



For Immediate Release

Contact: Doug Luthringer

Phone number: 814-898-6545

eMail: doug.luthringer@ebizitpa.org

eDynaQuote's New Feature Allows Buyers to Base Purchase Decisions on Factors in Addition to Low Price

Request for Information Data Now Downloadable into Spreadsheet

Erie, PA – February 20, 2007 – As any purchasing director will agree, there is more to making a purchasing decision than lowest price alone. To address that issue, Erie, PA-based eDynaQuote, a provider of internet-based competitive bidding services and consulting for businesses, organizations, and government units, has up-graded its software to allow buyers to download into an Excel spreadsheet additional data about prospective vendors.

"Our clients frequently tell us that low price is not the only consideration when making a purchase," said Marty Barclay, General Manager of eDynaQuote. "Now, with this new feature, clients can quickly collect and retrieve key qualitative data about prospective vendors from the eDynaQuote Web site, and download that data into a spreadsheet."

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. Prior to a live reverse auction event, vendors are asked to respond online to a Request for Information (RFI). The RFI survey is a separate "event," and the responses are stored on the eDynaQuote site. Clients can access that data for any of several purposes:

1. To pre-qualify suppliers to determine which ones to invite as participants in the live bid event.
2. If appropriate, to score supplier responses and attach "weights" or values to each supplier's bids during the live bid event.
3. To incorporate non-price data with pricing data to help make better award decisions.

The new option allows buyers to download the RFI data into a spreadsheet on which he/she can sort and score the data.

“Now, buyers are able to incorporate multiple factors beside price in the award decision,” added Barclay. “And the ever-present eDynaQuote ‘easy-to-use’ element is maintained. This is just one more example of how eDynaQuote listens and responds to clients’ needs.”

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). For additional information, visit <http://www.edynaquote.com>.