

BUILDING INDUSTRY SERVICES



Latest
Projects



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Project
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Quoted
Projects



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Watchlist



Current
Invitations

BCI AUSTRALIA

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PRIMARY MARKETS

Primary Markets

Manufacturers
Distributors
Equipment Rental or Labour Hire
Professional Services
Architects, Engineers, Consultants

ABOUT BCI

BCIAUSTRALIA
BUILDING INDUSTRY SERVICES

Who?

BCI Australia is part of the BCI Media Group Pty Ltd, the leading group of construction information services in the southern hemisphere.

With highly qualified research teams on the ground in 25 offices across the region, BCI has unparalleled access to live construction projects coming on-stream every day.

BCI reports on well over 100,000 construction projects p.a. covering nine regional markets including Australia, New Zealand, Singapore, Indonesia, Malaysia, Thailand, Vietnam, Philippines and Hong Kong.

What?

BCI's research capacity is the foundation of our unmatched ability to ascertain upcoming construction activity, by region and category, and to tell who's working on what, at what stage of the project, what technology is being employed and what products are being used.

With a research team of well over 100 staff who talk to thousands of decision makers in Australia every day, we literally have our fingers on the pulse of the building market.

Where?

The BCI research teams access information at the source: projects are identified in their earliest concept stage and followed through their design and documentation stage to tender and construction.

Along the way, BCI research team members talk to developers, architects, engineers, consultants, councils, tendering authorities, builders and subcontractors.

Why?

There is a good reason why BCI has become THE go-to place for reliable and timely project information in Australia and the region: BCI's ironclad quality promise assures that every project has been researched personally by one of our highly trained in-house team members, with direct contact with the relevant decision makers.

BCI also selectively secures access to plans and specifications, breaks these up into the relevant trades and makes them easily and readily available.





PROJECT LEAD SERVICES

BCI ONDEMAND

Leads at your fingertips

BCI members have access to their personalised online index of project leads via BCI's OnDemand Service. Members log in and reach a dashboard that puts the power of BCI's information literally at their fingertips.

User-friendliness is the mantra of BCI: our service remembers the last login, highlights all project updates and flags all latest developments that occurred while the user was away. BCI's highly efficient search engine allows users to retrieve information with a few clicks, whether it is project related or firm related – all the data is inter-linked.

Projects and contacts can be searched as 'simple' or 'advanced' searches, individually or using tailored 'saved searches'.

Watch List

The project watch list allows clients to highlight projects that hold particular promise for their business. Similarly, users can keep an eye on firms and contacts that are of particular interest to them by placing them onto their company watch list.

In either case, BCI OnDemand will alert users whenever a change pertaining to the watched project or contact occurs.

An Apple ® inspired red dot with a number on it tells the user how many changes there have been since they last logged in.

BCI Notifier

BCI's Notifier Service utilises a game-changing push technology to lift the utility of the BCI OnDemand service to unparalleled, totally new levels.

Users have the opportunity of telling the system to alert them by way of email when a number of important events have occurred (e.g. the architect has been appointed, main tender awarded etc).

With the BCI Notifier it is literally not possible to ever miss out on an important opportunity; at the same time it saves hours and hours of futile web surfing in the search for relevant information.

Plan Room

BCI's Online Plan Room represents a bold expansion of the BCI OnDemand service into the realm of 21st century quotation and tender management.

BCI procures specifications of 200 high-profile projects out for tender every single month from builders across the Eastern Seaboard.

Clients using BCI OnDemand can lodge their profile of relevant trades, whenever there is a match with a new project an invitation to quote is emailed to the client.

The client can then access, view and download the plans directly onto their computer – all with just a few key strokes.

SALES MANAGEMENT SERVICES

BCI LEAD MANAGER

BCIAUSTRALIA
BUILDING INDUSTRY SERVICES

Leads at your fingertips PLUS

LeadManager can do everything the BCI OnDemand Service can do – and more.

While BCI OnDemand is designed to find projects easily and keep them in view for quick action, the BCI LeadManager is designed to manage, track, share and follow up on opportunities efficiently.

Created specifically for sales teams, the BCI LeadManager has become the indispensable tool for thousands of organisations across Australia and Southeast Asia.

The all-new fifth-generation BCI LeadManager sets new standards for project-centric CRM systems worldwide.

Project Management

The main task for the BCI LeadManager is to keep sales professionals focused in the pursuit of multiple project opportunities, at multiple stages, involving multiple (often overlapping) contacts.

A key functionality in the BCI LeadManager's CRM toolbox is the ability to 'Add Notes', enabling the user to attach any number of relevant correspondence to the respective project.

The system allows the user to 'Add Follow up' tasks to projects, firms and contacts. These tasks can then be exported to the user's Microsoft Outlook calendar and other Microsoft programs.

