



Chamber Dedicated to Providing Unique Member Benefits Finds Partner in Onvia

OPPORTUNITY:

The Greater Philadelphia Chamber of Commerce serves an extensive network of 5,000 businesses and professionals throughout southeastern Pennsylvania, southern New Jersey, and northern Delaware. To serve this large, diverse and demanding membership, the Chamber dedicates itself to providing outstanding member-benefits programs.

Recognizing it could leverage the data and services from Onvia to help its members expand their business models to include government contracting, the Chamber partnered with Onvia to create a custom service called eBid Connect. By utilizing the government bid and RFP data and best-practices information Onvia provides, its members are able to identify, respond to and benefit from new revenue opportunities.

HOW IT WORKS:

eBid Connect receives a daily feed from Onvia of timely, relevant new government-contracting opportunities in the MSAs the Chamber serves. Each day, eBid Connect provides the primary contact at each member company with an email notification of the latest bids and RFPs. Members can also access the eBid Connect online database and search for contracting leads in their region by keyword or business category. To date, Chamber members have enjoyed an average of over 400 new business opportunities each day.

"We launched in March 2010 and the response from our members has been great," said Jennifer Rodier, VP of Membership Services. "We are very excited to offer a new benefit that is available to all of our members, regardless of membership level, and that is virtual and bottom-line focused. We do not charge our members for this service but have obtained a sponsor to help defray costs."

RESULTS:

Testimonials from members of the Greater Philadelphia Chamber say it best.

"The Chamber's eBid Connect service helped my company win a contract with a major Philadelphia corporation. It is a great asset because it provides me with daily access to hundreds of bids that I didn't even know existed! eBid Connect makes it easy for me to connect with procurement officers at larger organizations and bid on the exact products that we sell." **–Max Blum**, Vice President, Y-pers, Inc.

"We had been looking for a resource like eBid Connect that would support our growth strategies and drive additional new business development opportunities into our sales pipeline. After only four weeks of use, eBid Connect has exceeded our expectations! We have been able to quickly identify and pursue several new business development opportunities that we would have not otherwise had access to." **–Michael A. Miller**, President, HFS Logistics, LLC

"When I learned that the Chamber offered eBid Connect, I knew that we had a win-win situation. I would not only be able to explore many networking and marketing opportunities, I would also be able to receive an email of RFPs and IFP's in my region and I could search for them using my industry-specific key words. Although various organizations post RFPs on their websites, they do not make any effort to notify via email that a new opportunity is available. A true win-win-win!" **–Julianna Penneys**, Director, Lingual Institute

FAST FACTS

Number of Chamber Members

5,000 Businesses

Locations

Southeastern Pennsylvania

Southern New Jersey

Northern Delaware

Avg. Number of Leads from Onvia

Average 400 Leads per Day

eBID CONNECT | Business Opportunities Updated Daily

eBid Connect is offered to all Greater Philadelphia Chamber members as part of their member benefits package. Having eBid Connect saves members time and money by finding information and opportunities that would otherwise be time consuming to research and gather.

eBID CONNECT BENEFITS:

- ▶ Daily report of the activity in the Philadelphia Metro Area including– advance notice, bids, RFPs, and pre-bid notices
- ▶ Public sector focused (State and Local Government / Education / Healthcare)
- ▶ Covers all the agencies in the Philadelphia Metro Area, which includes Philadelphia-Wilmington-Atlantic City, PA-NJ-DE-MD

HOW IT WORKS:

To ensure that all their members are aware of and understand this great benefit, emails, newsletter stories and a robust website explain the eBid Connect membership benefit. ↻

The screenshot shows the eBid Connect website homepage. At the top left is the Greater Philadelphia Chamber of Commerce logo with the tagline "Get involved. Get results..". A navigation bar includes links for Membership, Programs & Events, Public Policy, News, Affiliates & Associates, Resources, and Economic Development. The main content area features a large blue banner with the text "eBid Connect Business Opportunities Updated Daily". To the right, there is a "GPPC News" section with a subscription form and a "Supplier Network" section with a "SUPPLIER" button.

This screenshot shows an "OPEN OPPORTUNITY" listing. The title is "10--COVER, PROTECTIVE, PAN" with project number "SPM7L410Q1739". It is categorized as "FSC 10 - Weapons" and was posted on 8/24/2010 with a deadline of 9/17/2010. The agency is the US Defense Logistics Agency, Defense Supply Center, Columbus, located in Columbus, OH & New Cumberland, PA, Cumberland County. The contact is Dibbs. The description includes the solicitation number, agency name, office (DLA Acquisition Locations), and location (DLA Land and Maritime - BSM). A sidebar on the right contains links for About, Search RFPs & Bids, FAQs, Onvia Information, and Testimonials.

Members can review the newsletter and also login to the eBid connect database where they can view all the details for the opportunities they are interested in. ↻

This screenshot shows the eBid Connect database interface. It features a header with the logo and tagline. The main content area is titled "Posted Opportunities Sampling" and dated "Thursday, July 15, 2010". It provides a sampling of project information for bids and RFPs, including notification of projects funded by the government economic stimulus plan. A specific listing for "A/E - Buildings" (Architectural and Engineering Services, Project # - 30310) is shown with a "View details" link. On the right, there is a "Your Login:" section with fields for Username (12345) and Password (password), and a "Subscription:" section with instructions on how to manage profiles and email preferences.

Each day, primary contacts from member firms receive a daily email notification outlining new opportunities in the area. ↻