

Citymart BidSpark™

Just one click to get the best bids.

- > Get more bids and more competition
- > Engage small businesses, MWBEs, and start-ups
- > Receive vendor ratings and feedback
- > Track and monitor market engagement and insights

Citymart is a leader in public procurement innovation, delivering better outcomes in over 100 leading cities.



Detroit, MI



Tulsa, OK



Pittsburgh, PA



Saint Paul, MN



New York City



Norfolk, VA



Dublin, IE



Boston, MA

AVERAGE RESULTS PER TRANSACTION

600

VENDORS
MATCHED

240

VENDORS
ENGAGED

11.25

BIDS
SUBMITTED

89%

SMALL BUSINESS
PARTICIPATION

25%

WINNING BIDS
FROM BIDSPARK

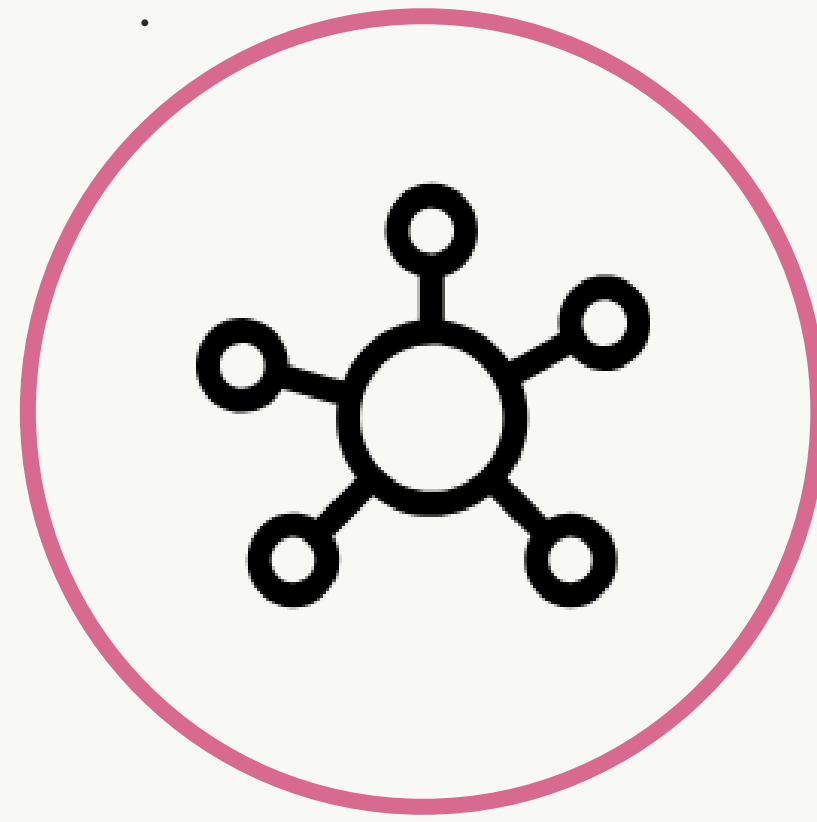
90%

FIRST-TIME
BIDDERS REPEAT

How BidSpark Works



Submit your opportunity URL to BidSpark



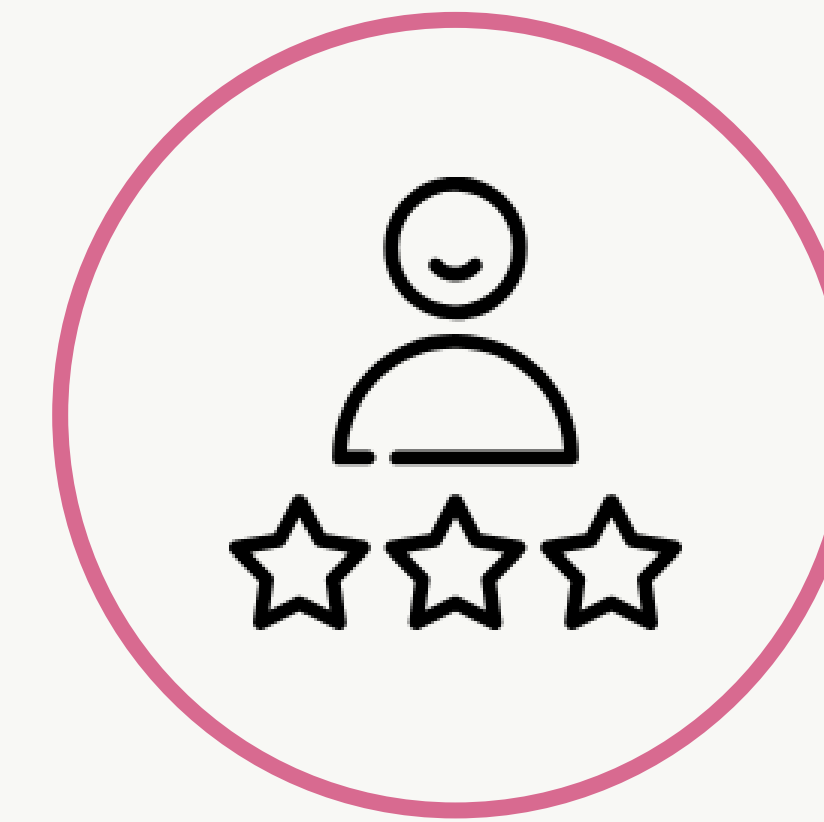
BidSpark matches your opportunity to thousands of vendors



