

Lowest Price is usually not the Best Value



Experience teaches all of us eventually, that you really do “Get What You Pay For”. This lesson is not one you want to learn the hard way. Awarding to the lowest Bidder or lowest Price could actually end up costing you more in the long run. Giving yourself time to confirm the value of an option is critical to ensuring fiscal responsibility.

From a service perspective – check the track record of options to establish likely value. For products, look into warranties, durability, longevity and maintenance impacts. Quality goods and services will be the best value, in the long run.