

www.virtualbx.com

VBX STRATEGIC OBJECTIVES:

- 1 Redefine the organization's original mandate to exchange <u>bidding</u> information among members of the construction industry to include <u>any information of relevance</u> to the construction industry.
- 2 Understand the Value Proposition of current competitors and provide a superior alternative that is functional, flexible, affordable and simple to use.
- 3 Give owners, design firms and prime contractors maximum control with accountability and the ability to outsource "headaches", i.e. data management, scanning and indexing of bid documents, etc. where desired.

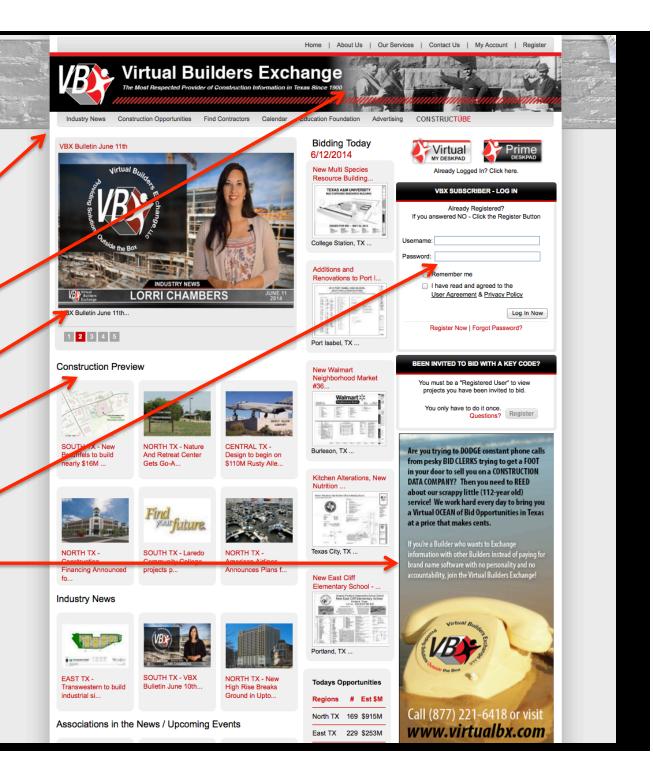
OBJECTIVE #1

Redefine VBX –
Include any information of relevance
to the construction industry.



REDEFINE VBX

- 1. New Website
- 2. Highlight longevity
- 3. Add Video Content
- 4. Add Editorial Content
- 5. Mandatory Login Point
- 6. Web Advertising



DAILY VIDEO "BULLETIN" (3 to 5 minute video show – produced in-house)

Monday: Top 10 @ 10 (top projects bidding this week)

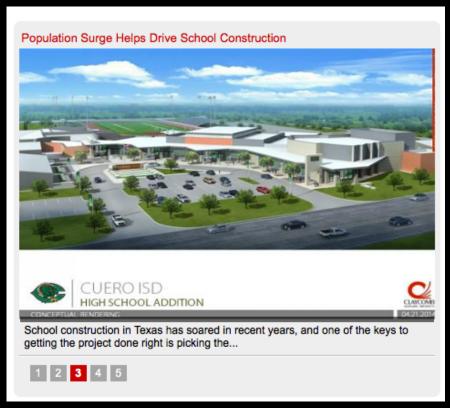
Tuesday – Thursday: New Arrivals, New Pre Bid, "hot" Addenda, etc.

Friday: Apparent Lows & Contract Awards



MONTHLY FEATURE STORIES: (Editorial Calendar) Written and produced by VBX Pre-Bid Reporters (2) & Blogger (1)





CONSTRUCTION PREVIEW STORIES: (Editorial Calendar) Written by VBX Pre-Bid Reporters (Content changed every three days)

Construction Preview | New Braunfels to build nearly \$16M recreation center

New Braunfels to build nearly \$16M recreation center

06/11/2014 09:11:00 pm



SOUTH TX - The city of New Braunfels will build a new community recreation center to replace the existing facility. This is a nearly \$16 million bond-funded project (VBX ID 2014-17C7).

Construction is scheduled to begin in 2015 and to be completed in 2017.

While the design work churns along, the city must decide whether to go with a construction manager at risk or a general contractor delivery method.

New Braunfels City Council on May 12 approved a design services contract with Brinkley Sargent Architects.

The 55,000-square-foot recreation center will have an indoor pool, gymnasium, classrooms, fitness center, walking track, and locker and shower areas. The water side may include lap lanes, a resistance channel, a preschool play area, slildes and spray features.

The new facility will be built on city-owned property in Landa Plaza. New Braunfels City Council selected the site at its April 28 special meeting.

Details about bidding opportunities related to this project will be continuously reported in the Virtual Plan Room throughout the design and bid process. VBX members please enter the project ID (denoted in blue) into Project Quick Search on your Deskpad to read more details and/or track changes to this project. If you are not a VBX member, please contact Member Services for more information at 1-877-221-6418, or email askme@virtualbx.com.

Author Info

STEVE THOMAS

Senior Correspondent, Industry News steve@virtualbx.com

Steve Thomas, senior correspondent for Virtual Builders Exchange, has a diverse background. serving nearly nine years as a speechwriter and press spokesman for The American Legion National Headquarters followed by a stint as speechwriter for

Highlight fact that VBX reported this project in Virtual Planroom.

Inform readers how to access this project in Virtual Planroom

INDUSTRY NEWS & ASSOCIATION NEWS/EVENTS: Posted by VBX Staff

Home | Industry News | New High Rise Breaks Ground in Uptown

New High Rise Breaks Ground in Uptown

06/09/2014 12:05:00 am

NORTH TX - StreetLights Residential of Dallas broke ground this month on a new high-rise development in the Uptown area of Dallas. Sitting on nearly one acre, the project site is just off McKinney Avenue at the Maple/Routh connection and Thomas Avenue, within walking distance of shopping, dining and employment venues.

"The project's proximity to both Uptown and downtown Dallas provides an ideal location," said Doug Chesnut, CEO of SLR.
"The landscape of Dallas' urban core has changed dramatically over the past few years, and we are excited to be a part of this positive change and growth as we begin work on another urban infill project."



Late 2015 occupancy for luxury 23-story high rise

Designed by Gromatzky Dupree & Associates, the luxury 23-story high rise will consist of 212 residential units with oneand two-bedroom floor plans, as well as penthouse options with views of the iconic Dallas skyline. Waldrop + Nichols Studio LLC of Dallas is responsible for the interior design of the as-yet unnamed project, and the landscape will be designed by Studio Outside, also based in Dallas. StreetLights Residential's construction arm, SLR Uptown Construction LLC, is the general contractor.

