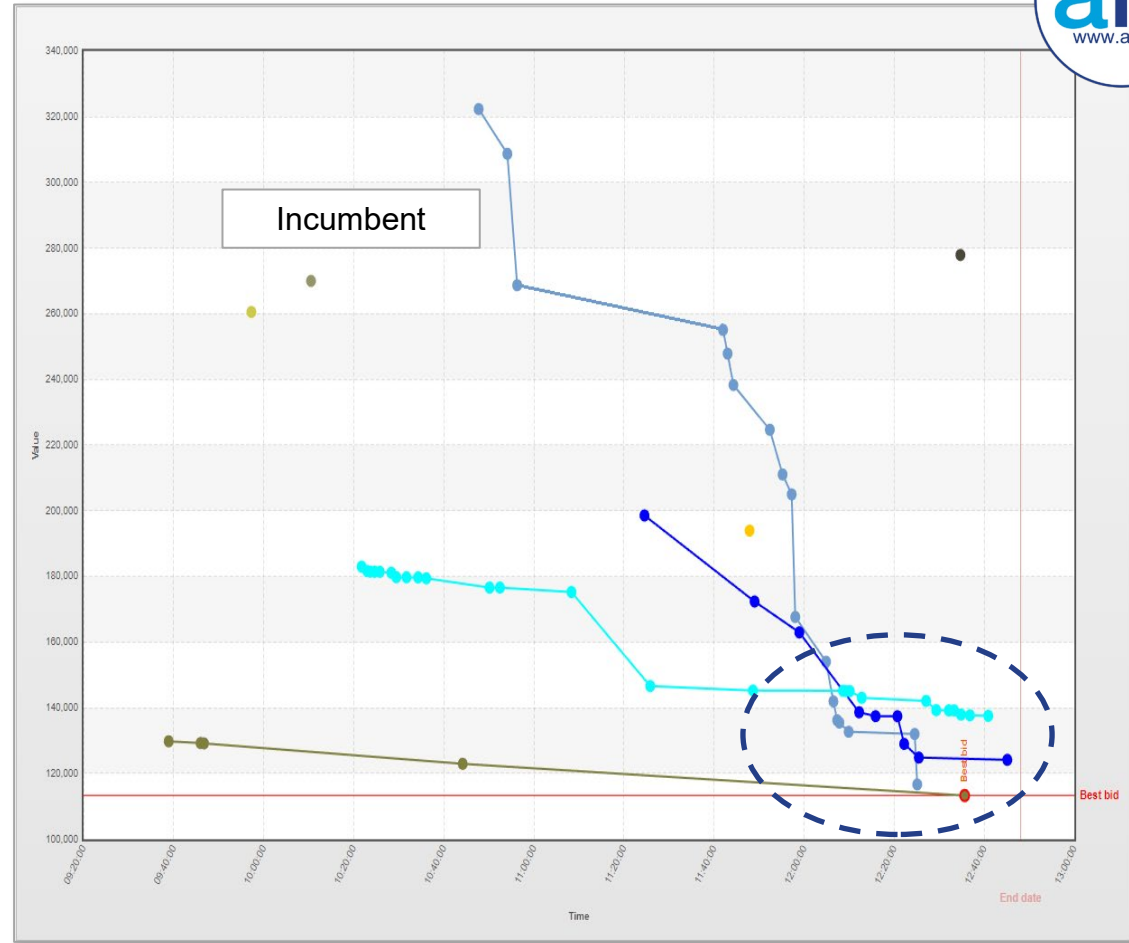# AUCTION RESULTS

PRINTING AUCTION

In an **online reverse auction**, vendors get **automated real time feedback** on how they rank for **each individual bid item**. Once the auction is live, vendors can **lower their price** to improve their chances of being selected.

