

Where Local Governments Source, Validate and Procure Great Technology




An aerial photograph of a dense city skyline, likely New York City, featuring numerous skyscrapers and buildings. Overlaid on the image is a large, multi-colored square graphic. The square's border is composed of four distinct colored segments: a green segment on the left, a blue segment on the top, a yellow segment on the right, and a red segment on the bottom. The text 'Marketplace.city' is superimposed over the center of the image, with the multi-colored square graphic acting as a background for the text.

Marketplace.city

City of Aurora, IL Engagement Overview

- Marketplace.city has a Memorandum of Understanding (MOU) to support the City of Aurora (COA) with technology sourcing, validation and procurement beginning in September 2019
- There are no upfront fees to COA or direct payment; the model is Performance based whereby Marketplace.city receives 7% of initial contract value paid by the vendor following a transaction.
- Marketplace.city has worked on 23 projects to date
- Aurora and Marketplace.city continue to evolve the process together, addressing issues and capturing more efficiency for COA
- Engagement Renewed for Year 2 in September 2020

Benefits Summary

-  Contract dollar savings captured by COA
-  Internal resource savings in sourcing, evaluation and reporting process
-  Shorten timelines in technology procurements; allows valuable programs to be implemented sooner and with clear path forward

Process Improvements- Year 2

- Released Clearbox Dashboard Tool for project management, communications, including key stakeholders
- Updated Solicitation workflow and bid development tool to ensure compliant and efficient vendor engagement and managing responses.
- Tighter procurement integration for compliance, public notification, internal coordination.

Engagement Overview Details

Category	Statistic/Value
Projects Initiated	29
Projects Completed	12
Projects In Flight	6
Projects on Hold	4
Projects in Planning	7
Total COA Spend	\$12,750,350
Total COA Contract Savings	\$1,224,722
Total COA Other Savings	\$213,400
Total COA Savings	\$1,438,122
MPC Fees (paid by vendors after COA contracts over contract life)	\$892,524

Next Steps

- Extend MOU for a term of 3 years in same construct
- Continue to streamline, automate and integrate source to procure process
- Continue to update staff on metrics on an ongoing basis and provide yearly summaries to council