



Private Projects

Project leads that
make a difference
to your order book.

SUBSCRIBE



THE SOLUTION

Private Projects is the preferred lead solution for construction companies. Various phases within the project development life cycle present opportunities for your business. Since these are not advertised openly, utilizing these leads will give your company the advantage of getting ahead and opening channels of communication with relevant key players.

Additional benefits to you include:

- Comprehensive directory of clients, professionals, contractors and suppliers.
- SMS and email follow-up reminder facility.
- Access your information
- Password protected personal notes.
- Track projects from conception to completion & manage sales leads
- Projects sourced from conception
- Comprehensive project description & contact details

SUPPORT

You want your company to excel in a competitive industry, to help you make the most of the leads provided; these support services are included in the subscription package:

- Projects researched have the official researcher's contact details included.
- Training on best methods to utilize the service is provided.
- A proactive approach is taken to support your business, should we receive notification of an email problem from your ISP, we will contact you to try resolve the issue.
- Online support is offered via Live Help, if there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

THE BENEFITS

-  Relationship building no cold calling.
-  Open communication channels through a wealth of professional information.
-  Relevant industry information from conceptual to completed stage.
-  Avoid information overload by customising your online profile.
-  Exclusive opportunities on potential projects of interest are delivered directly to your inbox daily.
-  Monitor projects of interest and receive updates as they evolve.
-  Assign projects to your sales team and manage new business using L2B tools.
-  Web based, so you can access it from any where at any time, no specialist software required.



Private Projects

Projects - know in advance who is building what, when & where.

Know what is happening in the industry and plan tactically to expand your business outlook.



1. Conceptual

Conceptual stage is the beginning phase of the project.

- Client / Developer Details
- Feasibility Process Begins
- Securing Funding
- Request for Proposal



4. Awarded & Underway

The main contractor and subcontractors have been awarded and construction is underway. The main building and civil contractor details are listed under Awards.



2. Procedural

Procedural stage involves obtaining various approvals & authorisations.

- Basic Design
- Geotechnical Study
- Licensing
- EIA Process
- Property Rezoning
- Professionals



5. Complete

Practical completion is nearing the end or is structurally complete.



3. Design & Tender

Design & Tender stage involves detailed design, the tender process and bill pricing. The majority of the project professionals have been appointed at this stage. Bidding contractors' details are listed under Bidders.

- Detailed Design
- Expression of Interest
- Negotiation
- Tender
- Anchor Tenant
- Invited List



6. Postponed

The project is on hold for various reasons. If you are assigned to the project as a monitor, you will receive an update email when the status changes.



Daily Tenders

Sourcing Current
Tenders made easy.

SUBSCRIBE



THE SOLUTION

Get tender opportunities for your business through our extensive resource of tender notices.

Focus on specific tender categories. Utilise our time-saving Daily Advisories namely:

- Air-con & Refrigeration
- Alternate Energy
- Building
- Consulting
- Demolition & Blasting
- Electrical & Instrumentation
- Facilities Management
- Fencing
- Fleet Management
- Infrastructure
- IT & Telecom
- Materials & Supply
- Mechanical
- Plant & Machinery
- Security & Fire
- Supplier Database
- Trades.

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- A proactive approach is taken to support your business, should we receive notification of an email problem from your ISP, we will contact you to try resolve the issue.
- Online support is offered via Live Help, if there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.
- You needn't wade through excessive amounts of information. Each email advisory gives a brief description of the contract, site inspection date, region, CIDB rating and contract number, an expanded version of each tender notice is available via a link through to our website.

THE BENEFITS

- ✉ New potential tenders of interest are delivered directly to your inbox daily.
- 🏭 Relevant information specific to your industry.
- 🔑 Key tender information in your inbox: client, contract description and number, site inspection, region, CIDB grading.
- 💡 Extensive tender sources across Southern Africa available in one solution.
- 🖼️ Avoid information overload by customising your online profile.
- 👥 Send Tenders to your team.
- 🌐 Web based, so you can access it from any where at any time, no specialist software required.

Daily Tenders

Tenders - complete with an entire research team.

Customised information delivered to you daily, so you can focus on growing your business.



1.

Source & Research

We source the information from:

- Newspapers
- Online Resources
- Personal Contacts
- Tenders submitted to us
- Government Gazettes



3.

Customised

Customise your Profile to receive information vital to your business by selecting your relevant filters using our Advisory Wizard.



2.

Sort, Capture & Upload

The information is collated, captured and uploaded to our website.



4.

Research Delivered

At the close of business each day, you can rely on new Leads being delivered to your inbox. All available tenders that match your profile filter settings are sent to you in a summarised format.





Leads 2 Quotes

An Industry solution
that delivers.

