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PrimeContract.com

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PRIMECONTRACT.COM

THE NEED

Scheduling, controlling, regulating, analyzing and auditing the procurement and delivery of materials and services for construction in an electronic format is needed by the construction industry. PrimeContract.com, a business unit of Primavera Systems, Inc. is developing an online marketplace for construction project related purchasing in AEC industry. By enabling online competitive bidding and improving the record-keeping associated with the purchasing process, buyers will be able to quickly and easily compare product offerings from different manufacturers, as well as solicit pricing and availability, putting buyers in a position to make optimal price and time of delivery decisions.

THE TECHNOLOGY

The PrimeContract.com network is based on a three-tier software architecture using JAVA in a UNIX environment. The network is designed to effortlessly accommodate large numbers of users in an extremely secure environment.



FIGURE 1 PRIMECONTRACT.COM

Construction managers, general contractors and project owners will turn to PrimeContract.com to improve their subcontract bidding process. Construction companies can easily submit bid documents and specifications to solicit competitive bids for subcontracted work. They can route RFQs/RFPs to approved contractors, or



search for matching contractors according to attributes such as CSI (Construction Specifications Institute) classification, geographic location, specialty, minority status, licensing and bonding. Eligible contractors and suppliers are notified of pending project bids and may then respond electronically. Their responses are automatically organized into bid summary spreadsheets for review and award. Buyers can anticipate an immediate ROI from reduced costs associated with the processing of purchase orders, more competitive prices and overall supply-chain efficiencies. Sellers will find new opportunities to increase sales by expanding their customer base and effectively communicating their products line and pricing. These online service helps construction companies manage their complex supply chains with uniform processes, while enabling the project owner to make trade-off decisions about construction costs versus lifetime operational costs.

THE BENEFITS

- For the first time, buyers will have the ability to electronically control workflows, regulate bidding, and manage communications
- Tightly link with powerful Primavera scheduling and contract management tools - Primavera Enterprise and Primavera Expedition
- Use of a comprehensive master database to reduce frivolous claims and support maintenance operations - every communication is stored
- Save time by sourcing and evaluating contractors, subcontractors, and suppliers from online resource database
- Improve accuracy and compliance by customizing bid forms and specifications to suit each project's requirements
- Shorten the bid cycle by quickly soliciting, analyzing and awarding competitive bids for contractors, subcontractors, construction materials, business supplies, and services
- Complete projects faster by streamlining the project delivery cycle
- Integrate procurement seamlessly into the overall Project Management methodology
- Use well-organized information from comprehensive database, which tracks and compiles all procurement and purchasing activity for reference, auditing, validation, and benchmarking
- Work with a company that has a solid reputation, award-winning software development teams, and demonstrated longevity in the construction information industry

STATUS

Primavera Systems, Inc. is creating a comprehensive e-business solution for the A/E/C market. Because of the complexity of the task and Primavera's reputation for delivering only the highest quality products,



PrimeContract.com is not yet available. Collaboration and Commerce will be available in July, with phased releases following on a regular basis.

BARRIERS

- Fragmentation of the AEC and EPCO "industries"
- Lack of technology infrastructure, especially by smaller contractors
- Slowness of technology adoption across the supply chain in the AEC industry
- Pricing practices of suppliers, manufacturers, and contractors
- Myth that a product like this will not allow for "relationship-type" selling
- Fear of exposure of inconsistent pricing

POINTS OF CONTACT

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REFERENCES

1. PrimeContract.com <http://www.PrimeContract.com/>
2. Primavera Systems Corporate Information Staff

REVIEWERS

Peer reviewed as an emerging construction technology

DISCLAIMER

Purdue University does not endorse this technology or represents that the information presented can be relied upon without further investigation.

PUBLISHER

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