



PRIVATE PROJECTS: PROJECT LEADS THAT MAKE A DIFFERENCE TO YOUR FUTURE

LEADS² BUSINESS

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.
- Industry news.
- Password protected personal notes.
- Private Projects includes a valuable subscription to Daily Tenders in South Africa and Southern Africa.





LEADS² BUSINESS

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:

-  Selection of projects are not openly advertised.
-  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 leads through reports, notes, instructions, follow up dates and reminders.
-  Web based, so you can access it from any where at any time, no specialist software required.



DAILY TENDERS: SOURCING CURRENT TENDERS MADE EASY

LEADS² BUSINESS

The Solution

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

Most companies are concerned with economising. Leads 2 Business is available to you without the overhead of an entire research team or copious subscriptions to multiple tender resources. This is certainly an asset to any company that is serious about growing their business.

Focus on your specific industry utilising our time-saving Daily Advisories namely:

- Civil
- Building
- Electrical & Instrumentation
- IT & Telecom
- Air-con & Refrigeration
- Plant, Maintenance & Mechanical
- Materials & Supply
- Security & Fire
- Fencing
- Consulting
- Facilities Management
- Trades.


LEADS² BUSINESS

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:

- Tenders 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.
- 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 colleagues.

 Web based, so you can access it from any where at any time, no specialist software required.



LEADS 2 QUOTES:

AN INDUSTRY SOLUTION THAT MEASURES UP

LEADS² BUSINESS

The Solution

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

Leads 2 Quotes has modernized the estimating 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.

LEADS² BUSINESS

THE PLATINUM DIRECTORY LISTING:

A SIMPLE TOOL THAT HAS EVOLVED
INTO A REMARKABLE BUSINESS SYSTEM

LEADS² BUSINESS

The Solution

As a Vendor, registering on the Platinum Directory Listing, your company has the opportunity to generate new business leads within a well-defined market niche.








Specify whether your product / service is labour & materials, or labour only; Define your BBBEE status and indicate CIDB registration; list all necessary company contact details and give a detailed description of your company's products / services rendered.

Support

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.

The Benefits:

-  Gain exposure to Southern Africa's distinguished Buyers.
-  Stimulate Online Pricing awareness on prospective Tenders.
-  Optional SMS notification should an RfQ (Request for Quotation) be sent to you.
-  Improve your company's exposure and position as You price.
-  Broadcast items you have priced to other buyers looking for the same pricing information.
-  Manage your listing to dictate which Requests for Quotes are appropriate to your trade profile.
-  Notification on awarded contracts you have Priced.

How Does this Work for You?



LEADS² BUSINESS

ACCOUNTS DEPARTMENT TO COMPLETE & DETAILS AUTHORISED BY BANK ACCOUNT SIGNATORY

A. Terms and Conditions

First debit date within fourteen (14) days' of fax date, and thereafter on the day of the month as indicated above. This signed Authority and Mandate refers to our contract dated ("the Agreement"). I/We hereby authorise you to issue and deliver payment instructions to your Banker for collection against my/our above-mentioned account at my/our above-mentioned Bank (or any other bank or branch to which I/we may transfer my/our account) on condition that the sum of such payment instructions will never exceed my/our obligations as agreed to in the Agreement and commencing on and continuing until this Authority and Mandate is terminated by me/us. The individual payment instructions so authorised to be issued must be issued and delivered as per overleaf.

In the event that the payment day falls on a Sunday, or recognised South African public holiday, the payment day will automatically be the very next ordinary business day. I/We understand that the withdrawals hereby authorised will be processed through a computerised system provided by the South African Banks. I/We also understand that details of each withdrawal will be printed on my bank statement. Such must contain a number, which must be included in the said payment instruction and if provided to me should enable me to identify the Agreement. This number must be added to this form in Section E before the issuing of any payment instruction. I/We agree to pay any bank charges relating to this debit order instruction.

The physical address provided is our domicillium citandi et executandi. I/we understand and agree that I/we will be liable for all outstanding monies which may be due to Leads 2 Business for services which I/we used. I/we also agree that I/we will be held liable for all interest, collection cost and/or any fees which may occur should the account be handed over for collection. I/We understand clearly that Leads 2 Business has the right to place a listing on Credit Bureau should I/we fail to settle the account in full. Receipt of this instruction by you shall be regarded as receipt thereof by my/our bank. Leads 2 Business does everything in its power to ensure that clients receive the most qualified leads possible, however it cannot guarantee work from leads received, therefore, payment cannot be withheld should the leads provided not result in work.

Initial here

B. Mandate

I/We acknowledge that all payment instructions issued by you shall be treated by my/our above-mentioned Bank as if the instructions have been issued by me/us personally.

