



## ***For Immediate Release***

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## **eDynaQuote Introduces New Platform with Enhanced Capabilities**

**Additional New Services Planned for First Quarter**

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Erie, PA – January 23, 2007 – Recently eDynaQuote, a provider of internet-based competitive bidding services and consulting headquartered in Erie, launched a new platform that enhances the levels of service it makes available for clients. With the new platform, clients now have expanded pre-bid functionality, instant messaging capabilities (IM), and the option of a weighted bid format. Additional service enhancements are planned for the mid to late first quarter of 2007. They include expansion of the Request for Quotations (RFQ) option, as well as the addition of Blog and/or message board capabilities for users.

“The user-friendly services offered by eDynaQuote are already comparable to most other, larger, online competitive bidding services,” said Marty Barclay, General Manager of eDynaQuote. “These new features mean our users and subscribers will have even more options to make the electronic purchasing and/or bidding experience even more efficient and cost effective.”

The expanded pre-bid functionality means that now buyers can pre-qualify prospective vendors based on such factors as historic pricing, ability to meet contract requirements, etc. Pre bidding also allows vendors to enter their first bid before the actual auction begins to demonstrate to the buyer they understand the bidding process, and allows the buyer make any clarifications prior to the live reverse auction.

With the new IM feature, buyers and sellers can engage in real time conversations on line, which should improve the buying and selling experience for both. The new weighted bid option allows buyers to assign qualifications, or weights, to various aspects of a bid and improve both the likelihood of a lower price as well as a good match between buyer and seller.



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“Our customers wanted the opportunity to do more than a simple pricing event. They also wanted to incorporate other criteria while maintaining personal contact with their vendors. These features enable both,” said Ryan Milliron, eDynaQuote IT Systems Manager.

Although electronic competitive bidding services can include many options, including electronic posting of such basics as Requests for Proposals, Requests for Quotations, and Requests for Information, its most common use is the Reverse Auction. An internet-based reverse auction is a real-time online competitive bidding event in which bidders compete to sell the requested product or service to the buying organization. The process enables bidders to know immediately where their bids rank, and to alter their bids immediately if they choose.

“According to recent surveys, the use of electronic reverse auctions is expected to increase as companies seek more ways to reduce costs,” noted Barclay. “These enhancements to the eDynaQuote platform not only position us to compete more effectively, but also increase the enterprise value of the company.”

eDynaQuote offers a powerful, yet easy-to-implement, system that helps clients streamline the purchasing process and save, potentially, millions of dollars. The company offers professional support and allows clients to choose from among a variety of service levels to address specific needs, including full-service reverse auction management or self-service auction management options. In addition, eDynaQuote provides full-service help-desk support.

eDynaQuote was created by the Center for eBusiness and Advanced Information Technology (eBizITPA), a Pennsylvania resource initiative begun in 2002. Recently eDynaQuote was spun off into a free-standing, self-supporting entity and is currently being offered for acquisition. Interested parties should contact Prima Problem Solving Inc. ([pmiller@ppspi.com](mailto:pmiller@ppspi.com)). For additional information, visit <http://www.edynaquote.com>.