

# How Procurement Teams Use Bonfire to SAVE BIG on Every Project



Public procurement teams are being asked to do more with less every year. We asked them about the costs they've saved since making the switch to Bonfire.

### The Challenge

Procurement teams everywhere are facing the mounting needs of the agencies they serve, and they rarely have the staffing or resources to run their projects as efficiently as they'd like. These teams face constant hurdles—inefficient collaboration with stakeholders, difficulties scoping out new categories of RFPs, and struggling to get vendors engaged, just to name a few. How do these inefficiencies impact these agencies' overall project spend? After all, isn't the goal of any public procurement team to get the best quality at the lowest cost?

### The Solution

Choosing the right eProcurement solution helps bring every stakeholder together at the right moment in the process, leading to higher-quality RFPs that deliver better results with lower overall spend. With Bonfire, procurement teams can take advantage of powerful tools and industry best practices to structure RFPs and increase vendor engagement. They can easily identify quality, lowest-cost bid scenarios through automated analysis tools. Using Bonfire helps procurement agencies make the most of their time—and of every dollar spent on the communities they serve.



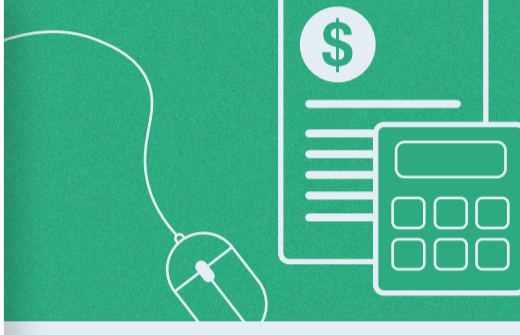
Bonfire was designed to help procurement agencies **do more with every dollar spent.**

## How much more?

Our clients told us how much they've saved using Bonfire to run thousands of procurement events.<sup>1</sup> Compared to running the same project before Bonfire, they save an average of:

9.1% or \$112,000  
PER PROJECT  
*(all project types including RFP, RFQ, ITN, and more)*

9.5% or \$269,000  
PER RFP



In Bonfire, buyers can set a budget for a particular project along with target savings. Once the project is awarded, Bonfire will let you know how well you did.

“

*Before Bonfire, we were so pressed for time that when you got a requisition, you processed it—that's all you had time to do. Now we have that time to analyze and add more value.*