Another timesaving functionality is a mail merge tool with personalised letters containing the company letterhead.

Team Management

The service allows the distinction of 'manager's view' and 'team view' when it comes to key information, meaning that information can either be shared, or be kept privy to the manager.

Projects can be sorted and assigned to individuals, making sure that there is no overlap within the sales team.

Follow-up tasks for any project can be assigned to any team member and monitored for follow-through.

Importantly, managers can collaborate with their teams by sharing high-value project searches, they can monitor their team's activity through usage reports and they can export project status lists to Microsoft Excel.

Tailored System Setup and Integration

BCI LeadManager has a large number of system settings that, once implemented to the client's individual specifications, can be left to do the work.

Members can sort projects by creating folders; specify notifier settings that will drive and filter emails they will receive; create excel report templates for monthly management overviews and letter templates for weekly mail merge runs; and they can even add searchable fields to their project templates.

The system setup and organisational integration is carefully guided by BCI's client liaison consultants.



SUPPORT SERVICES



Custom Training

Once a client has come on board with BCI, they are contacted by their personal BCI Client Liaison Consultant (CLC) who will train our new members to the point of complete competency, free of charge. Therein lies our BCI Service promise.

The CLC arranges start-up trainings with all new members. During the initial session the CLC will walk the new members through (e.g. the sales director) all possible system settings and implement the configuration on the spot.

Ongoing top-up training is provided to users when requested.

Ongoing Support

“Service beyond expectation” has been BCI’s mantra since the company’s inception in 1998. Customer care starts with the consideration of the scope of project information required and tailoring the system to meet the members needs and requirements.

BCI account managers and CLCs make it a priority to stay in touch, addressing real opportunities to improve on the current use of the BCI service; including changes to system settings and annual subscription “health checks”.

The BCI Account Management Team often become trusted advisers for many clients as they try to stay ahead in a competitive market place.

BCI Academy

BCI Academy has earned its reputation by delivering high impact sales training seminars for Australian construction industry professionals.

The mission of BCI Academy is to help businesses succeed on the strength of superior sales skills.

Based on intimate knowledge of what architects need from suppliers during the specification process, we’ve developed the highly acclaimed “Effective Specification Selling” seminar.

Within the first year, BCI Academy has trained 200 reps and consultants with an average overall satisfaction rating of above 4.5 on a scale from 1– 5.

Marketing Fulfillment Services

BCI leads are typically followed up on by direct sales efforts and direct marketing.

With costs of in-house solutions high and a constraint on flexibility, BCI is increasingly called upon to assist.

We act as an independent rep of brands seeking specification, contacting architects as soon as they are appointed to a project.

Likewise, as a marketing fulfilment centre, BCI will send manufacturers’ sales literature to specified target groups at specified trigger times.

MARKETING INTELLIGENCE SERVICES

BCI Forecaster

As part of our service to project leads subscribers, BCI continuously aggregates project data from its real-time research database to come up with exceptionally current indicators of future construction demand.

The BCI FORECASTER reports are an integral element of BCI's member services and are BCI's most popular short-term forecasting tool.

These reports are a monthly rolling-three-month forecast of construction starts, contrasted against the prior three months' period and the same three months' period in the prior year.

Annual BCI Breakfast Briefings

Each year, BCI presents its annual outlook for the forthcoming fiscal year, the BCI CONSTRUCTION OUTLOOK.

This highly comprehensive report provides a succinct fact-based picture of construction market demand for the next four quarters, contrasted against the last four quarters.

BCI's Construction Outlook is presented to the public at BCI's Annual Breakfast Briefings in May, which have become a fixture on the construction industry calendar in Australia.

Also presented at the Breakfast Briefings are the results of BCI's annual SENTIMENT SURVEYS. Focusing on the business confidence of stakeholders in the construction sector, this survey sheds valuable light on the overall market trajectory.

Specialised Research Reports

Apart from providing ongoing, periodical updates on future construction demand, BCI keeps an eye on salient developments that are likely to have an impact on the construction sector.

The Federal Government's 2009 BER school stimulus package is a good case in point: BCI was the first and only construction information service to provide guidance to the industry with its 'Building the Education Revolution' report, which clarified the complex tendering mechanisms at the time.

Other reports included bi-annual 'Green Building Reports', 'Construction in the Health Sector' and 'Building for Renewable Energy' Report. Future reports will address the rapidly growing role of mining for the construction sector.

Custom Research

Research commissioned by individual clients is available through BCI Economics, the market research arm of BCI Media Group.

Guided by the specific needs of individual clients, custom research involves a range of methodologies including complex searches in BCI's comprehensive project leads database, on-top research to provide extra information on existing BCI project reports and target group surveys.

The topics typically address: brand awareness and market share analyses, market entry analyses, market development analyses and decision maker analyses.

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