The project's first units are expected to be ready for occupancy in late 2015.

Comments (0 posted):				
Post your comment 🦻				
Your name:				
Your e-mail address:				
Your website:				
Add your comments:				

AGC San Antonio - Leadership Academy Week #4

06/05/2014 08:49:00 pm



Leadership Academy of the San Antonio Chapter of AGC

The San Antonio Chapter of AGC is interested in providing leadership, communication skills and customer service training to your up-coming company leaders. The goal is to engage and develop key individuals — the 20 something to 50 something managers — who are or will be leading your company, making proposal presentations, conducting meetings and serving on committees while directing the future of the construction industry. Everyone wins by providing learning opportunities that benefit the individual and your business today, as we strengthen the number of professional ambassadors for our industry's future.

Please complete this form for each employee you have identified as a leader from within YOUR company.

Our new Leadership Academy of the San Antonio Chapter of AGC will focus on key leadership principles and management techniques that benefit your professionals on the job today and prepare them for increased responsibilities in the future. Key training and coaching areas include:

- Remembering Names Making Presentations Listening Effectively
 Customer Service Skills Small-Talk Memory Enhancement
- Running More Productive and Efficient Meetings Increased Self-Confidence

See reverse side for dates, location and times

Leadership Nominee(s)

Company _____

State, Zip _____

Return to: Dana Marsh AGC San Antonio Chapter 10806 Gulfdale San Antonio, TX 78216

San Antonio, TX 78216 210.349.4921 | 210.349.4017 (fax) | DMarsh@sanantonioagc.org

Each nominee will receive a short application form from the selection committee Nomination deadline is April 9, 2014.



Be sure your company is represented.

Reply today!

DISPLAY ADVERTISING OPPORTUNITIES THROUGHOUT THE SITE





Who are our subscribers?

RUSINESS CATEGORY

Sub-Contractor/Specialty Contractor60.	9%
Supplier/Manufacturer210	9%
General Contractor/Construction Manager17.8	3%

TITLE:

Chief Estimator	37.6%
President	29.8%
Project Manager	26.8%

TIME IN BUSINESS:

More than 30 years	36.09
20 - 30 years	21.7%
5 to 10 years	13.0%

NUMBER OF EMPLOYEES IN TEXAS:

More than 50	32.7%
10 - 20	18.0%
5 to 10	154%

How do subscribers use the site? —

The VBX web site is robust and dynamic accommodating over 5000 unique visitors daily. VBX users generate nearly 10 million page loads every year with two-thirds of all users returning to the site repeatedly each day.

Let us help you select an advertising option that fits your needs from the selections enclosed and call our Member Services department to finalize the arrangements. We will have your advertisement online in less than 24-hours.



The Virtual Plan Room is an essential business tool for VBX subscribers. Over half (53 percent) devote more than an hour of their day reviewing information in the Virtual Plan Room, returning to the site ten or more times per day.

Thank you in advance for entrusting your advertising dollars to the Virtual Builders Exchange, LLC. We know you will be satisfied with the results.

VIRTUAL BUILDERS EXCHANGE, LLC | RATE CARD



DOORS • FRAMES • HARDWARE • OVERHEAD DOORS • INSTALLATION • SERVICE/REPAIR

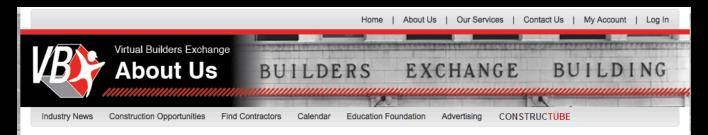
estimating@hhdoor.com | 361-578-3664 | www.hhdoor.com

OBJECTIVE #2

Understand Competitors -Provide Superior Alternative -Affordable, Flexible and Easy to Use.



ABOUT US / OUR SERVICES



Home | About Us | About Us

ABOUT VBX



Surveyors prepping site (1900's)

VBX is the oldest most respected construction news service in Texas.

Founded in 1900 as the Builders Exchange of Texas, we've served the construction industry since bid results where posted on black boards and mules pulled supplies to the job site.

Today, we provide the most sophisticated online plan distribution and document management service available anywhere in the United States.

Throughout its long history, the Builders Exchange has been just what the name implies – a place for construction professionals to find and exchange critical information during all phases of the construction process.

If you need bidding information or a list of qualified contractors, document management services or a snapshot of current market conditions, please give us a call. We believe that experience counts and customer service never goes out of style!

Our Philosophy

We believe: Technology should serve people instead of people serving technology.

Consequently, we consider software to be a tool that we use to deliver a service. Many of our competitors consider software to be the service.







TWO SERVICE TYPES

CONSTRUCTION OPPORTUNITIES

We understand that no two construction companies are the same or have the same needs. So VBX has created services for everyone.

What do YOU need?

FIND BID OPPORTUNITIES?

Public Plan Room



Find the bidding opportunities you are interested in quickly and easily with VBX VIRTUAL. Whether you need continuous access to bidding information statewide, or details about just one project in your region, we have a service for you!

Service Options

INVITE COMPANIES TO BID?

Private Plan Room -



Manage your bid process privately and efficiently with VBX PRIME. Upload bid documents, invite bidders from your own database and the VBX Bid Directory; send messages and track who saw what documents and when with complete accountability.

Service Options

Four "Public" Plan Room Service Options

Home | Construction Opportunities | Find Bid Opportunities

FIND BID OPPORTUNITIES

Find the bidding opportunities you are interested in quickly and easily with VBX VIRTUAL. Whether you need continuous access to bidding information statewide, or details about just one project in your region, we have a service for you.



Details

Need access to bidding information infrequently, want to contain operating costs, or just aren't sure our service is what you need?

- Provides free access to bidding opportunities including project name, position and bid date.
- Upgrate on a project-by-project basis for online access to Plans, Specs and Addenda.
- Order print copies online.
- . Fee Registration Free Access.
- Subscribe one project at a time for access to complete details and bid docs.



Details

Don't need access to blueprints and specifications on every project, but you do need to know what's bidding and when?

- Subscription-based service that provides access to basic bidding information, including project name, location and bid date
- Details about the owner and design team, and a complete bidders list.
- · Order print copies online.
- · Statewide & Regional subscription options.
- Upgrade on a project-by-project basis for online access to Plans, Specs and Addenda.



Need a traditional online service that lets you sort hundreds of bidding opportunities quickly to find those that meet your unique requirements?



- Subscription-based service that provides detailed information about bidding opportunities statewide and/or by region.
- Information includes project name, location, bid date, owner and design team, and continuously updated bidders list.
- · Unlimited access to plans, specs, and addenda.
- · Sophisticated filtering and tracking features.
- · Daily Email Updates about project changes.
- Nightly email notices of projects that match your search criteria
- · Order hard copy of bidding documents or print to local device.



