bid projects for local agencies using an Internet bidding service
 - 53% said they would bid more local jobs if they could bid via the Internet
 - One Fear: Agencies across Ohio will choose dozens of solutions spanning all of the 4 levels.



Project Management

- Internet Bidding is not an isolated process
 - Need for accurate project estimation
 - Information consistency through Advertising, Bidding and Bid Analysis
 - Construction Management
 - Leverage existing project data input
- FHWA
 - Better reporting for federal aid projects



Questions?

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Available also in the vendor area

