



DEMANDSTAR

B u i l d i n g C o m m u n i t i e s .

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What is DemandStar?



DemandStar is an online marketplace that connects government agencies with an extensive network of suppliers across the Southeast and nationwide.



DemandStar is open and accessible to all business and governments to use and is speech-to-text compliant (ADA recommended).



Tens of thousand of business suppliers means you get more competitive solutions and rates for your community.

THE PROBLEM

Government contracting at the local level is **complicated, exclusionary,** and wastes **billions of dollars**



Governments maintain 47,000 unique purchasing portals across 90,000 organizations – businesses can't find leads



Businesses, especially small, new and disadvantaged businesses, are shut out in favor of a small number of incumbents



No marketplace or network exists at scale to connect businesses to over \$1.5 trillion and growing local government contracting opportunities

THE SOLUTION

DemandStar
is a two-sided network
connecting businesses to
local government
opportunities



Shared Supplier Network

Businesses register once to find opportunities across all governments on the DemandStar network.



Easy Workflow

Governments seamlessly connect to qualified businesses, and businesses effortlessly find, evaluate and respond to relevant opportunities.



Leveling the Playing Field

The DemandStar network removes friction for more diverse businesses to compete and win government contracts.

How DemandStar Helps



Secured electronic bidding



ADA compliance



Reports on publishing and responses



Going green by using less paper



Automatic notification to suppliers



Quote solicitation



Save time and money advertising



Research RFP and bid specifications

The Small Print

- **What does it cost?** DemandStar is always FREE for your Agency.
- **Do I have to exclusively publish with DemandStar?** No you don't. Many governments use DemandStar to increase their reach beyond what they use today.
- **Can I speak with other agencies that use DemandStar?** Yes, of course you can! Let us know and we'll connect you with another government buyer in your area.
- **What does it take to get set up?** Let us know that you want government agency level access to DemandStar and we'll set up your account in less than 10 minutes.
- **How long does it take to post an opportunity?** It takes 3 to 4 minutes to upload you a bid/RFP or quote and have it published.





Our Mission

DemandStar connects government agencies with the communities they serve by providing them with the tools they need to post bids, quotes and RFPs to DemandStar's growing network of business suppliers.

The DemandStar Network

89,000 ACTIVE BUSINESSES ACROSS ALL MAJOR INDUSTRIES RELY ON US TO CONNECT WITH GOVERNMENT

Tech & Telecom

amazon web services SAMSUNG
Sprint AT&T

Prof Business Services

Office DEPOT aramark
TERMINIX IRON MOUNTAIN

Fin Services & Insurance

MetLife Liberty Mutual usbank WELLS FARGO

Healthcare

CVS Health aetna
Cigna UnitedHealthcare

Architecture & Engineering

AECOM Gannett Fleming
BRIDGERS & PAXTON TETRA TECH
ENGINEERING FOR ARCHITECTURE

Construction

RAND CONSTRUCTION COMPANY CDM Smith
PCL American Bridge
JACOBS

Water & Energy

Constellation Energy CenterPoint Energy
AES we are the energy

Operations & Maintenance

GOODYEAR Honeywell
CLARKE POWER SERVICES, INC. GraybaR

Transportation

GM Ford
PACCAR

Education

Mc Graw Hill Education School Specialty
Learn It Systems

Environmental Services

DU PONT PRODUCTS AIR
Airgas

Public Safety

AXON tyco SimplexGrinnell
MHQ WEST VEHICLES EQUIPMENT GEAR

WE ARE THE PROCUREMENT SYSTEM OF RECORD FOR 481 GOVERNMENTS

Better value through streamlining workflow



“DemandStar has simplified the procurement process for both staff and vendors. It has increased competition, saved money, and enabled us to move forward ”

Mike Bevis, JD, CPPB
Former Chief Procurement Officer
Former President, NIGP
City of Naperville

Immediate impact to the supplier problem



“We are receiving more activity and responses to our procurements and we increasing our use of DemandStar tools”

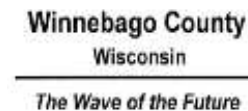
Randi Whitcomb, CPPB
Buyer
City of Greenacres

Customer centricity is a pillar of success



“The partnership between DemandStar and FVTC is solidified through their direction and timely assistance”