Details

Looking for projects in need of design services, need to get your product specified into design, or just want to know what's coming up?

- Subscription-based service that provides access to projects in the Pre-Bid/Design Phase, including project name, location, scope of work, Owner, Design Team (if applicable) and design status
- Includes access to nightly email notices of projects that match your search criteria.

Still not sure which service you need? Compare services side-by-side.

Compare Services

Two "Private" Plan Room Service Options

Home | Construction Opportunities | Private Bid Facilitation

PRIVATE BID FACILITATION

VBX PRIME lets you manage the bid process entirely in-house with complete privacy and accountability. In addition, VBX staff can provide ancillary services as needed including scanning, indexing and distributing documents and archiving services.



I Want More Information

Upload and manage documents in any format; issue Invitations to Bid (ITB), verify who saw documents; track revisions with automatic version control; and manage documents quickly and

- · Private plan room with your corporate identity.
- · Input project information directly or duplicate project details of a project reported in the Virtual Plan Room.
- · Upload bid documents and issue Invitations to Bid.
- Add/upload addenda or additional documents as needed.
- · Full communication functions.
- Upload and manage bidders from your own database or select from VBX database and modify as needed.
- · Send customized Invitations to Bid email or fax.
- · Recipients may view and download bid documents free of
- . Comprehensive "Activity Report" that shows the date and time that each user accessed your information.
- Add/upload addenda or additional documents as needed, i.e. Shop Drawings, As-Builts, etc.



I Want More Information

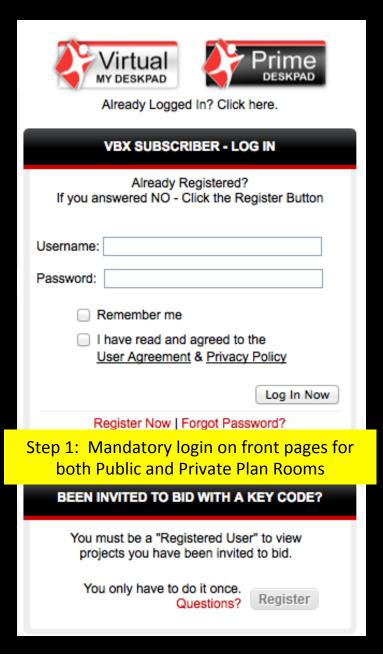
Manage the bid process with complete privacy and accountability and add staff resources when you need them without adding to your payroll expenses! VBX staff provides ancillary services on demand including scanning, formatting and/or indexing documents for easier distribution.

- . Includes all functions of PRIME Solo (see above).
- · VBX inputs project information and/or format all documents per your format requirements.
- · VBX will add/upload addenda or additional documents as needed throughout the bid cycles (up to 45-days from initial
- · Full communication functions, including Instant Messaging.
- VBX will add, upload and format addenda and other documents as needed, i.e. Shop Drawings, As-Builts, etc. through project close-out.*

Still not sure which service you need? Compare services side-by-side.

Compare Services

IT STARTS WITH REGISTRATION!



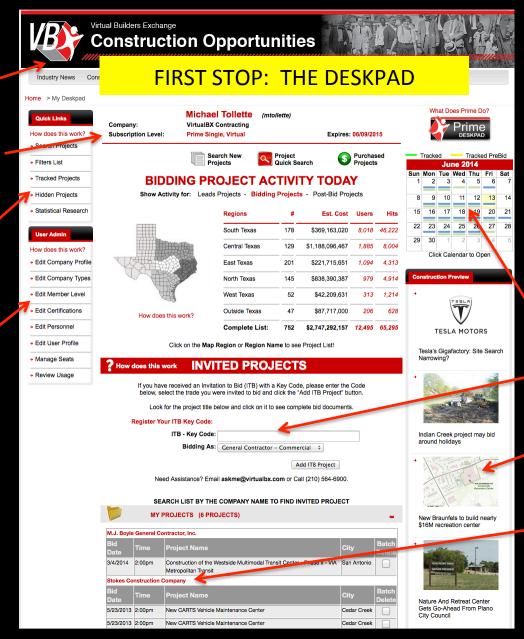


Public Plan Room / Invited Projects on one Deskpad!

Member subscription and expiration date

Quick Links: Filters, Tracked & Hidden Projects, etc.

User Admin: Edit Company info, change passwords, etc.



Bid Calendar

Enter Key Code for Private ITB's

Articles from VBX Front Pages

Project list of all ITB's by General Contractor.

BID DIRECTORY / COMPANY PROFILE:

		<u> </u>	3			<u> </u>
It Company Profile Edit Compar	пу Туре	Edit Member Level	Edit Certifications	Edit Personnel	Edit User Profile	Manage Seats
VB	Currer Subsr	ciption Level: Prin	acting ollette <i>(mtollette)</i> ne Single, Virtual E id Polanco (david@vi		5	
Address:	4047 Na	aco Perrin				
City:	San Anto	onio		Phone:	(210) 564-6900	
State:	TX Z	ip: 78217		FAX:	(214) 687-9003	
Company Website:				Yr Estab	olished: 2008	
Company E-Mail:	michael	@virtualbx.com				
Company Description: VirtualBX Contracting i	g a +00	t company the	+ VDV's Ctaff n	ses to demo t	he Virtual and	d Prime Planrooms
If you see us listed on prospective "Bidder", w	a bido ve are j	ders list, or iust testing t	attached to a P. the site.	rime project	please disreg	ard us as a
Company History:						
		Updat	e Profile Reset	Close		

PROJECT LIST OPTION(S)

Search New Projects

Project Quick Search

Purchased Projects

Total Projects / Users

Michael Tollette

(mtollette)

Company: VirtualBX Contracting

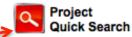
Subscription Level:

Prime Single, Virtual

Expires: 06/09/2015



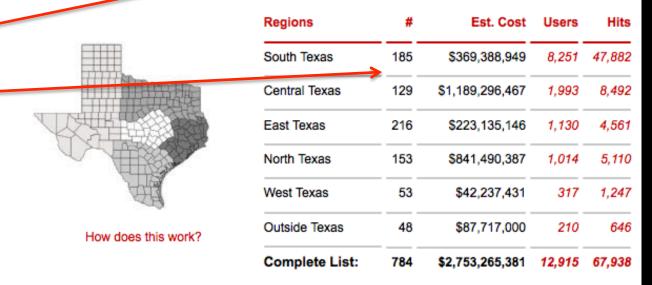
Search New Projects





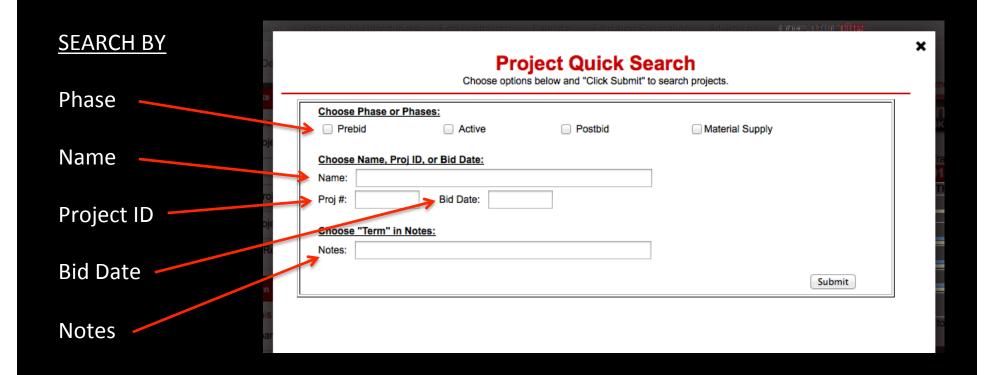
BIDDING PROJECT ACTIVITY TODAY

Show Activity for: Leads Projects - Bidding Projects - Post-Bid Projects



Click on the Map Region or Region Name to see Project List!

QUICK SEARCH (Popup Window)



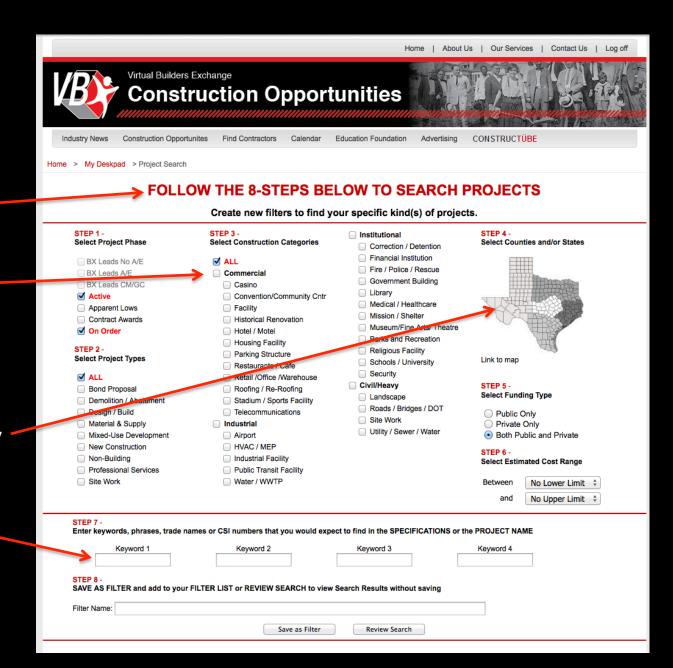
UPDATED SEARCH

Clear Steps

Project into Categories—
Commercial
Industrial
Institutional
Civil/Heavy Highway

Search Region or County

Key Word Search



SEARCH RESULTS

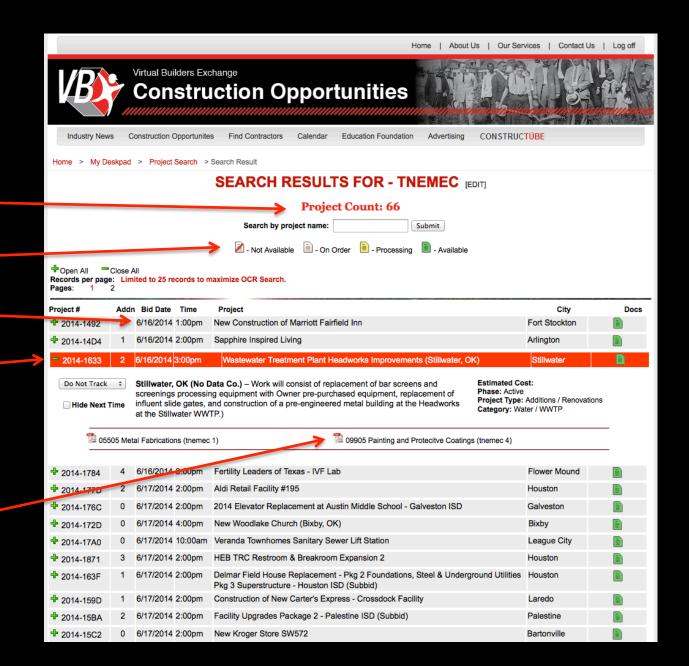
Project Count

Document Status

Project List by Date

Expanded View
Lists basic information about project.

Documents that match Search Results with keyword hits.



Top of Project Detail

NEW PROJECT DETAIL

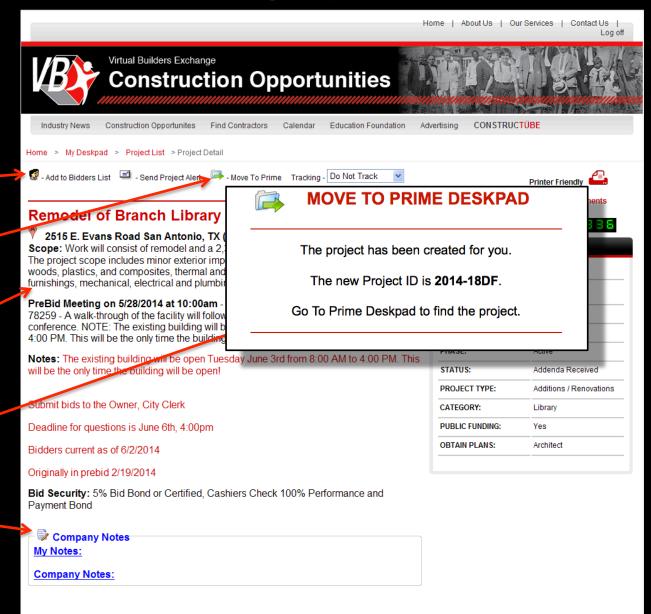
Add to Bidders List Send Project Alert

Move to Prime (Private Plan Room)

Editorial-style Description

Table-style Bid Info.