BidSpark runs custom workflows to notify vendors



Vendors access your opportunity page



Vendors rate your procurement and provide feedback



BidSpark dashboards report and track the results

Data

Proprietary data on 31,000 solutions cover all businesses, regardless of whether they are registered vendors.

Matching

Our superior technology matches your opportunity to vendors beyond the constraints of NIGP / NAICS codes

Engagement

Your opportunity has its own unique campaign, customized to each vendor and optimized to get the best participation.

Recruitment

BidSpark is tailored to recruit the best bids, excite all types of vendors, and remove barriers to participation.

Reporting

Track what happens and get detailed vendor insights, ratings, and feedback, even from vendors that do not bid.

Design Tools

Citymart's data on transactions analyzes what works and provides market research, templates, and guidelines.

BIDSPARK DOES NOT...

LIMIT OR PROVIDE ANY
RESTRICTION ON
PARTICIPATION BY VENDORS

CHARGE VENDORS IN ANY
FORM OR SHAPE

HANDLE PROCUREMENT
MATERIAL, DOCUMENTS OR
BIDS

REPLACE YOUR
PROCUREMENT SYSTEM OR
E-PROCUREMENT PLATFORM

INTERFERE WITH ANY LAWS
OR PROCEDURES

REQUIRE YOU TO SHARE
CONFIDENTIAL RFP OR BID
INFORMATION

Reporting

Track BidSpark progress, vendor ratings, and feedback through a custom dashboard.

BidSpark Final Report

Boston Senior Shuttle Scheduling Software

Procurement Details

The City of Boston's Commission on Affairs of the Elderly (Elderly Commission) is in the process of developing a citywide mobility plan to increase access for 60+ community to services and programs. We currently manage a free program that provides transportation services to this demographic - the Senior Shuttle. The Commission is interested in identifying innovative solutions to increase transportation access for the growing population of older adults. Through this request for proposals (RFP), our goal is to implement scheduling software for our Senior Shuttle, to manage our operations and customer service.

This project focuses on the implementation and installation of a scheduling software and database. The system will be utilized by Senior Shuttle operations to develop plans, schedules and reports that provide increased efficiency in service delivery. We're looking for a data system to manage both operations and customer service.

Open Date:

07/16/2018

Close Date:

08/28/2018

URL:

https://bit.ly/2CgkJXX

Vendor Outreach

<div>Vendors Contacted</div> <div>1,087</div> <div>75% MWBE 87.5% SME</div>	<div>Emails Opened</div> <div>407</div>	<div>Total Clicks</div> <div>76</div>	<div>Bids Received</div> <div>6</div> <div>0% MWBE 100% SME</div>
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Feedback

Survey Responses	Vendor Highlights	Citymart Recommends
<div>Overall Score</div> <div>●●●●○</div>	<div>"The procurement officer was very responsive when I emailed her a question. That was very much appreciated!"</div> <div>-Did not bid</div>	<div>• Allow at least two weeks between the opening of the RFP and the first deadline for questions or submissions.</div>
<div>Clear language</div> <div>●●●●○</div>	<div>"More clearly state the product requirements and specifications... Bid was not clear on what we should submit."</div> <div>-Did not bid</div>	<div>• For RFPs requesting a product with multiple features, consider prioritizing or ordering features in the RFP text and allowing flexibility for vendors to submit a roadmap instead of a full-featured product.</div>
<div>State-of-the-art</div> <div>●●●●○</div>		
<div>Timeframes</div> <div>●●●●○</div>		
<div>Bidding requirements</div> <div>●●●●○</div>	<div>"The city wants to make public all information supplied by bidders...we are not comfortable with this and prefer not to apply as doing so would disclose confidential information to our competitors, some of them local."</div> <div>-Did not bid</div>	<div>• Encourage vendors to partner with each other in order to provide more innovative, cooperative RFP submissions.</div>

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