

## THE FEDBID EFFECT: IMPROVED COMPETITION AMONG GAO REVIEWED AGENCIES

In December 2013, the U.S. Government Accountability Office (GAO) issued its report on Reverse Auctions (GAO-14-108). The report included discussion of the rate of single bidder awards made by agencies using FedBid. However, the report did not compare the rate of single bidder awards on FedBid with the rate of single offeror awards using traditional procurement techniques.

Review of the data shows use of FedBid reduced single offeror award scenarios by more than 20% across the GAO reviewed agencies. A number of marketplace factors drive this significant performance improvement, including: i) Comprehensive Sourcing services performed for each Buy; ii) A simplified Seller notification process pre- and post-award; and iii) A streamlined, interactive bidding process and intuitive user experience. The data, below, compares the percentage of purchases resulting from single offerors using traditional procurement techniques with the percentage of purchases resulting from single offerors using FedBid. The data tracks those percentages for FY2012, which was the time period included in the GAO report, as well as FY2013.

Agency	FPDS	FedBid	Decrease
Single Offeror Purchases: FPDS / FedBid Comparison – FY12			
DHS	26.97%	18.87%	- 30.03%
DOI	30.95%	21.31%	- 31.15%
Army	25.90%	20.72%	- 20.00%*
VA	53.56%	37.98%	- 29.09%
<b>Total</b>	<b>37.48%</b>	<b>27.04%</b>	<b>- 27.85%</b>
Single Offeror Purchases: FPDS / FedBid Comparison – FY13			
DHS	26.03%	18.47%	- 29.04%
DOI	31.92%	20.64%	- 35.34%
Army	23.75%	23.20%	- 2.32%*
VA	54.85%	38.07%	- 30.59%
<b>Total</b>	<b>37.59%</b>	<b>30.00%</b>	<b>- 20.19%</b>

\* In FY12, Army implemented a procurement policy best practice stressing the need for buyers to obtain multiple bids. Compared with other agencies, Army continues to have a much lower differential in percentage of single offeror awards.