



For Immediate Release

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PA Taxpayers Have Saved over \$120,000 in Six Months

Since Legislation Permitting Use of Electronic Bidding and Reverse Auctions by Local Government Units Took Effect

ERIE, PA – March 8, 2007 – Since the Local Government Unit Electronic Bidding Act, PA Act 88 of 2006 took effect six months ago, Pennsylvania taxpayers have saved over \$120,000 in reduced costs of purchased goods and services, plus additional savings in efficiency, as a result of use of the new, streamlined competitive bid processes by some Pennsylvania local government units such as municipalities, school districts, Councils of Governments, authorities, and others.

“These savings have been achieved by those local government units where forward-looking administrators have embraced this new technology to help reduce the cost of government. These are only the savings achieved by those who have used eDynaQuote to host their events. The actual savings might be even higher,” said Doug Luthringer, Client Development Manager for eDynaQuote™, the Erie-based provider of electronic competitive bidding services. “And, based on the demand for eDynaQuote’s educational programs, we are confident that many more local government officials will soon join their colleagues in using this new process.”

Under PA Act 88, local government units have been empowered to use the Internet to accept bids electronically and to conduct electronic reverse auctions. The legislation, sponsored by Erie County’s State Representative Curt Sonney and Senator Jane Earll, was passed unanimously by the Pennsylvania legislature and signed into law by Governor Ed Rendell on July 7th.

Electronic bidding allows organizations to obtain competitive bids for goods and services in electronic form, or via the Internet. Reverse auctions are real-time, online bidding events where vendors submit bids, receive feedback regarding where they rank with respect to competing bidders, and may lower their bids to win the buyers’ business. With the implementation of PA Act 88, Pennsylvania’s local governments can now use technology to enhance competitive bidding and deliver savings that



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taxpayers can appreciate.

Although there are a variety of ways to use the Internet in the competitive bidding process, some government units have chosen to contract with eDynaQuote™ for assistance because of its familiarity with how governments and the competitive bid process operate. eDynaQuote™ can host electronic competitive bid events for government units outside of Pennsylvania, as well.

Fairview Township in Erie County was one of the first to try an Internet-based reverse auction. "As the auction progressed, I was able to literally watch the savings materialize," said Fairview Township Supervisor David Carner. "Internet-based competitive bidding really streamlines our process and saves us both money and time."

eDynaQuote™ also offers free web-based training programs (webinars), and Luthringer has presented educational programs for a number of associations and local government officials to help local government units understand and use these e-business tools. The next webinar is scheduled for March 20.

"Any time you change a process, especially one as well established as traditional paper-based competitive bids, a little uncertainty is only natural," noted Luthringer. "These educational programs have really helped make government officials more comfortable with the idea of using the Internet for competitive bidding."

The Commonwealth of Pennsylvania has a history of using reverse auctions, authorized under the Procurement Code, PA Title 62. However, prior to passage of Act 88, most Pennsylvania municipalities could not use electronic bidding or reverse auctions because they were restricted by the competitive bidding language in their municipal codes. Act 88 amends the Commonwealth's Procurement Code to allow local governments to use these tools for their own purchases.

eDynaQuote™ provides a powerful, yet easy-to-implement, system that helps clients anywhere streamline the purchasing process and potentially save millions of dollars. The company offers professional support and allows clients to choose from among a variety of service levels to address specific needs, coupled with 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 about eDynaQuote™ and its educational programs and services, visit <http://www.edynaquote.com> or call eDynaQuote™ at 866.412.7161.