

HP Imaging & Printing Group Account Manager Singles Out Onvia as the Most Comprehensive Source for Government Sales Leads

Client: Hewlett Packard

Location: San Diego, CA **Onvia Client Since:** 2007

Subscriber To: Onvia Business Builder

Challenge

When it comes to personal computers, printers and high-end servers, the world's most recognized company is the Hewlett-Packard Company. Commonly known as HP, the company has headquarters in the Americas, Asia Pacific, Europe, Middle East and Africa. Pursuing U.S. government contracts is a major part of HP's revenue focus. With their wide range of product and service offerings, the company is organized in the following divisions: Hardware, Imaging & Printing, Notebooks & Personal Computers, and Servers & Storage. Ramin Saremi is an account manager for HP's Imaging and Printing Group. His territory covers Ohio, Kentucky and Virginia where he targets state, local and education opportunities within those markets. "When I came on board, HP had multiple sources for government project notifications in place. There were too many services in our hands - I wanted to use a single comprehensive, easy-to-use source for all my government notifications," says Saremi.

Solution

"I started looking at all the government bid notification services my division was subscribed to and it was clear that Onvia had the most comprehensive information," says Saremi. "Onvia is a single source where I can be notified of all the bids, RFPs, and RFIs that are specific to printer and copier contracts within my territory." HP's Imaging & Printing group subscribed to Onvia Business Builder, which delivers daily email reports of new contracts, plus access to a database of over 4 million procurement records. Saremi logs into his online inbox at www.onvia.com to review the newest government bids, RFPs and RFIs. Saremi says, "I get between one to two very, specific RFPs or bids each week, along with other useful information on projects." HP can also access information on past government contracts and tap into important agency decision makers and project influencers. "I'm glad that Onvia has a proactive team of account managers that call and make sure that all my questions are answered," says Saremi. "I've started learning how to find the right decision makers and influencers and how to search for past copier contracts with the help of personal training from one of my account managers."

(continued on reverse)



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— Ramin Saremi, Account Manager,
HP Imaging & Printing Group

About Hewlett Packard (HP)

HP (NYSE: HPQ) is a technology company that operates in more than 170 countries around the world. The company provides infrastructure and business offerings that span from hand held devices to some of the world's most powerful supercomputer installations. HP offers consumers a wide range of products and services from digital photography to digital entertainment and from computing to home printing.

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To learn more about Onvia's complete set of government solutions, call **888-484-3374** or visit **www.onvia.com**.

Value

Reviewing and accessing Onvia information is convenient and effortless. "It's easy for me to use Onvia's service," says Saremi. "I can integrate information into Microsoft Outlook and have all the documents I need in front of me." Comparing Onvia to the other sources of government bid notifications, Saremi says, "The other companies we were using would send us things that weren't as relevant to what we do. Plus, we didn't have access to historical records, like past project information. Onvia is much more thorough and I value the accuracy of the information." Saremi points out that Onvia makes things less complicated; he's now able to rely on just one source for all his procurement information. "I am able to narrow down opportunities very easily, which is huge," says Saremi. "There is no simple way to sign up with every purchasing website within three states and get on all of their vendor lists. Onvia makes my job easier. I get a single message in my inbox that covers any state and local RFPs, bids and RFIs."

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