

PLAN ISSUERS -VS- PLANROOMS

COMPELLING REASONS TO PROVIDE CONSTRUCTION DOCUMENTS

- 1. Architectural Proprietary Rights – I own those designs and do not want others to compromise/copy my work**

SOLUTION: Drawings belong to the Owner. The Owner wants more bidders to review the documents which brings the price down, and generates more bids

- 2. Do not want others to profit off of my drawings – Do not want planrooms to sell them and profit off them.**

SOLUTION: We charge Membership Dues – Not Per/Project Cost. No matter how many projects that we report on, the Membership Dues are only to offset the cost of our services. There are more services that we provide, other than planroom. We charge these fees to offset our administrative costs.

SOLUTION: We do not sell whole sets of plans, only pages to accommodate a specific trade. We leave this to the reprographics companies that have been contracted to issue any sets + addendums.

- 3. Our Sets of Documents are not kept together and bidders may miss something. They also do not account for the addendums that we have issued.**

SOLUTION: We have so many contractors looking at the project, and they will bring to our attention any errors or omissions. We bring these to the designer's attention, which minimizes calls they may be receiving from individual bidders. Brag on your planroom operations – invite them in to see how efficient your employees work, and show them the systems you have in place.

- 4. Your members are less than qualified**

SOLUTION: By paying dues to our association, it illustrates that they will make an investment in their business, thus making them more qualified – they are serious about it. On the other hand, we cannot qualify contractors any more than an owner/architect can.

- 5. Non-Local Contractors**

SOLUTION: We are a Regional Planroom, not a National such as Dodge. The majority of our members are from this State and from this area.

6. It is too Costly to send plans to every planroom that requests them

SOLUTION: We are happy to receive a digital set. The amount of exposure your project receives by placing in our planroom offsets the cost of them, because it creates a larger pool of bidders, thereby driving the cost down. If the subs have to pay for a set of plans, you can be assured they will include that cost in their final bid, which means the Owner will be paying for them anyway. Another SOLUTION is that we can provide you with a list of our members that have viewed the project. Once again we can act as a buffer for multiple questions by acting as a clearing house for questions to you (instead of all the members asking the same questions)

7. There are Security Risks In releasing plans (banks, schools, sensitive materials labs)

SOLUTION: Our Private Planroom is available for your use. You dictate who looks at the project, while we manage the documents. This is good for the planrooms because it takes it out of the hands of a competitor.

8. We only send them to "Dodge"

SOLUTION: Each planroom has a distinct set of members, which often do not overlap. If you are giving them to only one planroom, then you are limiting who is looking at the project. We have been in business nearly 90 years – longer than most planrooms in the industry.

9. Loss control of who is looking at and bidding on the project

SOLUTION: The minute you have released your project, you have lost control. Anyone can post it on another site. By placing it with our planroom you gain more control, since we can show you who has looked at it. We can provide you with the Unique Visitors list.

10. We have our own distribution center, such as ftp site, cloud based sites, file hosting sites.

SOLUTION: We are a clearing house, one-stop shop. Our database of potential bidders is large – yours is limited. Another idea is for you to add us to their database so that we receive the project and add it to our database. This exponentially increases the number of companies looking at your project.

11. FOR ANY OTHER ARGUMENT THAT YOU CANNOT FIND AN ANSWER FOR:

SOLUTION: BRAG!! BRAG!! BRAG!! On your Company, On your History, On your Operations, ON your longevity of Employees, On your Contribution to the Industry, On your Accuracy. Sell yourself higher than any of your competition!!!