—LORI PRUITT, PROCUREMENT OFFICER, PINAL COUNTY

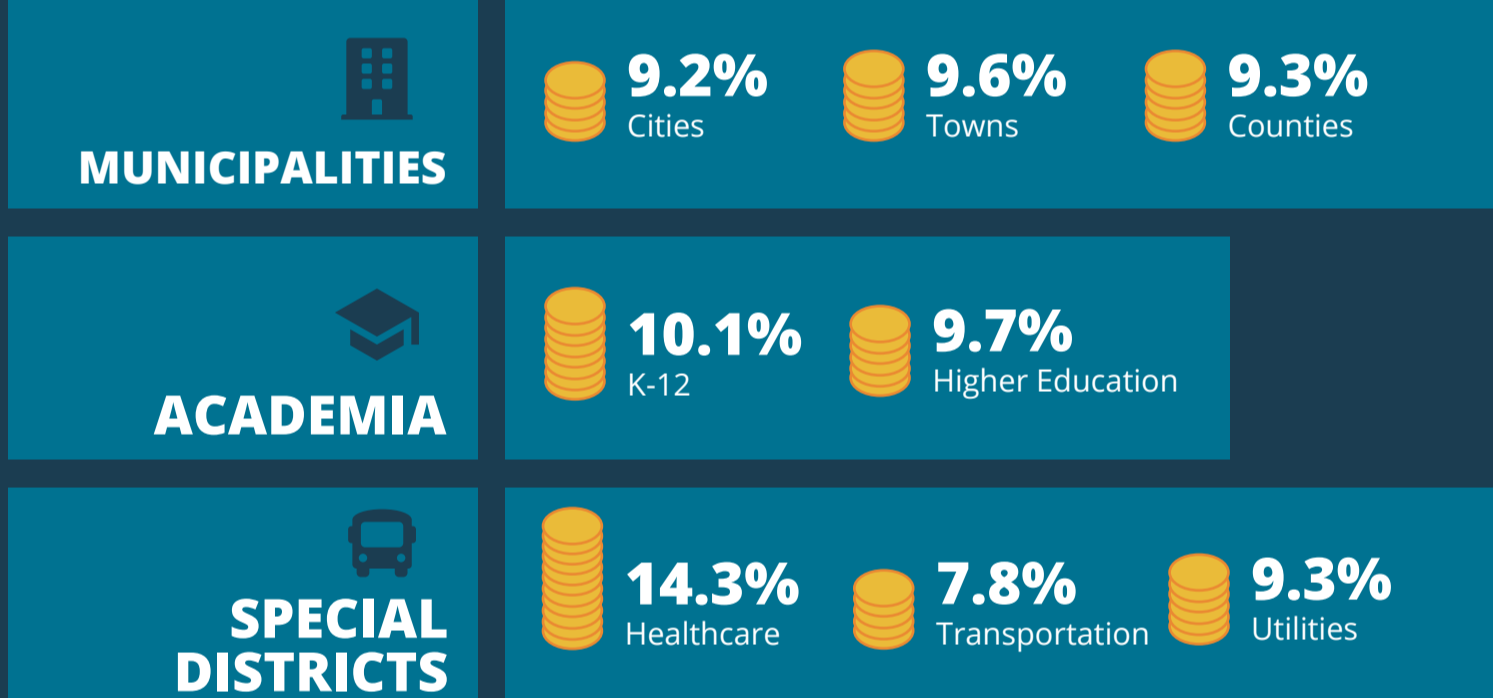
[Read Pinal County's story.](#)

**PINAL COUNTY**



Using Bonfire, Pinal County saved \$200,000 a year in printer maintenance costs because their procurement team was able to invest time in analyzing printing spend for the whole County, conducting vendor research, and developing a scope of work.

## No matter which public sector you're in, Bonfire drives project cost savings...



### ...on the goods and services that matter most.

Bonfire delivers cost savings across virtually any commodity type.

“

*Every dollar we don't spend are dollars that could go into actual programs, [such as] youth programs or fire departments.*

—CLIFF CHROUST, PROCUREMENT MANAGER, VENTURA COUNTY

[Watch Ventura County's story.](#)



## And there's even more. When procurement teams use the power of Bonfire to engage more vendors, they see 2X cost savings!

**5.2%**

Savings per project with a single vendor submission

**2X**

Savings per project with 4 or more vendor submissions, compared to single vendor submission

Okay, now you're probably wondering how Bonfire can help your team drive best-value procurement decisions. Well, it all starts with the easy-to-use Bonfire eProcurement solution, trusted by more than 500 government agencies across North America.



### Run faster, more effective bids

Streamline your RFP build and entire source-to-contract workflow to get bids out the door faster and save in staff time, materials, and equipment.



### Engage more vendors to boost competition

Increase your vendor pool with the Bonfire vendor database, and solicit more competitive bids by allowing subcontracts to declare interest in joint submissions.



### Negotiate and optimize for best-value bid scenarios

Incorporate BAFOs, ITNs, and split awards to optimize purchasing and maximize budget. Use Bid Tables to instantly analyze lowest-cost scenarios for multiple-award events.



### Leverage best-in-class industry successes for your next project

View peer benchmarks for criteria weighting, timeline, vendor insights, and more to confidently structure new bids and RFPs. Easily search through best-in-class RFP examples and download bid documents to effectively structure new RFPs.

How much could you save? See how Bonfire could help you drive cost savings for impactful procurement that does more with less.

<sup>1</sup> Based on market research conducted by Bonfire using client-supplied data on current and previous project spend for thousands of procurement events.