

Focused Markets is The Seam's online procurement solution. The solution enables you to organize, announce and manage procurement projects using powerful tools like reverse auctions and payment tracking. Our solution provides you with tools to improve spend management through a competitive, transparent and efficient procurement process that extends your reach to as many suppliers as possible. All this is accomplished with no capital expenditures.

Optimize Your Results

Our technology maximizes your opportunities to get the right combination of price and quantity. The key is the liquidity that is uniquely provided by a technology-connected market. Benefits of online sourcing are:

- Streamlined, consolidated procurement process
- Lower cost of procurement
- Maximize supplier participation and improve their performance

Buyers use Focused Markets to create customized, comprehensive solicitations in a simple format for suppliers with requirements, specifications, order details, and contracts. Approved suppliers receive complete solicitations through the system's email service.

Our live online reverse auctions promote lower prices, utilizing technology to energize competition among suppliers. Our tools provide the ultimate in transparency and price discovery.

Minimize Administrative Costs

The Seam maintains all purchase documentation completely online. This allows authorized users easy access, centralized storage and standardized purchase records. Optionally, we offer proof of delivery and payment services that help reduce errors and lower the costs of paying suppliers.

Proven Success

To date, our solution has been used to procure in excess of \$110 million of processed food products for USDA's Stocks-for-Food program in an intensely competitive environment.

Easy Access Through the GSA Schedule

The Seam is proud to be a service provider for the US General Services Administration offering our Focused Markets procurement services under SIN 132.52. If you are a federal, state or local agency and would like more information on our GSA offerings, please review our catalog on GSA Advantage! at www.gsaadvantage.gov.