C. Cancellation

Should you wish to unsubscribe we require fourteen (14) days' notice in writing prior to the next debit run. Notice to be faxed to 033 343 5882 or emailed to Accounts@L2B.co.za. I/We agree that although this Authority and Mandate may be cancelled by me/us, such cancellation will not cancel the Agreement. A maximum suspension period of three (3) months is allowed, after which the account will automatically be reactivated. Suspension requests must be received by L2B in writing. I/We shall not be entitled to any refund of amounts which you have withdrawn while this Authority was in force, if such amounts were legally owing to you.

Initial here

D. Assignment

I/We acknowledge that this Authority may be ceded or assigned to a third party if the Agreement is also ceded or assigned to that third party, but in the absence of such assignment of the Agreement, this Authority and Mandate cannot be assigned to any third party.

E. Agreement Reference Number

This Agreement reference number is: _____ (This will be supplied by L2B)

Kindly Note:

- 1. The first debit within 14 days, will include an adjustment for the balance of the first month. All subscriptions are payable in advance.**
- 2. Rates are subject to an annual increase in March.**
- 3. Proof of Bank Account Details provided must not be older than 3 months.**

Signed at _____ on this _____ day of _____ /201_____

Signature (Authorised Signatory) _____

Full Name of Authorised Signatory on Bank Account: _____

ID Number: Designation: _____

Selections

PLEASE SELECT YOUR REQUIRED FILTERS

DETAILS BELOW TO BE COMPLETED FOR **THE USER** WHO WILL RECEIVE OUR LEADS

For the Attention of (L2B Representative's Name): _____ Date: ___/___/201__

Company Name: _____ Branch Name: _____

Users Full Name: _____

Users Email address: _____

Postal Address: _____ Code: _____

Physical Address: _____ Code: _____

Website Address: _____

Telephone: _____ Fax: _____ Cell: _____

Company Description: (Tell us more about what you do: Trades/Scope of works & detail the services or products that are unique to your company) _____

BBBEE Status: _____ CIDB Rating: Yes or No (If Yes, state rating): _____

Capacity: Material Labour Material & Labour Country-wide Supplier Continental Supplier

Serviceable Regions: _____

Activate this user for the following Service(s): Projects Tenders Leads 2 Quotes Platinum Directory

YOUR PROFILE SELECTIONS		
Tender Advisory:	<input type="checkbox"/> Tender Awards Advisory	<input type="checkbox"/> Projects Advisory
<input type="checkbox"/> Africa	<input type="checkbox"/> Receive ALL Awards regardless of filters	<input type="checkbox"/> Project Weekly Report
<input type="checkbox"/> South Africa	<input type="checkbox"/> Tender Keyword Advisory	<input type="checkbox"/> Project Fortnightly Report
<input type="checkbox"/> Building & Construction News	<input type="checkbox"/> Keywords Ignore Profile filters	<input type="checkbox"/> Project Monthly Report
	<input type="checkbox"/> Receive an Advisory even if there are no results	<input type="checkbox"/> Enable Automatic Monitoring of Projects Based on Project Advisory Filter Settings

AFRICA REGIONS
(Applies to Africa Tenders & Projects)

- Central Africa
- Eastern Africa
- Northern Africa
- Western Africa
- SADC

SOUTH AFRICA REGIONS
(Applies to Tenders & Projects)

- Eastern Cape
- Free State
- Gauteng
- KwaZulu-Natal
- Limpopo
- Mpumalanga
- North West
- Northern Cape
- Western Cape

TENDER KEYWORDS

- 01. _____
- 02. _____
- 03. _____
- 04. _____
- 05. _____
- 06. _____
- 07. _____
- 08. _____
- 09. _____
- 10. _____

CATERGORIES

- Air Con & Refrigeration
- Alternate Energy
- Building
- Consultants
- Demolition & Blasting
- Electrical & Instrument
- Facilities Management
- Fencing
- Fleet Management & Transportation
- Infrastructure
- IT & Telecom
- Materials & Supplies
- Mechanical
- Plant & Machinery
- Security & Fire
- Supplier Database
- Trades

INDUSTRIES

- Factory & Warehousing
- Healthcare
- Hospitality & Leisure
- Industrial
- Institutional
- Mining
- Office & Commercial
- Power Grid
- Renovations
- Residential
- Retail
- Road
- Transport Terminal
- Water

PROJECT STATUS

- Conceptual
- Procedural
- Design
- Tender
- Awarded
- Underway
- Complete

PROJECT VALUE

- R 0 - R 30 Million
- R31 - R 60 Million
- R61 - R100 Million
- R100 Million Plus

TENDER ESTIMATES

- CIDB 1: R 0 - R 200,000
- CIDB 2: R 200,000 - R 650,000
- CIDB 3: R 650,000 - R 2 Million
- CIDB 4: R 2 Million - R 4 Million
- CIDB 5: R 4 Million - R 6,5 Million
- CIDB 6: R 6,5 Million - R 13 Million
- CIDB 7: R 13 Million - R 40 Million
- CIDB 8: R 40 Million - R 130 Million
- CIDB 9: R 130 Million Plus