Member's own "internal notes"



Bottom of Project Detail

NEW PROJECT DETAIL

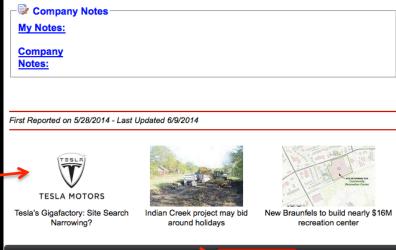
Articles from VBX Front Pages

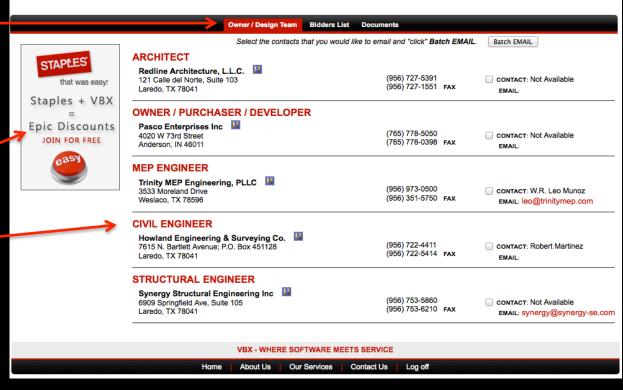
Tab Style Navigation

- Owner / Design Team
- Bidders List
- Documents

Website Advertising

Owner / Design Team & Bidders List





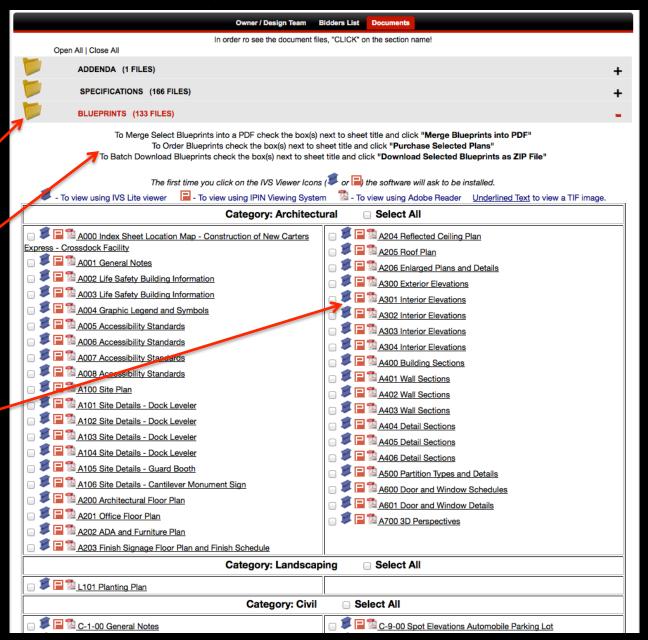
Project Detail – Documents Tab

Documents Tab

Expandable Folders for Addenda, Specifications And Blueprints

User Instructions: File merge, order prints and download.

Documents listed in familiar formats.



OBJECTIVE #3

Give <u>owners</u>, <u>design firms</u> and <u>contractors</u> maximum control of their projects and documents.



PRIME - DESKPAD

New Prime Features:

- Manage Contacts
- Add New Project
- Organize Projects
- My Mailbox

Projects listed by NEW Prime Phases in expandable sections.

Quick links:

- Edit Project
- Document Manager
- Mailbox
- Project KEY CODE
- Unique Visitors
- Project Mail Log



Prime Planroom - Project Detail

PRIME - PROJECT DETAIL

Quick links:

- Edit Project
- Document Manager
- Mailbox
- Unique Visitors

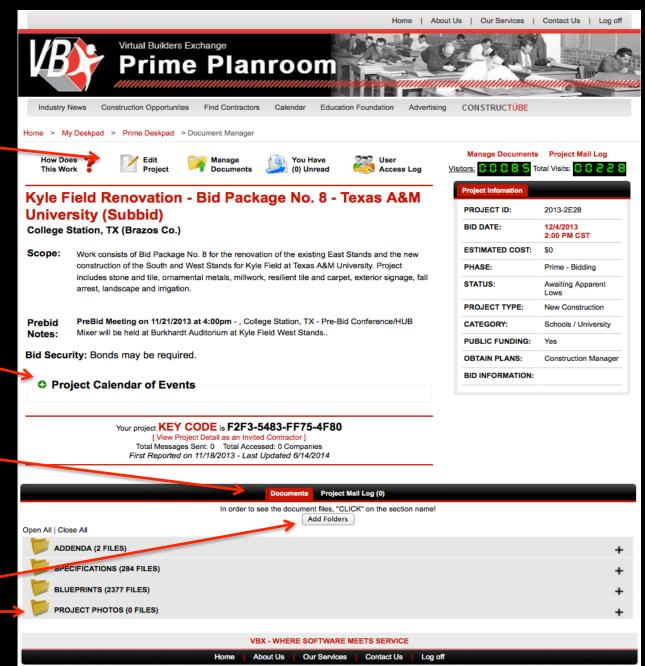
Project Specific Calendar of Events

Tab Style Navigation

- Documents
- Mail Log

Document Management

- Standard Folders
- Add Custom Folders
- Project Photos

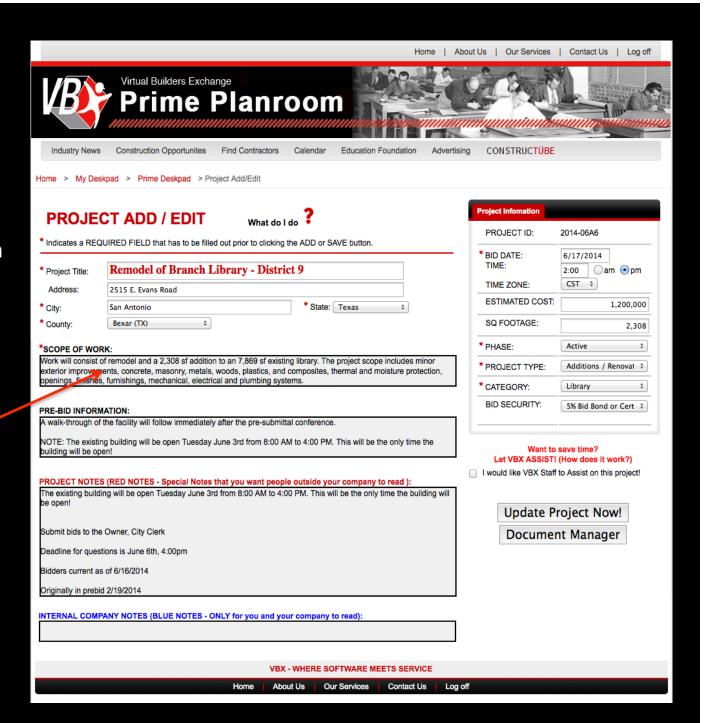


ADD / EDIT PROJECT

Form looks like the Project Detail page.

Basic Project information with REQUIRED FIELDS marked (Red *).

"Click" Text Blocks to EDIT Scope, Pre-Bid Info, Project Notes and Internal Notes.



