



# PORT of SAN DIEGO

## PlanetBids Streamlines the Port of San Diego's Bid Processes

The Port of San Diego is the fourth largest port in California and was created to manage San Diego Bay and the surrounding waterfront land in 1962. It has invested hundreds of millions of dollars in public improvements in its five member cities – Chula Vista, Coronado, Imperial Beach, National City and San Diego. The port oversees two maritime cargo terminals, two cruise ship terminals, 20 public parks, the Harbor Police Department and the leases of hundreds of tenant and sub tenant businesses around San Diego Bay. The Port of San Diego is an economic engine, an environmental steward of San Diego Bay and the surrounding tidelands, and a provider of community services and public safety.

The Port of San Diego partnered with PlanetBids to streamline its bid process, eliminate a paper intensive, manual practice and implement a vendor self-registration program. Bringing on two key modules— Vendor Management and Bid Management—their procurement team moved to the new system and started reaping the benefits within the first few bid projects. Documentation of the bid processes are crucial and PlanetBids reporting features have been used time and again.

*The Port of San Diego procurement team handles a myriad of projects. With over 8,000 vendors in their eProcurement system, they have processed over 350 bids with almost 70% awarded to the local vendor community. The system has been used for all types of procurement—bids or RFPs for commodities, services and public works projects.*

**PLANETBIDS**

Innovative eProcurement Solutions

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## H Street Project

With PlanetBids, the Port of San Diego's Purchasing team enjoys faster turnaround bid times, and increase competition with an expanded vendor pool due to expanded on-line outreach.

One of the biggest benefit has been the ability to share information across the system with other buyers and share resources with other organizations. For example, if one buyer is using specifications for one bid, they can easily be copied and assimilated in an identical type bid in another part of the organization.

Another feature that has paid dividends in time and energy for the procurement team is the ability to track every activity on a bid. From the time a bid is initially posted, vendors are electronically identified when they pull a copy or receive addenda, submit questions and propose bids by the deadline—every action is documented. In the event of a protest or concern, the purchasing team has a transparent record of the entire on-line process to review and assist in making any decisions. This process also helps them minimize a "no-bid" scenario as they can investigate further if no vendors are participating in a bid process.

*PlanetBids is committed to providing exceptional customer service. Just ask our customers- "What is PlanetBids' greatest strength?" and the resounding answer is outstanding customer service! Technology is important, and so are the people who use it!*

## Change for the Better

The Port of San Diego's Purchasing Team admits that change is sometimes difficult to implement. When they implemented PlanetBids, they initially started with simple bids for goods. It wasn't until almost a year later, they started using the system for Public Works projects. They laughingly describe how they ran dual systems for the first few months to become comfortable with the new system and processes, and to give themselves added reassurance. In hindsight, they now admit they could have adapted much more quickly to fully appreciate and realize the savings in time, money and paper.

Today, they are convinced that eProcurement offered by PlanetBids was a great decision for their department and organization.

The Port of San Diego gives high marks to PlanetBids for customer service and responsiveness. The system has been easy to use and provided better outreach to the vendor community. The benefits have been significantly realized as they have used the system for several huge construction and public works projects. As one of the managers commented, "Implementing this system has been one of my greatest career achievements."

## Solutions Implemented



### Vendor Management

Vendor Management offers a configurable and intuitive registration process, which ensures that vendor registrations are complete and unique, to avoid duplicate records. You can instantly gain access to vendor records, run advanced searches using multiple sets of data, verify vendor provided information against third-party databases in real-time, and run comprehensive reports and charts.



### Bid Management

Bid Management is the most complete web based system on the market today. Procurement agents can quickly manage the process of issuing, monitoring, and awarding formal and informal bids. Vendors can interactively search, view, and respond to bid opportunities securely over the Internet.

## Where's the Paper?

One of the biggest benefits for the Port of San Diego in its move to the PlanetBids automated system is the huge reduction in the use of paper. No more copies, no more paper addenda, no more volumes of specifications. All submittals are completed online. Their transformed process left behind a system that required multiple copies and tons of paper to one that requires very little printing costs.

In addition, the on-line system allows engineers and project managers to quickly check on their projects during the active bid process and increase communication with the purchasing team. The only hard copies submitted by the bidders are from the 3 lowest bids on public works projects after the closing date. Thus, it saves money, paper and copying time for bidders as well.

## About PlanetBids

PlanetBids offers a full-featured modular suite of cloud-based eProcurement solutions. All modules are fully developed in-house and enhance productivity with low risk, low cost and an effortless entry to a high quality eProcurement system. Set-up is quick and painless; it's simple to use and requires no ongoing software or hardware maintenance by the user.

### High Return on Investment (ROI)

ROI for survey organizations average 768%. Also, setup and service investments are often recovered in less than 3 months, through the benefit of lower costs for goods and services.

### Improved Agency Outreach

Reaching out to the vendor community, increasing the number of registered businesses, can be done more effectively with an online system. With great outreach, there is greater competition, resulting in better bid pricing by an average of 3–12% on purchasing of goods and services.

### Savings in Time for Procurement team

Employees experience up to 35% time savings in processing bids by minimizing or eliminating many of their manual and paper-intensive tasks.