ONLY

PLEASE PRINT IN BLOCK LETTERS

DETAILS BELOW TO BE COMPLETED BY YOUR ACCOUNTS DEPARTMENT

For the Attention of (L2B Representative's Name): _____

Company Name: _____

Company CK or CC No.: **Vat No:**

How did you hear about us? (eg: Google, Telesales, etc.): _____

Accounts Contact: _____

Accounts E-mail: _____

NB: PLEASE WRITE YOUR E-MAIL ADDRESS AS CLEARLY AS POSSIBLE TO AVOID A DELIVERY FAILURE TO THE INCORRECT E-MAIL ADDRESS

Postal Address: _____ **Code:** _____

Physical Address: _____ **Code:** _____

Telephone: _____ **Fax:** _____ **Cell:** _____

Please indicate your subscription choice: (Prices are annually & include VAT)
Please complete an Advisory form for each user you require.

Notes:

Subscription Start Date: dd / mm / 201 _____

Tenders	Annually	Additional User(s)
South Africa	<input type="checkbox"/> R 12,720.00	<input type="checkbox"/> x R 4,560.00
Africa	<input type="checkbox"/> R 15,240.00	<input type="checkbox"/> x R 6,240.00
South Africa & Africa	<input type="checkbox"/> R 21,960.00	<input type="checkbox"/> x R 6,240.00
Projects (South Africa & Africa)	<input type="checkbox"/> R 27,240.00	<input type="checkbox"/> x R 11,760.00
Leads 2 Quotes	<input type="checkbox"/> R 22,440.00	<input type="checkbox"/> x R 15,600.00

Annual Deposit Amount R _____

(incl. VAT)

Platinum Directory Listing

- R 700 Cost per Branch
- x R 500 Additional Branch
- x R 300 Additional Contact

PDL (If not the same as main user):

Name: _____

Email: _____

KINDLY DEPOSIT FUNDS AND REMIT PROOF OF PAYMENT TO: FAX: +27(0) 33 343 5882 E-mail: Accounts@L2B.co.za

For Tenders, Projects & Leads 2 Quotes, deposit funds to:

Account name: Cedrus Internet Solutions (Pty) Ltd.

Bank: First National Bank

Branch: Boom Street, PMB, (221325)

Account number: 620 1825 1223

For Platinum Directory Listing, deposit funds to:

Account name: CIS Administration Trust

Bank: First National Bank

Branch: Boom Street, PMB, (221325)

Account number: 623 5117 0271

Terms and Conditions

1. All subscriptions are payable in advance and proof of payment is required prior to registration.
2. Payment will be requested by an emailed invoice, up to fourteen (14) days' before due date of payment. Should payment not be made by due date, Leads 2 Business reserves the right to deactivate access to the website.
3. A maximum suspension period of three (3) months is allowed, after which the account will automatically be reactivated. An emailed invoice will be issued, up to fourteen (14) days' before reactivation date. Suspension requests must be received by L2B in writing.
4. Should you wish to unsubscribe we require fourteen (14) days' notice in writing. Notice to be faxed to 033 343 5882 or emailed to Accounts@L2B.co.za.
5. Rates are subject to an annual increase in March.
6. The above physical address is our domicilium citandi et executandi and I/we also understand and agree that I/we will be liable for all outstanding monies which may be due to Leads 2 Business for services which I/we used. I/we also agree that I/we will be held liable for all interest, collection cost and/or any fees which may occur should the account be handed over for collection. I/we understand clearly that Leads 2 Business has the right to place a listing on Credit Bureau should I/we fail to settle the account in full. Leads 2 Business does everything in its power to ensure that clients receive the most qualified leads possible, however it cannot guarantee work from leads received, therefore, payment cannot be withheld should the leads provided not result in work.

Initial here

Signed at _____ on this _____ day of _____ /201 _____

Signature _____ Designation: _____

Full Name of Authorised Signatory: _____ ID Number:

For Office Use Only: Username: _____ Password: _____
 AE: _____ UCID: _____
 Pastel: _____ Account ID: _____ ACCID: _____
 Subscribers File (xls) FNB Bank Registered Date: _____/_____/201 Registered Time: _____:_____
 E-mail AE & AC Saved to NAS Phoned Date: _____/_____/201 Phoned Time: _____:_____
 Spoke to: _____

Your subscription will be processed on receipt of e-mail/fax, complete with all relevant supporting documents.

