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Local procurement service lands millions for AZ businesses.

PHOENIX – In today’s tight economy, businesses are looking more and more for government contracts, which produce trillions of dollars in revenue. And one Arizona-based procurement service is helping local businesses stay ahead of the competition.

This year alone, BidSource – Arizona’s government procurement experts – secured more than \$250 million in government contracts for its member businesses. BidSource locates and compiles bid opportunities accumulated from the federal government, 900 Arizona government agencies and 30 states.

And newly developed software may yield even greater results next year.

BidSource, an online service backed by an extensive support staff, posts listings for its members to contracts posted on Web pages, newspapers and meeting minutes from governing boards.

Danny Ayala, BidSource chairman, said his service allows businesses to find contracts that they otherwise might have never discovered. That’s a lot of missed opportunity, he said.

“A lot of the time, businesses don’t have the resources to do the kind of research we provide,” Ayala said. “In terms of the result, Bid Source pays for itself several times over.”

For Brian Condit, partner at Mesa-based condit.west.creative, a creative services agency, the few hundred dollars he spends each year on a BidSource membership is a wise investment.

“Seeing a return on our investment in the BidSource program was immediate,” Condit said. “The research and assistance provided by BidSource has allowed our company access to opportunities that previously went untapped.”

The new software, Created by Desert Sky Software, a Chamber member and BidSource client, gives member businesses access to double the amount of customized bids previously received.

Those bids are now easier to sort and are delivered to members much faster, allowing for more time to respond to requests for proposals. Each month, 70,000 bids are matched and delivered.

Operated by the Greater Phoenix Chamber of Commerce, BidSource was developed in 1988 as a way to assist Arizona small businesses with identifying, understanding and securing government contracting opportunities.

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