This chart shows the bid activity on a **single item** during the **last 4 hours** of the auction.
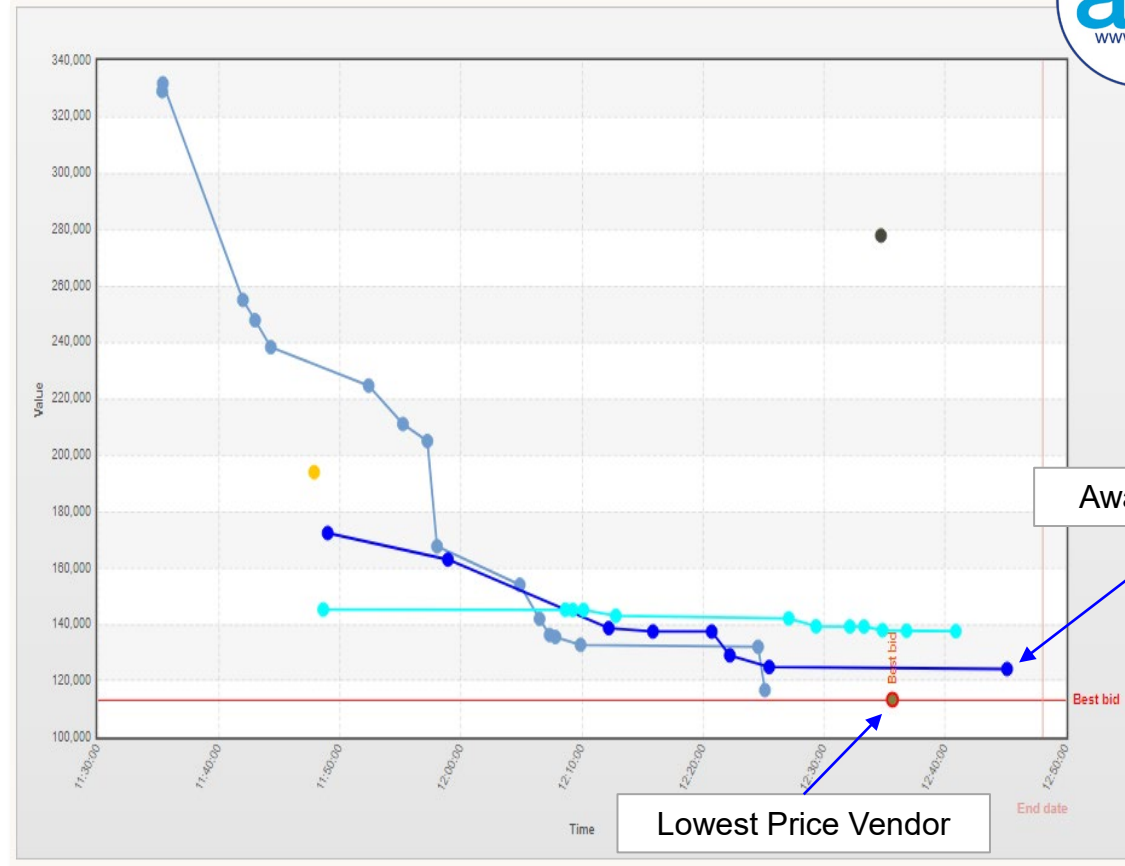
PRINTING AUCTION

This chart shows the bid activity during the **last hour** of the *same* auction.

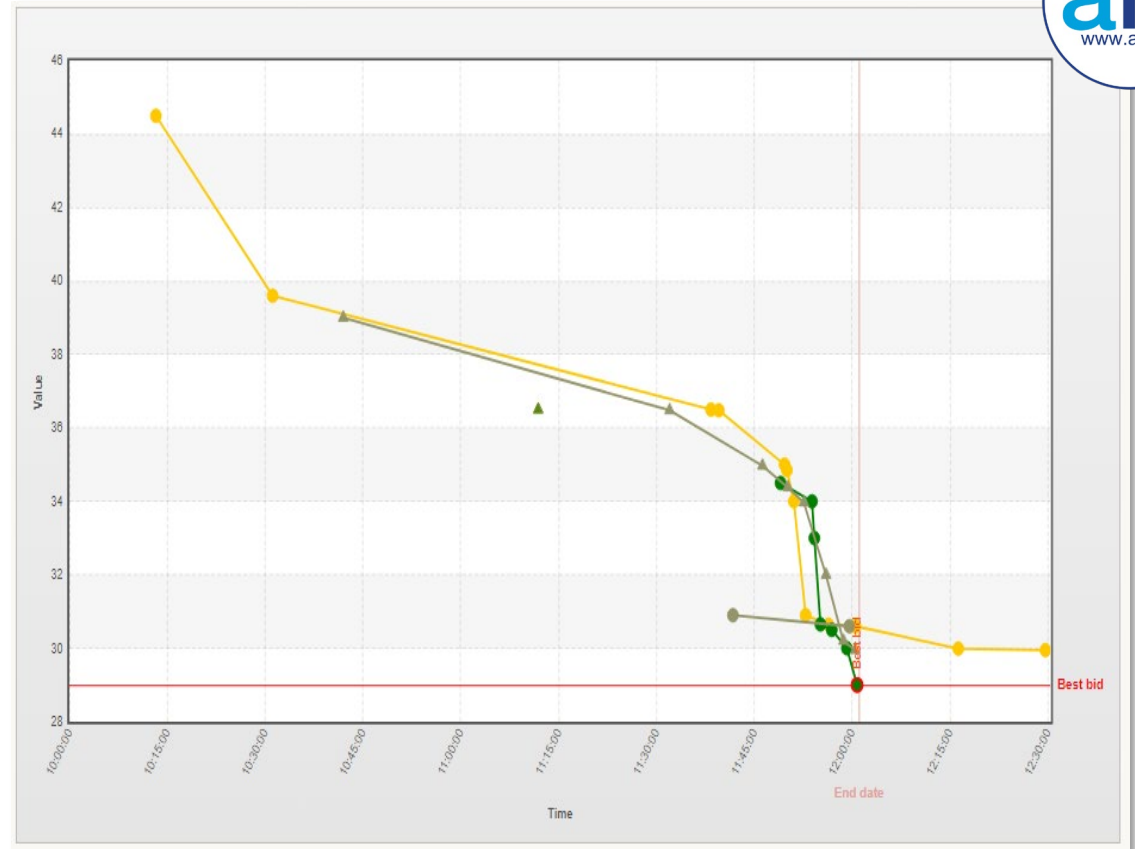**76 Individual bids** on this one item resulting in a **VERY** *active marketplace.*

