

Citymart BidSpark[™] one click to get the best bids

- > More bids, more competition
- > Small businesses, MWBE & start-ups
- > Vendor rating & feedback
- > Track & report market engagement

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









Detroit, MI

Pittsburgh, PA

Vancouver, BC









New York City

Norfolk, VA

Dublin, IE

Boston, MA

AVERAGE RESULTS PER TRANSACTION

1,000 **VENDORS** MATCHED

340 **VENDORS** ENGAGED

18 SUBMISSIONS

89% SMALL BUSINESS **PARTICIPATION**

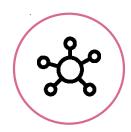
90% BIDDERS REPEAT



How BidSpark Works...



Submit your opportunity URL to BidSpark



BidSpark matches your opportunity to thousands of yendors



BidSpark runs custom workflow to notify vendors



Vendors access your opportunity page



Vendors rate your procurement and provide feedback



BidSpark dashboard and report track what happened

Data

Proprietary data on 50,000 solutions cover all businesses, irrespective of whether they are registered vendors.

Matching

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

Engagement

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

Recruitment

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

Reporting

Track what happens to get detailed vendor insights, rating and feedback even from vendors that do not hid

Design Tools

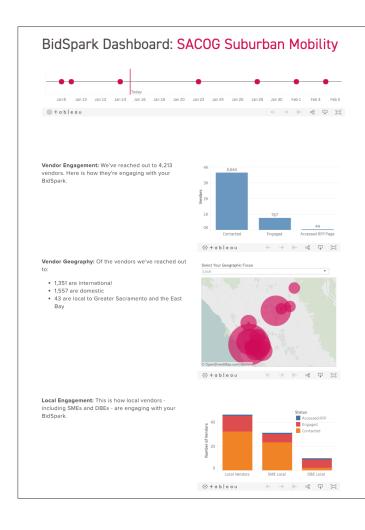
Citymart data on transactions gather what works and provides market research, templates and guidelines.

BIDSPARK DOES NOT...



Report

Track progress, vendor rating & feedback through the BidSpark live dashboard and final report.



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 Close Date 07/16/2018 08/28/2018

URL:



https://bit.lv/2CaKJX

Vendor Outreach

Vendors Contacted

7.5% MWBF

87.5% SME

,087

Emails Opened 407

Clicks 76

Bids Received

6

0% MWBE 100% SME

Feedback

Survey Responses

Overall Score

Clear language

Timeframes

Bidding
requirements

Vendor Highlights

"The procurement officer was very

responsive when I emailed her a question. That was very much appreciated!"

-Did not bid

"More clearly state the product

"More clearly state the product requirements and specifications... Bid was not clear on what we should submit."

-Did not bid

"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."

Did not bid

Citymart Recommends

 Allow at least two weeks between the opening of the RFP and the first deadline for questions or submissions.

• 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.

• Encourage vendors to partner with each other in order to provide more innovative, cooperative RFP submissions

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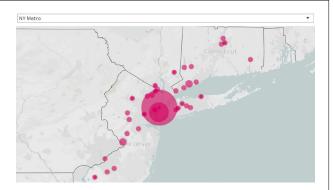
Local Economy

BidSpark delivers the best local vendor engagement, reporting detailed metrics for small business

Contact Geography

Of the vendors we've reached out to:

- 100 are from the NYC Metropolitan area.
- 796 are from elsewhere in the United States
- 937 are international



Local Engagement

This is how NYC area vendors - including small and minority or women businesses - are engaging with your BidSpark.