SUBSCRIBE



THE SOLUTION

Leads 2 Quotes (L2Q) is an electronic price enquiry system used by buyer's to facilitate communication between Contractors, Manufacturers and Suppliers.

Leads 2 Quotes has modernized the buyer's process stimulating future growth of businesses through efficient electronic tendering.

Translate your Bills of Quantities into various electronic formats ensuring multi-platform compatibility. Select your preferred Vendors from our construction directory of over 90 000 companies and generate request quotes via email & fax for pricing.

These emails include your company branding, terms & conditions, drawings, addendums and specifications.

The Vendor can respond with their pricing, terms and conditions within a stipulated time period.

SUPPORT

We want your company to excel and for this reason training is included when you subscribe to our service.

We take a proactive approach to support, if we receive notification of an email problem from your ISP, we will contact you to try and sort it out.

We offer Online support via Live Help. If there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

Peace of mind:

Our dedicated support team will follow up on your Requests for Quotes (RfQ's) & update you accordingly on their response.

THE BENEFITS

-  One Integrated System.
-  L2Q equips buyers with the ability to transfer Bill of Quantities into various electronic formats, for ease of use.
-  Customised trade mapping in accordance with your company's needs enables you to specify your areas of own work.
-  All pricing information can be downloaded or emailed to spreadsheet software insuring multi-platform compatibility.
-  Quick & easy access to a database of vendors / suppliers from localised businesses within the area of the tender with the added flexibility to mark them as your preferred supplier / vendor.



Leads 2 Quotes

Leads 2 Quotes - wider spread quotes, more value.

Network with thousands of registered members on our Construction Directory.



1. Request

The Buyer / Contractor requests the Project creation of an electronically coded Bill via www.L2B.co.za



5. Follow Up

The Leads 2 Business Control List Team follow up on responses by Vendors / Suppliers on behalf of the Buyer / Contractor.



2. E-Mail

After acquiring the Bill of Quantities (.xls), the Buyer / Contractor emails it to Leads 2 Business along with any drawings (.pdf)



6. Response

The Buyer/ Contractor can view the Response List as a summary online.



3. Convert. Code. Upload

We convert the file into our database format. The Bill is coded in accordance with your Trade Profile and uploaded to the Buyers / Contractors profile.



7. Tender

Buyer/ Contractor submits tender, based on pricing received from Vendors / Suppliers response.



4. Log in & Price

The Buyer / Contractor then logs onto www.L2B.co.za & sends out Requests for Quotes (RFQ's) using our database of Vendors / Suppliers listed on our Directory.





Open Quotes

Why wait for business?
Interact with leading buyers
who are currently pricing.



SUBSCRIBE



THE SOLUTION

Open Quotes gives you a proactive, trade-specific approach to new business prospects. Engage with active buyers who are looking for services or products within your scope of work.

Don't wait for an RFQ to be sent to you; this is a pre-emptive approach to business, gain valuable insight on active buyers within your industry, allowing you to submit pricing on relevant bill items directly to them.

Our seamless system alerts you to bills currently being priced by active buyers in your industry, allowing you to submit pricing on relevant bill items directly to them. Open Quotes update you on all award info in your industry.

Register for Open Quotes and get active business, now!

SUPPORT

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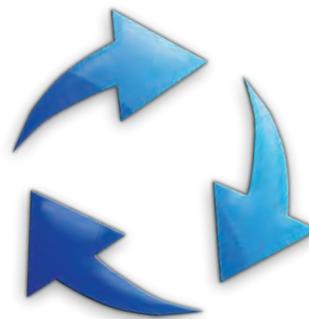
We offer Online support via live help. If there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

THE BENEFITS

- Valuable opportunities to engage with active buyers.
- Respond to RFQ's online and improve your ranking.
- Access to bills matching your trades and serviceable regions.
- Download BOQ and related document.
- Manage your own directory profile.
- Award notifications.

How Does this Work for You?

Vendor receives Award Notification.



Manage your details online.

Login to see BOQ's being priced by contractors matching your trade.

Price to new contractors daily.



Open Quotes

**Open the door
to dynamic leads.**

**Build relationships with
industry buyers.**



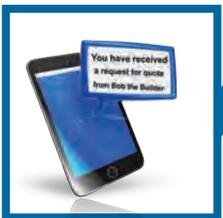
1. Be Listed

Manage your company's details online: i.e CIBD, BEE, Description, serviceable Registrations, Trades, Contacts, etc.



4. Contactor Pricing

Prices submitted by Vendors / Suppliers are used by the Buyer / Contractor to formulate their tender pricing.



2. Open Quote

Login to view all BOQ's being priced which include your scope of work.



5. Award Notifications

Open Quote vendors receive award notifications within their industries.