Selections

PLEASE SELECT YOUR REQUIRED FILTERS

REQUEST CHANGES OR UPDATE **USER** DETAILS

For the Attention of (L2B Representative's Name): _____ Date: ___/___/201__

CURRENT USERS NAME: _____ **& EMAIL ADDRESS:** _____

DETAILS TO BE UPDATED/ CHANGED:

Company Name: _____ **Branch Name:** _____

Users Full Name: _____

Email address: _____

Postal Address: _____ Code: _____

Physical Address: _____ Code: _____

Website Address: _____

Telephone: _____ Fax: _____ Cell: _____

Company Description: (Tell us more about what you do: Trades/Scope of works & detail the services or products that are unique to your company) _____

BBBEE Status: _____ CIDB Rating: Yes or No (If Yes, state rating): _____

Capacity: Material Labour Material & Labour Country-wide Supplier Continental Supplier

Serviceable Regions: _____

Activate this user for the following Service(s): Projects Tenders Leads 2 Quotes Platinum Directory

TRANSFER EXISTING SETTINGS TO THIS USER

YOUR PROFILE SELECTIONS		
Tender Advisory:	<input type="checkbox"/> Tender Awards Advisory	<input type="checkbox"/> Projects Advisory
<input type="checkbox"/> Africa	<input type="checkbox"/> Receive ALL Awards regardless of filters	<input type="checkbox"/> Project Weekly Report
<input type="checkbox"/> South Africa	<input type="checkbox"/> Tender Keyword Advisory	<input type="checkbox"/> Project Fortnightly Report
<input type="checkbox"/> Building & Construction News	<input type="checkbox"/> Keywords Ignore Profile filters	<input type="checkbox"/> Project Monthly Report
	<input type="checkbox"/> Receive an Advisory even if there are no results	<input type="checkbox"/> Enable Automatic Monitoring of Projects Based on Project Advisory Filter Settings

AFRICA REGIONS
(Applies to Africa Tenders & Projects)

- Central Africa
- Eastern Africa
- Northern Africa
- Western Africa
- SADC

SOUTH AFRICA REGIONS
(Applies to Tenders & Projects)

- Eastern Cape
- Free State
- Gauteng
- KwaZulu-Natal
- Limpopo
- Mpumalanga
- North West
- Northern Cape
- Western Cape

TENDER KEYWORDS

- 01. _____
- 02. _____
- 03. _____
- 04. _____
- 05. _____
- 06. _____
- 07. _____
- 08. _____
- 09. _____
- 10. _____

CATEGORIES

- Air Con & Refrigeration
- Alternate Energy
- Building
- Consultants
- Demolition & Blasting
- Electrical & Instrument
- Facilities Management
- Fencing
- Fleet Management & Transportation
- Infrastructure
- IT & Telecom
- Materials & Supplies
- Mechanical
- Plant & Machinery
- Security & Fire
- Supplier Database
- Trades

INDUSTRIES

- Factory & Warehousing
- Healthcare
- Hospitality & Leisure
- Industrial
- Institutional
- Mining
- Office & Commercial
- Power Grid
- Renovations
- Residential
- Retail
- Road
- Transport Terminal
- Water

PROJECT STATUS

- Conceptual
- Procedural
- Design
- Tender
- Awarded
- Underway
- Complete

PROJECT VALUE

- R 0 - R 30 Million
- R31 - R 60 Million
- R61 - R100 Million
- R100 Million Plus

TENDER ESTIMATES

- CIDB 1: R 0 - R 200,000
- CIDB 2: R 200,000 - R 650,000
- CIDB 3: R650,000 - R 2 Million
- CIDB 4: R 2 Million - R 4 Million
- CIDB 5: R 4 Million - R 6,5 Million
- CIDB 6: R 6,5 Million - R 13 Million
- CIDB 7: R 13 Million - R 40 Million
- CIDB 8: R 40 Million - R 130 Million
- CIDB 9: R130 Million Plus

Full Name of Authorised Signatory _____ Designation _____ Signature _____

details

PLEASE PRINT IN BLOCK LETTERS

REQUEST A BILL CONVERSION OR PRICE PER BILL

For the Attention of (L2B Representative's Name): _____ **Date:** ___/___/201__

Company Name: _____ **Branch Name:** _____

Users Full Name: _____

Email address: _____

Use contact details as per current information on L2B System or:

Postal Address: _____ **Code:** _____

Physical Address: _____ **Code:** _____

Website Address: _____

Telephone: _____ Fax: _____ Cell: _____

Company Description: (Tell us more about what you do: Trades/Scope of works & detail the services or products that are unique to your company) _____

BBBEE Status: _____ CIDB Rating: Yes or No (If Yes state rating): _____

Capacity: Material Labour Material & Labour Country-wide Supplier Continental Supplier

Serviceable Regions: _____

BILL DETAILS:

Cost per conversion: R 500

Name of Bill to convert: _____

Contract Number: _____

Additional Comments:

Signature of Authorised Signatory: _____

Name of Authorised Signatory : _____

ID Number:

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 Designation: _____