ADD / EDIT TEXT

Word Processing format with many of the same tools used in many office applications.

HTML EDITOR build in to give for additional formatting of information. (HIGH NERD FACTOR)

ADD/EDIT TEXT

Use the options on the tool-bar below to format the text in this projects **SCOPE** and **NOTES**. (By "CLICKING" on the ✓ the information you typed in will be saved.)

Font Family • 6 (24pt) • A • 💇 • B / U ARC 🖺 🗏 🗏 🖺 | 🖽 🗐 🐉 🐧 🔼 🤌 (14) 🗷 💯 💆 💆 🗷

Work will consist of remodel and a 2,308 sf addition to an 7,869 sf existing library. The project scope includes minor exterior improvements, concrete, masonry, metals, woods, plastics, and composites, thermal and moisture protection, openings, finishes, furnishings, mechanical, electrical and plumbing systems.

Use COLOR and **BOLD** to bring attention to infomation.

HTML Source Editor

Word Wrap

 Work will consist of remodel and a
2,308 sf addition to an 7,869 sf existing library. The project scope
includes minor exterior improvements, concrete, masonry, metals,
woods, plastics, and composites, thermal and moisture protection,
openings, finishes, furnishings, mechanical, electrical and plumbing
systems.

Use COLOR and BOLD to bring attention to infomation.

Path: p » span

Update

Cancel

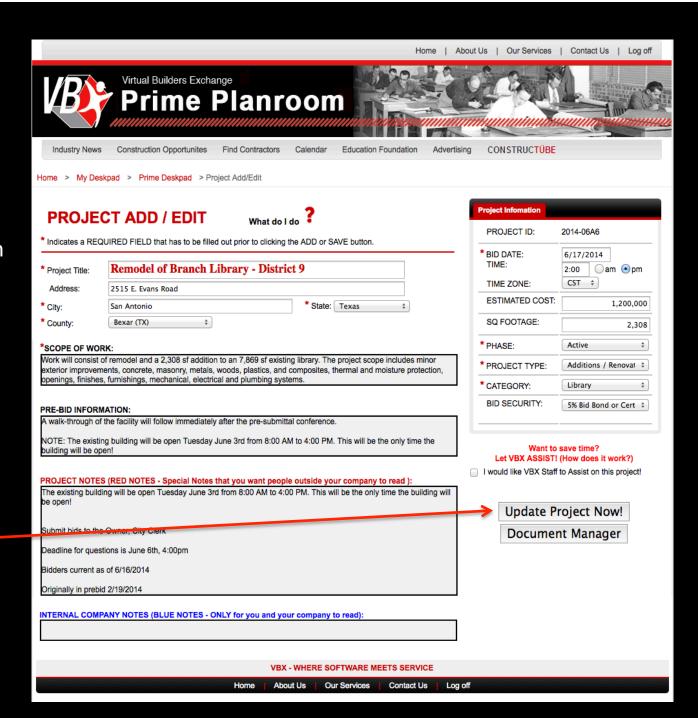
ADD / EDIT PROJECT

Form looks like the Project Detail page.

Basic Project information with REQUIRED FIELDS marked (Red *).

"Click" Text Blocks to EDIT Scope, Pre-Bid Info, Project Notes and Internal Notes.

SAVE CHANGES



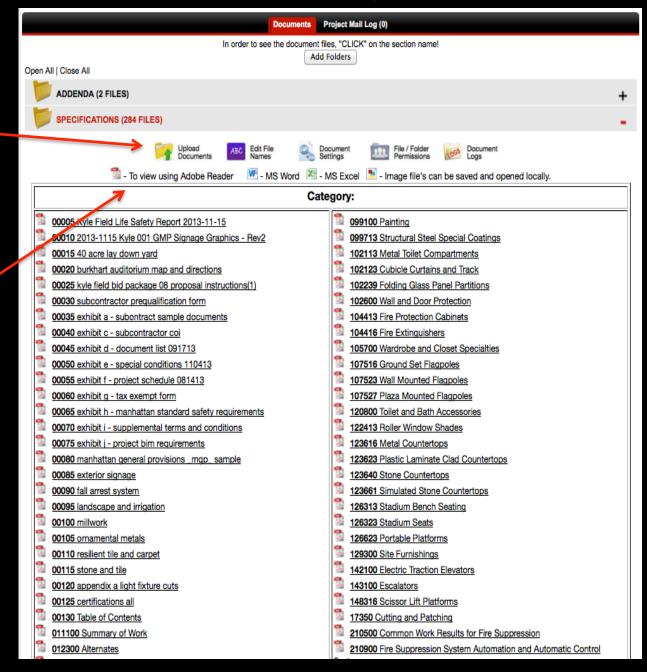
Prime Planroom - Manage Documents

PRIME - DOCUMENTS

Quick links:

- Upload Documents
- Edit File Names
- Document Settings
- Document Permissions
- Document Logs

List of Acceptable File Types



UPLOAD DOCUMENTS

No more FTP Site, upload functionality is integrated directly into PRIME.

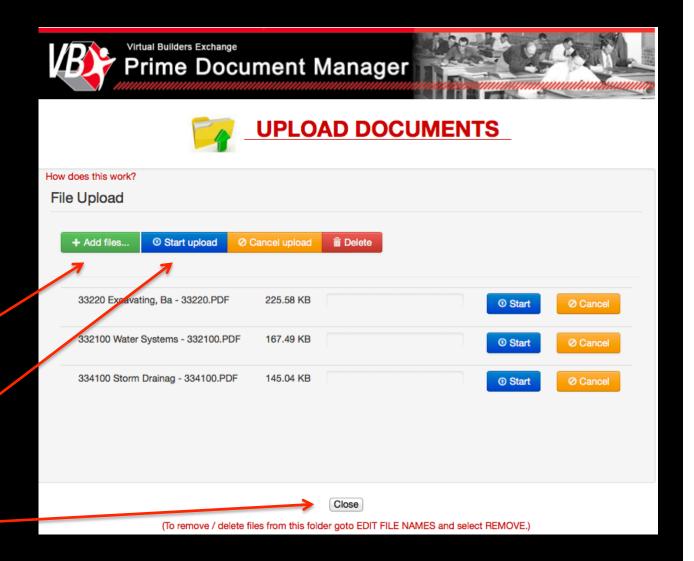
Easy To Use:

Step 1 - Add Files

Step 2 - Start Upload

Step 3 - Repeat 1 & 2

Step 4 - Close



EDIT FILE NAMES

Ability to give documents USER FRIENDLY names.

