Reach Federal Customers More Effectively!

Seven Reasons to Be a FEDLINK Vendor
Your Government Sales Solution

1. Increase sales volume by marketing your services to more than 1,000 federal library and information centers and other federal offices nationally and internationally. Demo your product at the Library of Congress and have your company featured on FEDLINK's Web site.

2. Simplify your pricing. Establish uniform pricing for multiple federal agencies and simplify the bidding process. Secure a "best government price" for your products and services that can be cited in non-FEDLINK sales.

3. Get paid right away. FEDLINK pays its vendors within 30 days and transfers funds electronically to your account. Save up to 3 percent on total sales volume and even more with electronic invoicing.

4. Take advantage of centralized procurement services: FEDLINK reduces your costs of finding and bidding on government RFPs so you can focus on your customers. FEDLINK's members can make instant purchases under pre-established terms, eliminating separate purchasing vehicles.

5. Eliminate accounts receivable expenses and credit collections. Once authorization is received, simply bill FEDLINK for your numerous federal accounts. Each vendor works with a FEDLINK account technician who is familiar with your products and services and be ready to assist you.

6. Reduce time spent identifying and resolving customers' administrative problems: FEDLINK's customer services mediate your customers' accounts and billing issues for you through 24-hour online account management, a hotline for customer questions, financial management advisors, federal librarians and federal contracting officers.

7. Receive online database orders directly from the customer: With FEDLINK's Direct Express program, customers simply cite the FEDLINK contract number and send it straight to the vendor.

For more information, please contact:
Jim Oliver, Vendor Services Coordinator
(202) 707-4960 ~ joli@loc.gov
or visit the FEDLINK Web page at
http://www.loc.gov/flicc.

LIBRARY OF
CONGRESS
FEDLINK