

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

