



WEB SURVEY

## Provider Outreach Survey

*The results of this survey will be used to determine how Federal Government buying activities can more effectively use reverse auctions as a tool and for ensuring that the U.S. taxpayer is better served. As a provider of reverse auction services, your responses to this survey are solicited on a non-attribution basis. Similar surveys are being conducted with Government buying activities.*

*This survey is in response to 2006 National Defense Authorization Act language that requires an analysis of the use of reverse auctions. Your responses should be based on your experience with reverse auction usage in Federal Government procurements. This includes reverse auctions conducted by third party reverse auction service providers, for U.S. Government requiring activities.*

*If you have any questions about this survey, please call 703 805-3501 or 703 805-5401.*

### Background

A reverse auction (also called procurement auction, e-auction, sourcing event, e-sourcing, or e-Reverse Auction) is a pricing tool used for business-to-business procurements. It is a type of auction in which the role of the buyer and seller are reversed, with the primary objective of achieving the best overall price. In traditional auctions, *buyers* compete for the right to obtain goods or services by offering progressively higher prices. In reverse auctions, *sellers* compete for the right to sell goods or services by offering to sell for progressively lower prices.

A reverse auction may be used by the Government as a pricing tool during the procurement process. It generally allows the Government to view in real-time the position of each offeror. The software reveals to each anonymous offeror its relative position in the

competition. Offerors have the opportunity to continually revise their prices in order to strive for the lowest offered price. The process is repeated until offerors stop revising their prices or until the close of the auction.

Internet capabilities and the availability of on-line auction tools have provided the technology to conduct web-based reverse auctions with anonymous, visible, and real-time bidding that can be accomplished within hours. Although reverse auction pricing is not specifically identified in the Federal Acquisition Regulations (FAR), it can be accomplished in the context of “discussions” under FAR Part 15. It can also be used as the method of receiving offers or price quotes, and for conducting competitive sourcing under FAR Parts 8, 12, and 13.

### *Anonymity*

*Your anonymity will be protected. Please give us your candid responses.*

## **Please summarize your company's experience conducting reverse auctions for Government buying activities**

### **1. In FY2007, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

### **2. In FY2006, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

### **3. In FY2005, my company conducted reverse auctions for:**

Select all that apply

- a. Federal

- b. State
- c. Local

**4. In FY2004, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

**5. In FY2003, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

**6. In FY2002, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

**7. In FY2001, my company conducted reverse auctions for:**

Select all that apply

- a. Federal
- b. State
- c. Local

**8. In FY2000 and earlier years, my company conducted reverse auctions for:**

Select all that apply

- a. Federal

b. State

c. Local

**Please indicate the Government buying activities and the number of reverse auctions conducted for them using your tool in FY06. Bypass any that do not apply.**

