

Holidays and Project Due Dates

The holiday season is here! While a wonderful time of year, many people take time out of the office and folks are generally busy.

After reviewing many solicitations, we noticed a whopping 67% decrease in bidder response on projects due the first business day following a holiday. The response is even less for projects due on a holiday. For greater bidder participation and better bid results, choose a due date that isn't directly on or next to an observed holiday. Lastly, if possible, avoid having projects due between Christmas and New Year's day.



For more useful tips and pointers, including training videos and "quick-guides", please visit the **Resource Center** on our website at **www.pennbid.net**.

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