Awarded Vendor

Lowest Price Vendor
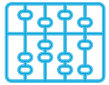
TECHNICAL SERVICES AUCTION

259 individual bids on **5 bid items** resulting in a **highly competitive** and **active auction.**

This chart shows the bid activity during the **last 2 hours** on **1 bid item**.
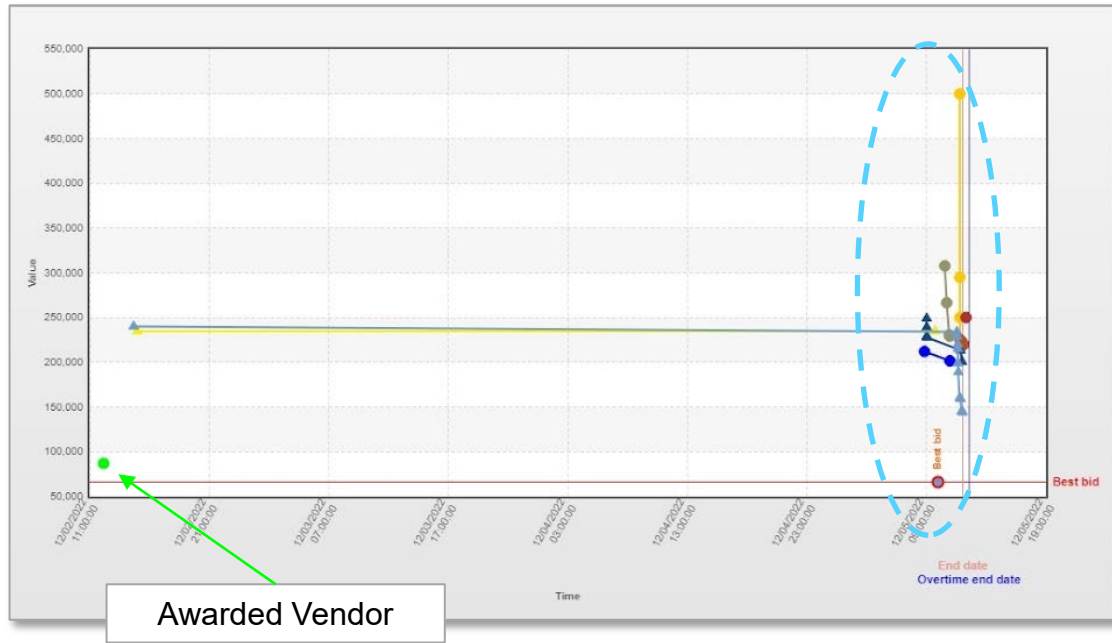
MANAGED SECURITY SERVICES AUCTION

AIQ ran a **pre-qualifying assessment** including 27 **approved** vendors. With **support from our client**, the list was narrowed to 10 **client-approved** vendors prior to starting the auction.

The chart below depicts the **early bidding** activity

The chart below depicts the **last 4 hours** of the auction

Awarded Vendor

Incumbent