



[www.reverseauctions.gsa.gov](http://www.reverseauctions.gsa.gov)  
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GSA's Reverse Auction (RA) platform.

REGION 4 FEDERAL ACQUISITION SERVICE CUSTOMER TESTIMONIALS

# What our clients say...



## DIRECT CLIENT SUPPORT DIVISION



### U.S. Army Corps of Engineers Reverse Auction Policy

**Challenge:** The US Army Corps of Engineers, Huntsville Center (HNC) in Huntsville, AL had a need to drive down acquisition costs and bring the Center in line with the DoD Better Buying Power 3.0 initiative; which encourages the use of reverse auctions to promote effective competition.

**Action:** The GSA Federal Acquisition Service (FAS) Direct Client Support Division (DCSD) provides on-site service to FAS customers who maximize the use of GSA acquisition solutions and tools. DCSD supports HNC who recently endorsed GSA's Reverse Auction (RA) platform.

The HNC appointed a DCSD employee to their Reverse Auction Policy Team. The team was tasked with developing a reverse auction policy and standard operating procedures for HNC. Over an eight-month period, the team conducted program reviews. They met with individuals who were involved in a reverse auction purchase (including end-users, managers and executive leaders) to discuss reverse auction options (including a private company) and the benefits and functionality of the GSA RA platform.

DCSD worked with the Reverse Auction program manager and FAS' Customer Accounts and Research Division to conduct training and ensure that HNC received the support they needed during the analysis and subsequent three-month pilot program.

**Solution:** At the end of the pilot program, HNC determined that the GSA Reverse Auction platform provided the best solution for their requirements and fully endorsed the platform as their solution of choice. They cited the following benefits of the GSA Reverse Auction platform:

- a government-run auction provides confidence that HNC's interest is being served,
- reduced acquisition processing time and costs,
  - no RA system usage fees when buying from GSA contracts and Army CHES,
  - one of the lowest fees in the industry on open market auctions,
- readily accessible and knowledgeable GSA technical support.

**Result:** As a result of the team's effort, HNC leadership approved a policy which adopted the GSA RA platform as the preferred platform for conducting reverse auctions across the Center and requires that all commodity buys be considered for reverse auction in the market research phase.

#### Reference:

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