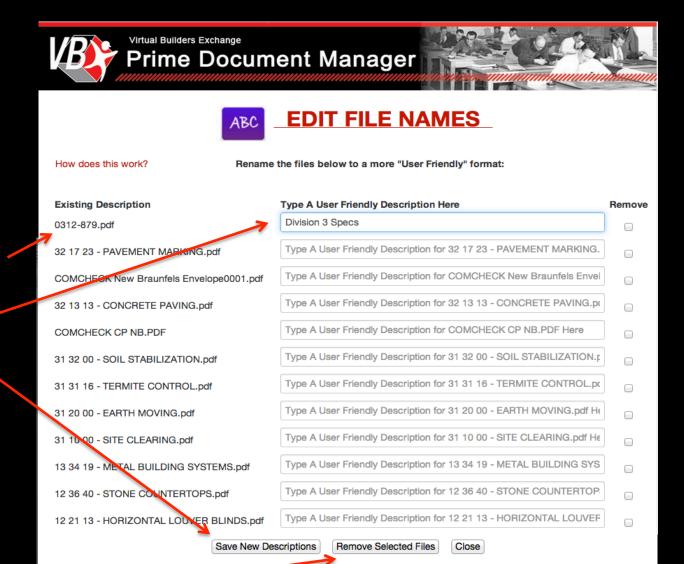
VIEW - Existing File Name

ENTER - New Description

SAVE - New Description

DELETE FILES

Sometimes a file is added to the wrong folder, click REMOVE on the right and "Remove Selected Files."



DOCUMENT SETTINGS

Ability to GROUP files into logical Categories.

CHOOSE - Category

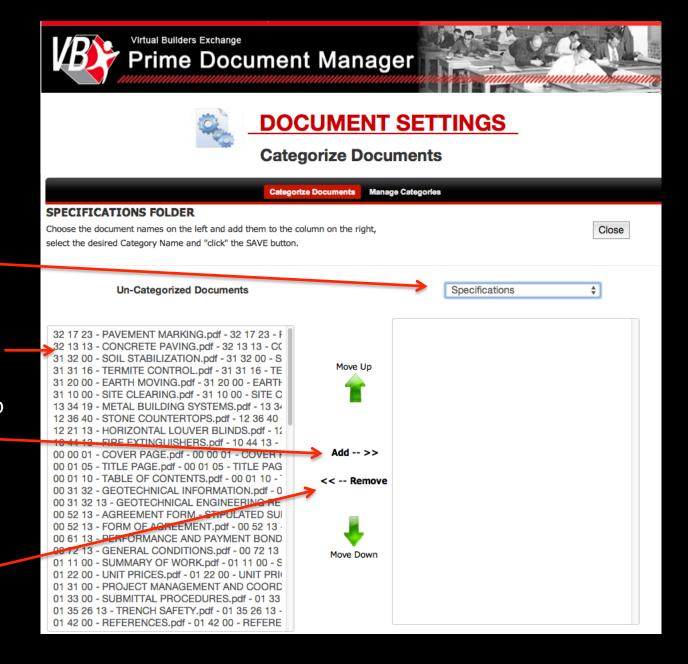
SELECT - From List of Un-Categorized

ADD - Attached files to Category ———

REPEAT AS NECESSARY

Following the Same Steps to REMOVE Files.

CLOSE when Finished



Prime Planroom - Manage Documents

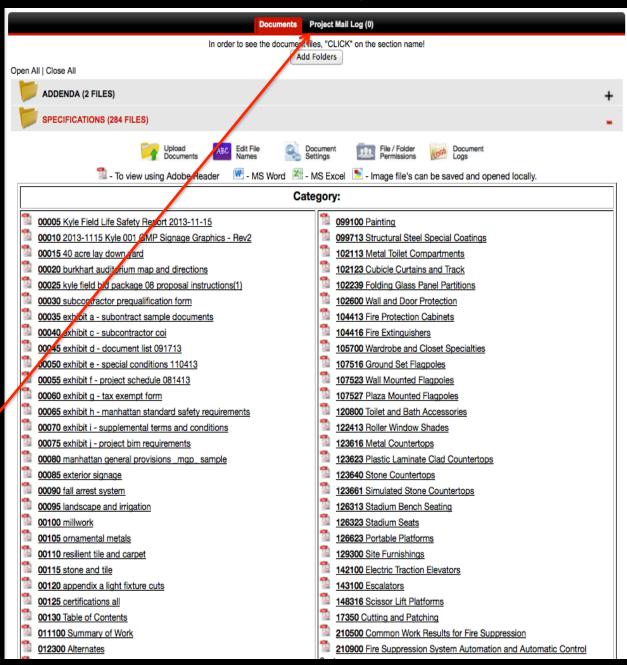
PRIME - DOCUMENTS

Quick links:

- Upload Documents
- Edit File Names
- Document Settings
- Document Permissions
- Document Logs

List of Acceptable File Types

PROJECT MAIL LOG



PROJECT MAIL LOG

Project Specific Messages.

Expandable Sections with # of messages per section.