*Low=1-5 RAs, Medium=6-10 RAs, High=11-40 RAs, Extra High=41 or more*

**9. AGENCY FOR INTERNATIONAL DEVELOPMENT**

**10. AGRICULTURE, DEPARTMENT OF**

**11. AMERICAN BATTLE MONUMENTS COMMISSION**

**12. BROADCASTING BOARD OF GOVERNORS**

**13. COMMERCE, DEPARTMENT OF**

**14. COMMISSION ON CIVIL RIGHTS**

**15. COMMITTEE FOR PURCHASE FROM PEOPLE WHO ARE BLIND OR SEVERELY DISABLED**

**16. COMMODITY FUTURES TRADING COMMISSION**

**17. CONSUMER PRODUCT SAFETY COMMISSION**

**18. CORPORATION FOR NATIONAL AND COMMUNITY**

	<input type="text"/>
<b>19. COURT SERVICES AND OFFENDER SUPERVISION AGENCY/PRETRIAL SERVICES AGENCY</b>	<input type="text"/>
<b>20. DEFENSE NUCLEAR FACILITIES SAFETY BOARD</b>	<input type="text"/>
<b>21. DEFENSE, DEPARTMENT OF</b>	<input type="text"/>
<b>22. EDUCATION, DEPARTMENT OF</b>	<input type="text"/>
<b>23. ENERGY, DEPARTMENT OF</b>	<input type="text"/>
<b>24. ENVIRONMENTAL PROTECTION AGENCY</b>	<input type="text"/>
<b>25. EQUAL EMPLOYMENT OPPORTUNITY COMMISSION</b>	<input type="text"/>
<b>26. EXECUTIVE OFFICE OF THE PRESIDENT</b>	<input type="text"/>
<b>27. FEDERAL COMMUNICATIONS COMMISSION</b>	<input type="text"/>
<b>28. FEDERAL ELECTION COMMISSION</b>	<input type="text"/>
<b>29. FEDERAL ENERGY REGULATORY COMMISSION</b>	<input type="text"/>
<b>30. FEDERAL MARITIME COMMISSION</b>	

	<input type="text"/>
<b>31. FEDERAL TRADE COMMISSION</b>	<input type="text"/>
<b>32. GENERAL SERVICES ADMINISTRATION</b>	<input type="text"/>
<b>33. HEALTH AND HUMAN SERVICES, DEPARTMENT OF</b>	<input type="text"/>
<b>34. HOMELAND SECURITY, DEPARTMENT OF</b>	<input type="text"/>
<b>35. HOUSING AND URBAN DEVELOPMENT</b>	<input type="text"/>
<b>36. INTERIOR, DEPARTMENT OF THE</b>	<input type="text"/>
<b>37. INTERNATIONAL TRADE COMMISSION</b>	<input type="text"/>
<b>38. J.F. KENNEDY CENTER FOR THE PERFORMING ARTS</b>	<input type="text"/>
<b>39. JUSTICE, DEPARTMENT OF</b>	<input type="text"/>
<b>40. LABOR, DEPARTMENT OF</b>	<input type="text"/>
<b>41. LIBRARY OF CONGRESS</b>	<input type="text"/>
<b>42. MERIT SYSTEMS PROTECTION BOARD</b>	<input type="text"/>

**44. NATIONAL AERONAUTICS AND SPACE ADMINISTRATION**

**45. NATIONAL ARCHIVES AND RECORDS ADMINISTRATION**

**46. NATIONAL COMMISSION ON LIBRARIES & INFORMATION SCIENCE**

**47. NATIONAL ENDOWMENT FOR THE ARTS**

**48. NATIONAL ENDOWMENT FOR THE HUMANITIES**

**49. NATIONAL GALLERY OF ART**

**50. NATIONAL LABOR RELATIONS BOARD**

**51. NATIONAL MEDIATION BOARD**

**52. NATIONAL SCIENCE FOUNDATION**

**53. NATIONAL TRANSPORTATION SAFETY BOARD**

**54. NUCLEAR REGULATORY COMMISSION**

**55. OCCUPATIONAL SAFETY AND HEALTH REVIEW COMMISSION**

	<input type="text"/>
<b>57. PEACE CORPS</b>	<input type="text"/>
<b>58. RAILROAD RETIREMENT BOARD</b>	<input type="text"/>
<b>59. SECURITIES AND EXCHANGE COMMISSION</b>	<input type="text"/>
<b>60. SELECTIVE SERVICE SYSTEM</b>	<input type="text"/>
<b>61. SMALL BUSINESS ADMINISTRATION</b>	<input type="text"/>
<b>62. SMITHSONIAN INSTITUTION</b>	<input type="text"/>
<b>63. SOCIAL SECURITY ADMINISTRATION</b>	<input type="text"/>
<b>64. STATE, DEPARTMENT OF</b>	<input type="text"/>
<b>65. TRANSPORTATION, DEPARTMENT OF</b>	<input type="text"/>
<b>66. TREASURY, DEPARTMENT OF THE</b>	<input type="text"/>
<b>67. UNITED STATES HOLOCAUST MEMORIAL MUSEUM</b>	<input type="text"/>
<b>68. UNITED STATES SOLDIERS' AND AIRMEN'S HOME</b>	<input type="text"/>



