



**COOPERATIVE SERVICES OF FLORIDA....
ON THE CUTTING EDGE
OF CONTRACT PROCUREMENT**

Cooperative Services of Florida’s mission is to give members the opportunity to actively participate in and secure quality low cost supplies, equipment, and services through regionally leveraged contracting events.

Until recently, the Request for Proposal (RFP) component was conducted through the traditional method of sending documents to the vendor and awaiting their response. This fiscal year, we have adopted an exciting Web based e-sourcing platform through MedPricer® - also known as a Web-Request for Quote (RFQ).

MedPricer® provides an RFQ e-sourcing platform that allows qualified vendors to participate and bid in a web-based “real time” auction environment. In this environment, vendors submit their proposals in real-time, and the prices are only visible to CSF - not to other participants. CSF evaluates the bids and selects a leading bidder based on the pre-set criteria. This is easily achieved with the software that MedPricer® provides - including an automatic line item bid analysis, a comparison tool for ranking, and an overall summary analysis.

Once CSF chooses a leader, the vendors that are not the leaders have the option to adjust their bids. The accessibility to real-time information allows the vendors to quickly respond and make a counter proposal. As bids continue, CSF can select new leading bidders up until the close of the Web-RFQ.

It is a very powerful and exciting process and is similar to a live auction with bids going back and forth, but only in “cyber” space. Since the adoption of this model, CSF has successfully used this process with several RFP’s, resulting in **double-digit** savings over current pricing.

CSF recognizes the need to streamline the procurement process as well as reduce costs. Typically, the auction day is scheduled for a half day. Considering the traditional RFP can take weeks, this approach provides the maximum savings with a minimum of effort. Adopting this model creates a competitive environment which is mutually beneficial to both CSF and suppliers. In addition, it is free to CSF and its members!

While the Web RFQ e-sourcing platform saves time and creates a more competitive environment, it is only one of the many steps in the self-contracting process. As reflected in our mission, CSF remains committed to engaging members in the qualifying, analyzing, award and decision-making process.

Your ongoing support of the CSF self-contracting model continues to create value through pricing discounts and vendor relationships. Please contact us with any questions, continue to refer vendors to us, and visit our website at www.csofl.com.