Create New Message



Project Specific Message with REQUIRED FIELDS marked with (Red *) -

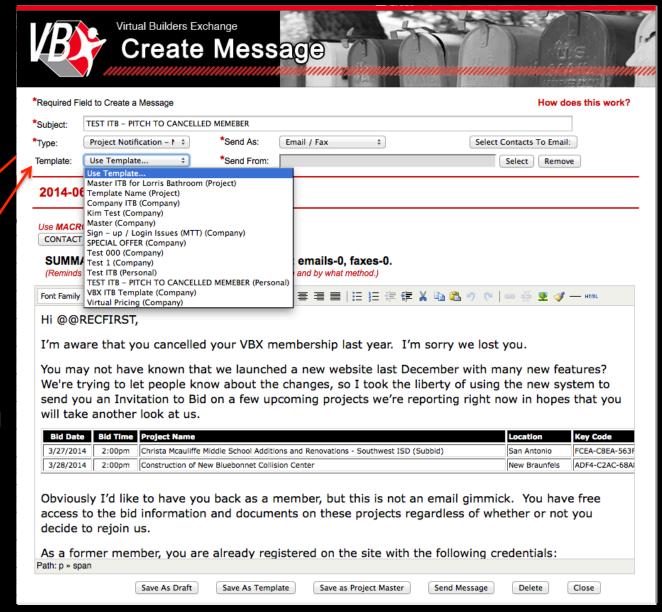
CHOOSE - Type

SELECT - Template

PICK - Macros

SELECT - Contacts to Email

PICK - Macros



Project Specific Message with REQUIRED FIELDS marked with (Red *) -

CHOOSE - Type

SELECT - Template

PICK - Macros

SELECT - Contacts to Email

PICK - Macros



Showing All Favorites Back Select recipients from Favorites: Open All | Close All Check All Single instances only DIVISION 00 - ENVIRONMENTAL ENGINEERING - 28 CATEGORY(S) DIVISION 01 - GENERAL REQUIREMENTS - 7 CATEGORY(S) DIVISION 02 - EXISTING CONDITIONS - 21 CATEGORY(S) DIVISION 03 - CONCRETE - 19 CATEGORY(S) ■ 030000-Concrete - 574 Company(s) # Company City State County Phone Fax ΤX (214) 504-9990 (214) 504-9987 03 Concrete Contractors Inc McKinney TX (817) 561-6881 22 Quarter Enterprises LLC Kennedale Tarrant (469) 831-6154 TΧ Travis (512) 310-9300 (512) 310-9333 A Greater Austin Development Co., Ltd. Arlington TX (817) 267-2757 (817) 267-2887 **A&A Construction Company** Tarrant Kyle TΧ (512) 784-8373 (512) 406-4901 A&R Concrete and Masonry **A&S Construction** Lockhart Caldwell (512) 398-5399 A. De Los Santos & Sons, Inc. San Antonio TX (210) 734-4124 (210) 734-4146 TΧ (210) 436-2290 San Antonio (210) 643-4211 A. Vasquez Construction TX (830) 510-6883 Medina (210) 573-3543 A.L.T. Construction TX (361) 884-0477 (361) 884-0473 A.M.P. Services, Inc. Corpus Christi Nueces San Antonio TX Bexar (210) 651-4474 (210) 651-4475 **Aaron Concrete Contractors Inc** TX (512) 926-7326 (512) 926-2291 Travis **Aaron Concrete Contractors Inc** Austin

Project Specific Message with REQUIRED FIELDS marked with (Red *) -

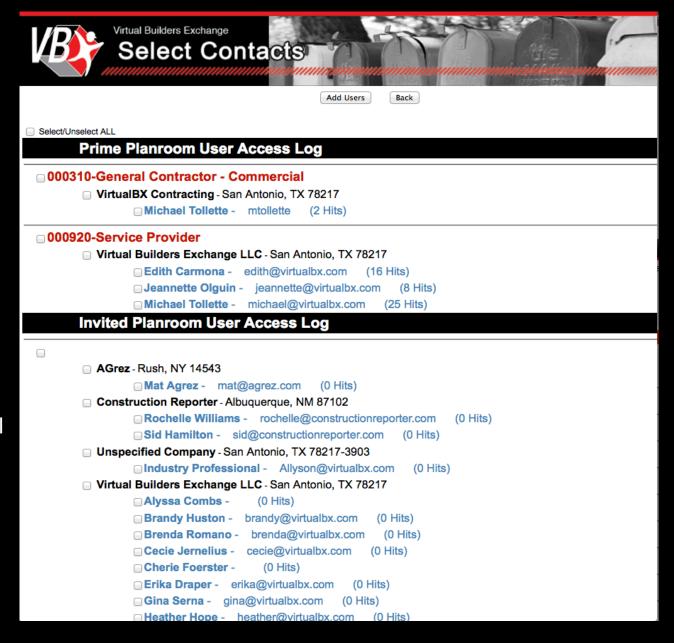
CHOOSE - Type

SELECT - Template

PICK - Macros

SELECT - Contacts to Email

PICK - Macros



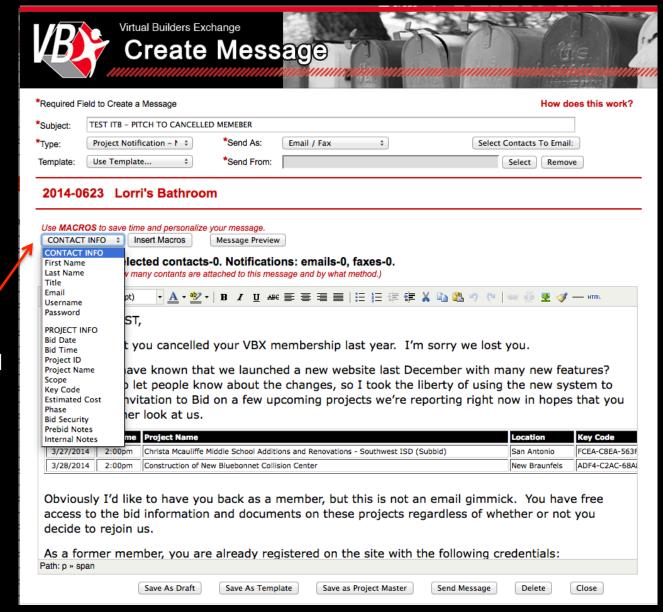
Project Specific Message with REQUIRED FIELDS marked with (Red *) -

CHOOSE - Type

SELECT - Template

SELECT - Contacts to Email

PICK - Macros



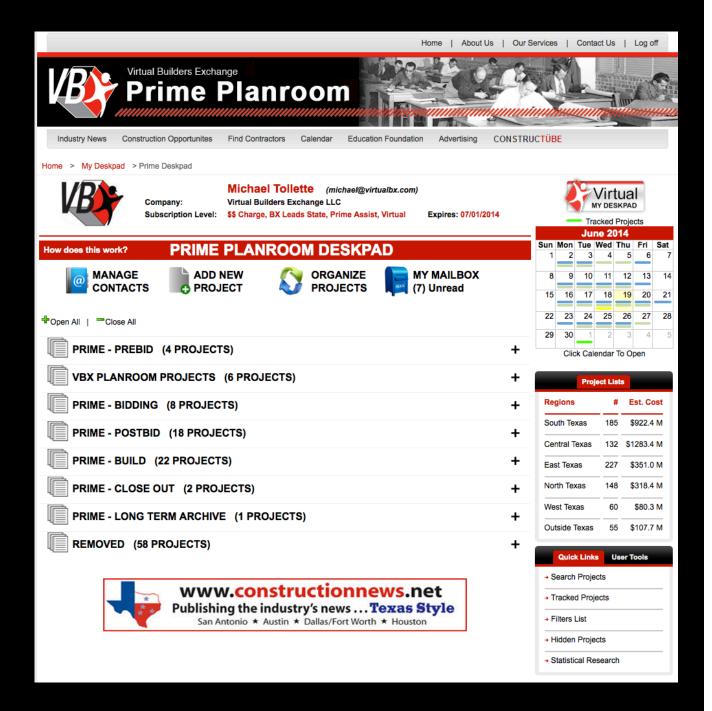
This is our **OPUS!**

Overdue

Programming to

 $\sf U_{\sf pdate}$ the

Site



TARGET AUDIENCE

General Contractors
Subcontractors / Suppliers
Design Firms
Owners



QUESTIONS ???