The Databuild Story

DATA BUILD

Databuild THEN

- Humble beginnings as a lead tracker in the garage of **Peter and Matilda Burger**
- Initially tracked leads on single residential projects
- Rapidly grew to all building and civil construction projects
- Colour-coded system to identify projects:
  - **Pink:** Planning
  - **Yellow:** Tender
  - **Green:** Awarded
  - **Later, Blue:** Civil projects
- **Bouscan:** Extracts from bills of quantities were read and coded by students at night for distribution the following day
- Distribution evolved from posting information weekly, to daily faxes, and later email
- **Elektrodata** pioneered the electronic offering via stiffy discs, modem downloads, email and finally online (Webleads)

Databuild NOW

Reliable and accurate information is available to clients through:

Databuild Online
- A dynamic and detailed online database of contacts, projects and tender opportunities available in South Africa and other African countries
- Clients can proactively market their products and services to the right industry players
- Increase business opportunities throughout the industry supply chain

Databuild Insight
- Monthly snapshot view of key economic trends affecting the local construction industry
- Provides construction businesses with the necessary strategic information to operate effectively and proactively in today's industry
- Key to the success of many business plans
- Will be expanded to include relevant news and information more frequently

Databuild Anywhere
- Mobile app that enables users to access their Databuild Online account through an Android or iPhone app
- Includes a geolocation feature that allows users to search for projects and companies around them

Databuild Connect
- Take control and keep track of your whole sales workforce with accurate planning and meaningful intelligence
- Consolidate your fragmented data from various sources into one project and sales management system
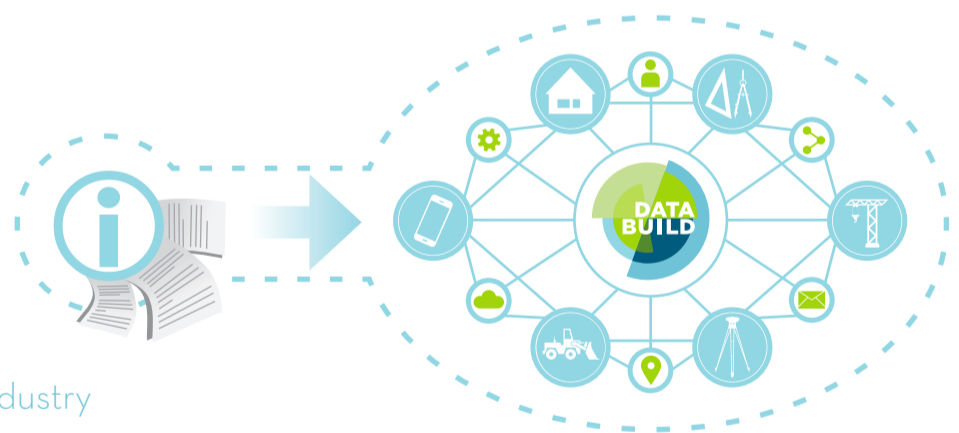
The Road AHEAD

- With only 24 hours in a day, architects, engineers, suppliers, manufacturers, contractors and sub-contractors are increasingly hard pressed to keep abreast of new products and technologies, while looking for new opportunities
- The demand for accurate knowledge is rapidly intensifying, as educated skills in the market become scarcer

To meet this need:

Databuild is transforming from an information provider to a knowledge hub for the construction and related industries

Source of all intelligence for all stakeholders in the industry

Supported by a spectrum of services that assist clients in achieving their objectives:

BuildConnect
- An appointment service that brings specifiers and suppliers together in a mutually beneficial association
- Available to all suppliers, manufacturers, contractors and sub-contractors

CPD Events
- Hosted events exhibiting a range of the latest technologies
- Includes learning activities to enhance industry skills and knowledge and earn CPD points

International Products
- International products currently not available in South Africa are showcased to specifiers at mini-expos, boutique exhibition evenings and presentations hosted at professionals' practices

Watchlist Service
- Administrative service that identifies and allocates opportunities to clients' watchlists
- Business analysis that delivers monthly reports on activities related to watchlist projects

Workshops and Forums
- Interactive information sessions for contractors and sub-contractors to assist in cashflow and profit management
- Topical industry developments and their impact on business are unpacked by acknowledged industry experts

Notes:

Additional services

Back-office efficiency and automation
- HR management and employee engagement tools
- Payroll
- Contract Documentation
- Legislation

Analytics
- Bespoke in-depth analysis according to clients' specific requirements

SHERQ
- Fully automated system with specific construction industry compliance
- Easy-to-use technology will enable even the smallest contractor to realise the benefits of safety and quality standards implemented daily