BID+BUY MACHINE

BBMAC.COM

a web-based bidding market
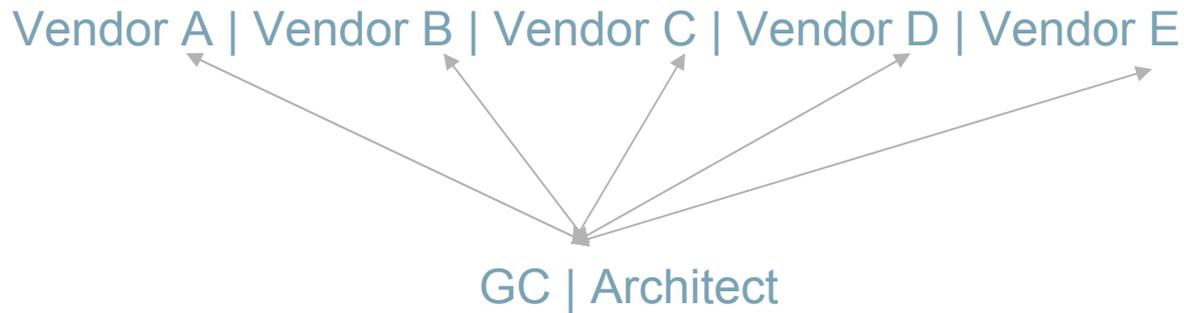
for the construction industry

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How it works today (Problem):

- archaic principles of product price comparison and "sealed envelope bidding"

- **ENDLESS** telephone calls and faxes

Vendor A | Vendor B | Vendor C | Vendor D | Vendor E
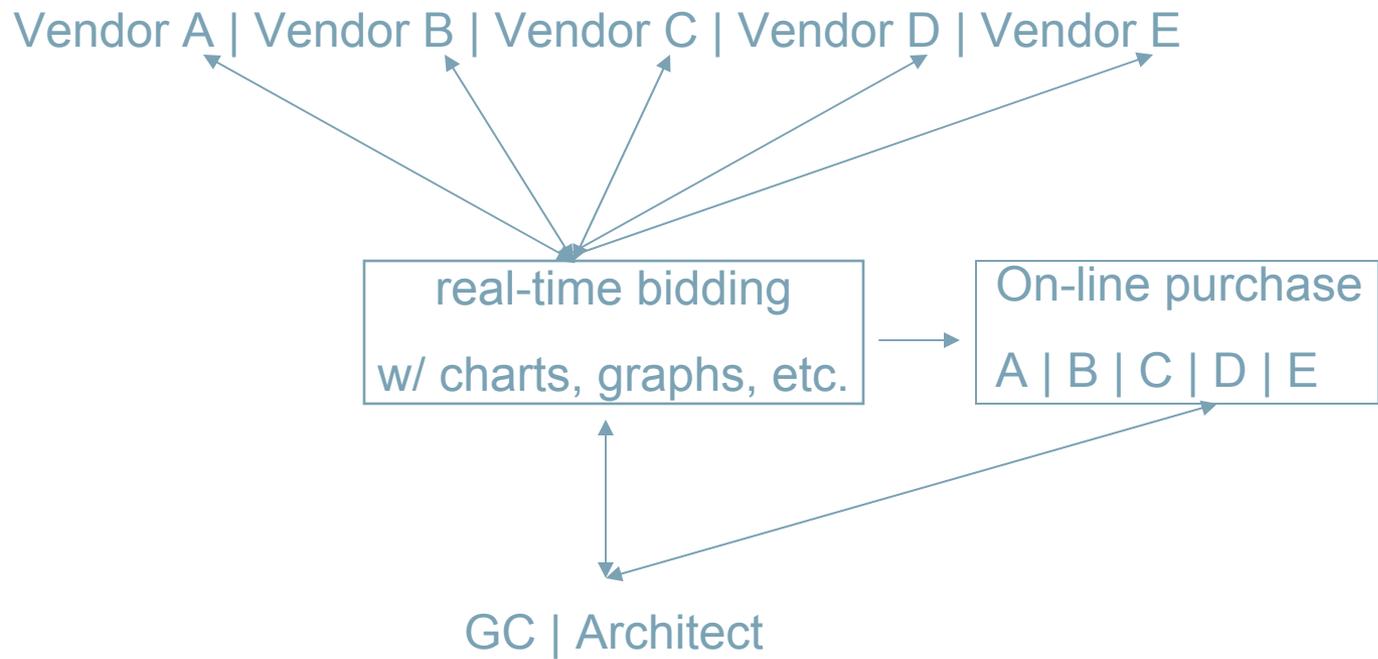
GC | Architect

Proposal:

- an open web-based bidding market !!!

Vendor A | Vendor B | Vendor C | Vendor D | Vendor E

real-time bidding

w/ charts, graphs, etc.

On-line purchase

A | B | C | D | E

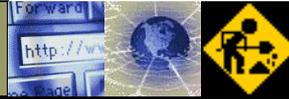GC | Architect

GC | Architect Benefits:

- HUGE time saver and simplification = **$$$**

- theoretically, all suppliers end up with similar bids, thereby bringing quality and performance issues to the forefront

- **real-time knowledge**

- increases project profitability: on-time & on-budget

- clear and effective communication

- **purchase on-line**

- minimize costly distribution of CAD files by uploading relevant CD's and take-off's

- reputation builder

- creation of a supplier / product database for the use of an international audience

Supplier Benefits:

- time saver = **$$$**

- can "see" competition in real-time

- larger market = sell more

- sell on-line

- cuts unfit competition = better quality and performance

How it works:

GC | Architect

- creates project bid folder

- selects CSI categories for bid

- selects suppliers in relevant categories for bid submittals

- uploads all relevant info. (ie. CD'S, takeoffs, descriptions, etc.)

- sets opening and closing date and time for bid submittals

- submittal solicitations sent via e-mail to suppliers

- if needed, may have discussions w/ suppliers via e-mail and/or online

Suppliers

- receive bid submittal solicitation via e-mail

- logs into bid folder and reviews documentation

- submits bid in real-time

- submits value-added services

- can see competitors bids and services in
  real-time; last min. underbids before closing

- if needed may have discussions w/ GC|Architect via   e-mail
and/or online

GC | Architect

- selects preferred supplier after bidding closes

- GC | Architect | Supplier

- fulfil all contract negotiations online
(i.e. Purchase !!)

- submits feedback and reason for choice to site
database

Web Sites Value - Added Services
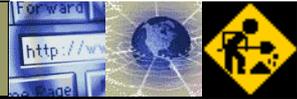
- virtual meetings: real-time online

- international supplier coalition database

- news and events

- industry links

Business - Model Summary
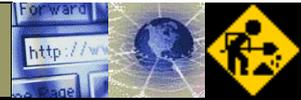
- problem: waste of time and **$** in today's construction industry w/ regards to product selection - quality and performance suffering

- solution: real-time web-based bidding and purchasing - saves time and **$** - brings quality and performance issues to the forefront

- market: construction industry private sector (international)

- growth potential: HUGH - may extend into other international industries

- competitive advantage: 1st start

- revenue: advertising and member/registration fee (?)