



Choose New Jersey, Inc.

RFP Watch  
2013

choose:  
new jersey

Highly educated, perfectly located.

# RFP Watch

- RFP Watch is a robust business intelligence and procurement database that gives subscribers up-to-date information on business opportunities throughout the Tri-State Area.
- Powered by Choose New Jersey, RFP Watch delivers bids, Request for Proposals (RFPs), Requests for Information (RFI), Requests for Quotations (RFQs) and other business opportunities in the public and private sectors via daily guides at an affordable cost.

# Opportunity Borne from Disaster

- In the aftermath of Superstorm Sandy, billions of dollars of recovery contracts became available.
- A central portal for businesses to find those opportunities was needed
- Comparable products, based on a B2B fee model cost more than \$1,000 per year.



# RFP Watch Launch

- RFP Watch was created and launched to meet this need.
- RFP Watch is designed to allow/provide New Jersey businesses on-line access to procurement opportunities on a daily basis.
- This product procures related information for contracting activity in the New Jersey multi-state area (New York, NJ, CT, PA, Delaware, and Northern Md.).
- RFP Watch aggregates procurement data (from over 30,000 sources)
- Sources include federal, state, cities, municipalities, counties, special district agencies, and private businesses.

# RFP Watch - Intelligence

- Subscribing Members get daily access to:
  - State and Local Agency Bids
  - Federal Agency Bids
  - RFPs, RFIs, and RFQs
  - Contract awards and bidders
  - Provides timely and accurate notification of public sector bid/contract opportunities
  - ECONOMY OF SCALE SAVINGS... Same metropolitan area product would cost a business thousands of dollars or more if a customer bought this service at market value

# RFP Watch - Categories

- RFP Watch gives subscribers the ability to select from one of 20 categories to access the opportunities that are most relevant to their business. Categories include:

- Architectural and Engineering Services
- Business and Consulting Services
- Financial services and insurance
- Healthcare and medical equipment
- Construction – Building Products
- Construction – General Contracting
- Construction – Heavy Equipment
- Construction – Trades
- Construction – Transportation and Utilities
- Energy
- Water
- Industrial Supplies
- IT/Telecom
- Transportation Equipment
- Office Equipment
- Ops & Maintenance – Railroad, Roads/Bridges and Tunnels/Underground
- Ops & Maintenance – Buildings/Facilities
- Ops & Maintenance – Equipment/Supplies
- Ops & Maintenance – Specialty
- Homeland Security

- Over 520 categories are consolidated into the above 20, giving users a manageable but diverse list of procurement sectors to choose from.

# RFP Watch – Industry Examples

- RFP Watch offers HINJ members a diverse and abundant pipeline of relevant opportunities
- Below are just a few examples of how many Bids/RFPs/RFIs/RFQs over the past year have been listed to RFP Watch
  - 5,549 for Medical Devices
  - 2,773 for Business and Consulting – Payroll Services
  - 1,075 for Financial Services – Financial Auditing
  - 2,344 Professional Consulting Service - Pharmaceutical Services
  - 2,140 for Engineering – Healthcare Facilities
  - 2,567 for Protection Equipment - Fire Protection Equipment
  - 745 for Office Equipment – School and Office Supplies

# Benefits to HINJ Members

- HINJ Members can receive the following benefits
  - Access to all 20 categories
  - Clients business customers will get access to RFP Watch for a discounted annual fee of \$25
  - Save time doing research on bid opportunities and gather competitive intelligence on contract awards
  - For the month of October over \$11.1 billion was awarded for procurement activities in the region!
  - Average contract amounts range from \$5,000 to \$50 Million,
  - Over 2,500 contract leads are posted each month



# Choose New Jersey, Inc.

For more information or if interested in subscribing visit:  
<http://rfpwatch.choosenj.com/subscribe-rfp-watch> or

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