3. Price Online

Vendors can respond via our online pricing platform with options to download full BOQ's, drawings and specifications, as well as upload documents to their buyers.



Advertising



Be Seen, Be heard!
Let your adverts speak
for you - achieve
effective results on our
advertising platform.

SUBSCRIBE



THE SOLUTION

Drive home a powerful marketing message to a focussed audience. Create and maintain awareness of products and services in your business portfolio, with the peace-of-mind that you are reaching out to a directed avenue within the construction industry sector.

Repetitive branding works and we're flexible: use our advertising banner for new product launches, industry specials or to introduce your service offerings - you won't get a better targeted market!

We'll design a customized animated banner, with quarterly updates to keep them fresh and interesting. With a click-through link to your website, we'll ensure you capture the attention of your audience, getting more business leads, because that's what we do at Leads 2 Business!

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THE BENEFITS

-  Measurable return on investment.
-  Focus on your sales and let your banner advert to do the marketing for you.
- Reinforce your brand or promote your company products.
-  Repetitive Branding to a industry will get highly qualified sales leads.
-  Using banner adverts promotes increased business returns.
-  Advantageously expose your website or company name right where you want it on our website.
-  Highly qualified sales leads for your team.

Advertising

**Drive Targeted
Construction Leads
To Your Website.**



1. Conceptualise

We'll advise you on the best position for your banner advert and which advisories perform best.



4. Capture & Create

All your information is gathered and uploaded with your banner/s into your campaign. All your banners are linked to your website.



2. Sign up

Choose your advertising package that best suits your company for maximum exposure.



5. Stats

At the end of each month an automated report is emailed to you giving stats on how your banner/s have performed in terms of impressions and clicks.



3. Customised & Designed

Based on your information we will design your web banner. You can choose either a static jpg or gif animation format.



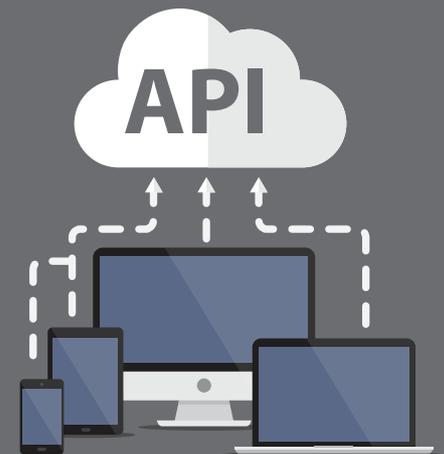
6. Expose Your Brand

Once all information and artwork is uploaded, your banners will be up and running. Every three months you can enjoy new banner artwork designed by our in-house designer to increase exposure.

L2B UNPLUGGED

Efficient delivery = Effective results.

SUBSCRIBE



THE SOLUTION

A customised solution to effectively build your leads base with *automated data, feeding directly from the Leads 2 Business portal into your CRM System.

Revolutionize the way you do business, L2B Unplugged will expose powerful information from legacy systems to feed into new technologies.

Resourceful Leads, Streamlined data your unique profile settings ensure you get relevant data, faster migration and improved content quality. L2B Unplugged serves our projects, tenders and awards, this pull is done daily by your CRM system, your information is fresh, relevant and contributes to your business innovation.

*The Unplugged service from L2B is an Application Programming Interface (API), allowing for integration of our Projects, Tenders and Awards into your CRM system.

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THE BENEFITS

Efficiency
Supporting faster, easier content migration, improved data quality, L2B Unplugged enables leads automation which would otherwise require manual input. Efficient content updates propagating to multiple CRM channels simultaneously, means workflow operates with fewer steps, streamlining productivity.

Automation
Let our leads and your CRM system work for you - Profile settings are utilized and automatically made available for your CRM channel. Ready-made for redistribution to your team.

Customisation
Your CRM takes advantage of, or extends on, the functionality of existing services, giving you the advantage of tailor-made information, customising your pull to what's most beneficial to your organisation.

Future-Ready
We remain future-ready, looking beyond immediate product offerings with the flexibility to anticipate and accommodate future uses.

L2B Unplugged

Ensuring your business future-ready
with L2B Unplugged.
This is Efficient Automation
at its best!



1. **On Board!**
Subscribe to L2B Unplugged and revolutionise your business prospects. This service enables data integration with key services and your CRM: Projects, Tenders and Awards



3. **Connect**
Automatic integration with your CRM - Data is pulled from our server and uploaded daily, ensuring fresh, relevant content.



2. **Breaking the mould**
You are not limited with L2B Unplugged, your developer will tailor the content to what best suits your business.



4. **Easy as 1, 2, 3...**
An automated data pull that needs little maintenance but gives you a great return!

