





porated into eBid foster best practices, including good internal controls. For example, the software automatically creates an unalterable audit trail of actions, such as creation date, time of submission to vendors and scoring. On the Pennsylvania project, the software documented 779 actions related to the bid sufficient to satisfy any auditor or protest.

The agencies reported few, if any, complaints from vendors. In fact, there were affirmative comments and “thanks,” because the companies no longer had to assemble large bid notebooks. Nor did they have to depend on Express Mail or overnight delivery services. They also made fewer mistakes on their submissions.

However, there were some of the usual vendor problems in bidding: vendors who waited until the last minute, companies that submitted late, and those who failed to heed all the terms and conditions.

Electronic bidding systems are chock full of features, useful for a variety of bidding approaches: catalog bids, just-in-time-delivery bids, warehouse bids, requests for proposals, and requests for information. Districts that use more features save more time. For