Amy E. Mass
Procurement Coordinator
Fox Valley Technical College



97%
Customer Satisfaction Score

14
New governments referred by other governments in past 3 months

Reporting Capabilities

Home My DemandStar Buyers Account Info FAQs Log Bid View Bids Log Quote View Quotes Supplier Search Build Broadcast List [Reports]									
									
Bid Activity Report									
<div style="float: right; border: 1px solid gray; padding: 5px; width: 250px;"> <p>Tip!</p> <p>Export the Results to Excel!</p> <ol style="list-style-type: none"> 1. Click the Send to Excel button 2. Click Open to export the results and open Excel at the same time OR 3. Click Save to save the results to a file on your computer for later viewing. <ol style="list-style-type: none"> a. Choose a file name and location then click Save. <p><small>Note: This functionality only works with Excel 2000 or above.</small></p> </div>									
BidID	Bid Identifier	Bid Name	Buyer	Broadcast Date	Due Date	Status	# Broadcast To	# of Planholders	Estimated Budget
357735	RFB-3134-0-2019/M	Boat and Trailer	M	04/04/2019	05/08/2019	Active	32	3	\$90,000.00
358253	RFB-3140-0-2019/M	Concrete and Cement (Re-bid)	M	04/12/2019	05/15/2019	Active	333	4	\$750,000.00
358421	RFB-3136-0-2019/M	Emergency Meals	M	04/16/2019	05/22/2019	Active	71	4	\$150,000.00
358151	RFB-3138-0-2019/M	Helipad Rehabilitation	M	04/11/2019	05/15/2019	Active	354	16	\$40,000.00
358644	RFB-3142-0-2019/M	Lawn Service for Martin County Utilities and Solid Waste Facilities	M	04/19/2019	05/22/2019	Active	144	14	\$875,000.00
358095	RFB-3137-0-2019/NC	Murphy Road/Canoe Creek Traffic Signal	NC	04/10/2019	05/08/2019	Active	156	8	\$360,000.00
358569	RFB-3141-0-2019/M	North Mapp Force Main Extensions	M	04/18/2019	05/22/2019	Active	460	20	\$400,000.00

Secured Electronic Bid Submittals

E-Bidding Documents

EDIT

Document Types Bid Acknowledgement
 Bid Summary Sheet
 Disclosure of Potential Conflict of Interest and Conflicting Employment or Contractual Relationship
 Drug-Free Workplace
 Insurance Requirements
 W – 9 Form
 If Applicable, ACH Payment Agreement
 If Applicable, Statement of "No Bid"
 If Applicable, MWBE Participation Form and Monthly Utilization Report
 If Applicable, Certification of Debarment, Suspension, Ineligibility and Voluntary Exclusion Lower Tier Transactions

Bid Amt	Documents	Sent	Notes	Actions
\$189,030.60	Bid Response	✓		Details, Documents, History
\$326,800.00	Bid Response	✓		Details, Documents, History
\$448,080.00	Bid Response	✓	See attached ITB Response for SPX Transformer Solutions, Inc	Details, Documents, History
\$577,774.00	Bid Response	✓		Details, Documents, History
\$264,000.00	Bid Response	✓		Details, Documents, History

Broadcast list creation

Build Broadcast List

317 Suppliers match your selected criteria.

Modify Search

Supplier Name ▲	City	State
A / R / C Associates, Incorporated	Orlando	FL
A&B Engineering, Inc. (Engr & Survey) (S/MBE)	Wellington	FL
ABBA Construction, Inc.	Jacksonville	FL
Absolute Access & Security	Orlando	FL
ACAI Associates Inc.	Boca Raton	FL
ACAI Associates Inc.	Fort Lauderdale	FL
ADEPT Public Relations, LLC	Fort Lauderdale	FL
Advanced Communication Solutions	Lake Mary	FL
AECOM Technical Services, Inc.	Tampa	FL
Ahrens Companies	Lake Park	FL

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Search Criteria

Use Advanced Search to refine your Broadcast List by Self-Declared Attributes, or by the city or state in which the supplier works.

Next >

State

Alabama
Alaska
Arizona
Arkansas
California
Colorado
Connecticut

No states

*Multi Select Options
Use Ctrl key to select multiple States. Depress Ctrl key and click on state names until all selections have been made.

Self-Declared Attributes

- African American Owned
- Asian/Hawaiian Owned
- Hispanic Owned
- Native American Owned
- Small Business
- Veteran Owned
- Woman Owned



DEMANDSTAR

One Purchasing Network Connecting
All Government Buyers and Suppliers