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**70. VETERANS AFFAIRS, DEPARTMENT OF**

**71. STATE GOVERNMENT AGENCIES**

**72. LOCAL GOVERNMENT AGENCIES**

**73. OTHER, please explain below.**

**74. If you selected "Other," above, please explain:**

Enter your response

**Your Company**

**75. My company is primarily a:**

Select 1

- a. Third party reverse auction website host
- b. Software company that produces or sells reverse auction software
- c. Full service reverse auction provider
- d. Other, please explain

If you chose "Other," please explain:

**76. My company's total dollar value of Government reverse auctions conducted during Fiscal Year 2006 was:**

Select 1

- a. Less than \$1M
- b. \$1M --<\$5M
- c. \$5M -- <\$10M
- d. \$10M -- <\$20M
- e. \$20M -- <\$30M
- f. \$30M -- <\$50M
- g. \$50M -- <\$100M
- h. \$100M -- <\$500M
- i. \$500M and Greater
- j. Prefer not to disclose

**77. What typical fee structure does your company use to charge for your reverse auction service?**

Select 1

- a. Standard rate of \_\_\_% of final auction value, not to exceed \$\_\_\_.
- b. Standard rate of \_\_\_% of final auction value
- c. Share in savings of \_\_\_% of total savings, not to exceed \$\_\_\_.
- d. Share in savings of \_\_\_% of total savings
- e. Other, please explain

If you chose "Other," please explain:

**Please indicate which of the following contract types are practical for reverse auctions**

**78. Fixed-price contracts**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**79. Cost reimbursement contracts**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**80. Incentive contracts**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**81. Indefinite Delivery contracts**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**82. Time and Materials, Labor Hours contracts**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**83. Blanket Purchase Agreements, Basic Agreements or Basis Ordering Agreements**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**84. Other, please explain below**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**85. If you chose "Other" above, please explain**

Enter your response

**Please indicate your level of agreement:**

**86. Language should be written into the Federal Acquisition Regulations or Agency Acquisition Regulations to provide guidance on the use of reverse auctions.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**87. Congress should mandate the use of reverse auctions.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**88. The Government should provide procedural guidance for vendors that participate in reverse auctions.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**How could the Government improve its use of reverse auctions?**

**89. Limit RA participation to those vendors whose supplies/services have met specific technical criteria.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**90. Provide a functionality similar to that offered on Amazon.com® and Ebay.com® where buyers can view summary statistical information and feedback about sellers.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**91. Provide a functionality similar to that offered on Amazon.com® and Ebay.com® where sellers can view summary statistical information and feedback about buyers.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**92. Standardize registration, procedures, and fee structures.**

*SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree*

**93. Increase reverse auction training and guidance for government acquisition**

SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree

**94. Increase reverse auction training and guidance for industry participants.**

SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree

### Industry Day?

**95. If the Office of Federal Procurement Policy (OFPP) held an “Industry Day” where reverse auction service providers and software companies discussed how Government buying activities could more effectively use reverse auctions, I would attend.**

SA-Strongly Agree A-Agree D-Disagree SD-Strongly Disagree

### Additional Comments?

**96. In six sentences or less, please provide any additional feedback you wish to give on the questions above, as well as how the Government can most effectively use reverse auctions. For example, describe an innovative use of reverse auctions and the outcome, best practices or lessons learned.**

Enter your response

**97. Please indicate if we may contact you by providing your email address and phone number.**

Enter your response

**98. Please provide your company DUNS number (your company DUNS number will NOT be attributed to your response. It will be used to ensure that there is only one response per DUNS number):**

Enter your DUNS number:

**Thank you very much for taking the time to respond to this survey. Your input will be extremely valuable to the Office of Federal Procurement Policy (OFPP) in developing guidance related to reverse auctions. Your responses will serve to improve Federal procurement processes.**

**Please click on "[Submit Survey](#)" only once!**