PLAN ROOM DISCUSSION

An Open Forum

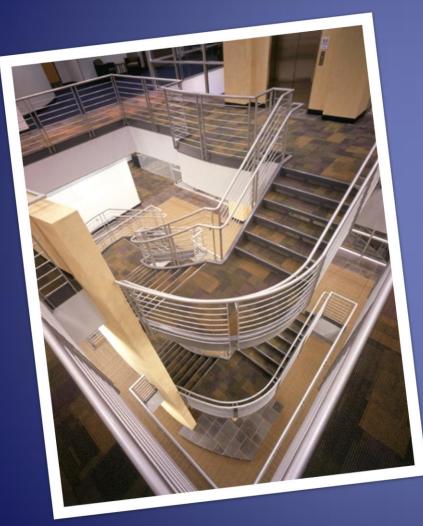


Questions To Consider:

- Are you facing any particular challenges?
- Have you noticed any new trends in your market?
- Are you using any new technology?
- Do you wonder how other exchanges are dealing with a particular issue?
- How has your exchange changed over time?
- How has the economy affected how you do business?
- Are you facing any new challenges in getting projects and, if so, how are you dealing with it?



What's Happening at ECA and the BuildNY Online Plan Room



- Continue to increase number of projects
- Addition of Pre-Bid Service
- Impact of the economy
- Competitors are being more aggressive
- "Exclusive" deals being made by some public entities
 - More hoops to jump through to obtain project documents



What Other Exchanges Are Asking:



 How are plan rooms making themselves relevant to public agencies?

 General Contractors are taking projects from our electronic plan room for mass distribution to non-members. How are others dealing with this?

What trends are you seeing in your area?



What Other Exchanges Are Asking:



 Is anyone using new software or technology in their plan room operations?

Any "best practices" tips to share?

 We're not getting as much paper through the door anymore. How is that impacting other exchanges?

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2012 IBEE Mid-Year Meeting

