



# PRIVATE PROJECTS: PROJECT LEADS THAT MAKE A DIFFERENCE TO YOUR FUTURE

## LEADS<sup>2</sup> BUSINESS

### The Solution

Private Projects is the preferred lead solution for construction companies. Various phases within the project development life cycle present opportunities for your business. Since these are not advertised openly, utilizing these leads will give your company the advantage of getting ahead and opening channels of communication with relevant key players.

Additional benefits to you include:

- Comprehensive directory of clients, professionals, contractors and suppliers.
- SMS and email follow-up reminder facility.
- Industry news.
- Password protected personal notes.
- Private Projects includes a valuable subscription to Daily Tenders in South Africa and Southern Africa.





## LEADS<sup>2</sup> BUSINESS

### Support

You want your company to excel in a competitive industry, to help you make the most of the leads provided; these support services are included in the subscription package:

- Projects researched have the official researcher's contact details included.
- Training on best methods to utilize the service is provided.
- A proactive approach is taken to support your business, should we receive notification of an email problem from your ISP, we will contact you to try resolve the issue.
- Online support is offered via Live Help, if there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

### The Benefits:

-  Selection of projects are not openly advertised.
-  Open communication channels through a wealth of professional information.
-  Relevant industry information from conceptual to completed stage.
-  Avoid information overload by customising your online profile.
-  Exclusive opportunities on potential projects of interest are delivered directly to your inbox daily.
-  Monitor projects of interest and receive updates as they evolve.
-  Assign projects to your sales team and manage new business leads through reports, notes, instructions, follow up dates and reminders.
-  Web based, so you can access it from any where at any time, no specialist software required.

# Projects - know in advance who is building what, when & where.

Know what is happening in the industry and plan tactically to expand your business outlook.



## Conceptual

Conceptual stage is the beginning phase of the project.

- Client / Developer
- Securing Funding
- Feasibility Process
- Request for Proposal



## Procedural

Procedural stage involves obtaining various approvals and authorisations.

- Basic Design
- Licensing
- Property Rezoning
- Geotechnical Study
- EIA Process
- Professionals



## Design & Tender

Design & Tender stage involves detailed design, the tender process and bill pricing. The majority of the Project Professionals have been appointed at this stage. Bidding Contractors' details are listed under Bidders.

- Detailed Design
- Negotiation
- Anchor Tenant
- Expression of Interest
- Tender
- Invited List



## Awarded & Underway

The main contractor and subcontractors have been awarded and construction is underway. The main Building and Civil Contractor details are listed under Awards.



## Complete

Practical completion is nearing the end or is structurally complete.



## Postponed

The project is on hold for various reasons. If you are assigned to the project as a monitor, you will receive an update email when the status changes.





## DAILY TENDERS: SOURCING CURRENT TENDERS MADE EASY

# LEADS<sup>2</sup> BUSINESS

### The Solution

Get tender opportunities for your business through our extensive resource of tender notices.

Most companies are concerned with economising. Leads 2 Business is available to you without the overhead of an entire research team or copious subscriptions to multiple tender resources. This is certainly an asset to any company that is serious about growing their business.

Focus on your specific industry utilising our time-saving Daily Advisories namely:

- Civil
- Building
- Electrical & Instrumentation
- IT & Telecom
- Air-con & Refrigeration
- Plant, Maintenance & Mechanical
- Materials & Supply
- Security & Fire
- Fencing
- Consulting
- Facilities Management
- Trades.

# LEADS<sup>2</sup> BUSINESS

### Support

You want your company to excel in a competitive industry, to help you make the most of the leads provided; these support services are included in the subscription package:

- Tenders researched have the official researcher's contact details included.
- Training on best methods to utilize the service is provided.
- A proactive approach is taken to support your business, should we receive notification of an email problem from your ISP, we will contact you to try resolve the issue.
- Online support is offered via Live Help, if there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.
- You needn't wade through excessive amounts of information. Each email advisory gives a brief description of the contract, site inspection date, region, CIDB rating and contract number, an expanded version of each tender notice is available via a link through to our website.

### The Benefits:

-  New potential tenders of interest are delivered directly to your inbox daily.
-  Relevant information specific to your industry.
-  Key tender information in your inbox: client, contract description and number, site inspection, region, CIDB grading.
-  Extensive tender sources across Southern Africa available in one solution.
-  Avoid information overload by customising your online profile.
-  Send Tenders to your colleagues.
-  Web based, so you can access it from any where at any time, no specialist software required.

# Tenders - complete with an entire research team.

Realise immediate savings on time, subscriptions & staff with our Tenders.  
Customised information delivered to you daily, so you can focus on growing your business.



## Source & Research

We source the information from:

- Newspapers
- Online Resources
- Personal Contacts
- Tenders submitted to us
- Government Gazettes



## Sort, Capture & Upload

The information is collated, captured and uploaded to our website.



## Customised

Customise your Profile to receive information vital to your business by selecting your relevant filters using our Advisory Wizard.



## Research Delivered

At the close of business each day, you can rely on new Leads being delivered to your inbox.  
All available tenders that match your profile filter settings are sent to you in a summarised format.





## LEADS 2 QUOTES: AN INDUSTRY SOLUTION THAT MEASURES UP

# LEADS<sup>2</sup> BUSINESS

### The Solution

Leads 2 Quotes (L2Q) is an electronic price enquiry system used by estimators to facilitate communication between Contractors, Manufacturers and Suppliers.

Leads 2 Quotes has modernized the estimating process stimulating future growth of businesses through efficient electronic tendering.

Translate your Bills of Quantities into various electronic formats ensuring multi-platform compatibility. Select your preferred Vendors from our construction directory of over 90 000 companies and generate request quotes via email & fax for pricing.

These emails include your company branding, terms & conditions, drawings, addendums and specifications.

The Vendor can respond with their pricing, terms and conditions within a stipulated time period.

### Support

We want your company to excel and for this reason training is included when you subscribe to our service.






We take a proactive approach to support, if we receive notification of an email problem from your ISP, we will contact you to try and sort it out.

We offer Online support via Live Help. If there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

Peace of mind:

Our dedicated support team will follow up on your Requests for Quotes (RfQ's) & update you accordingly on their response.

### The Benefits:

-  One Integrated System.
-  L2Q equips buyers with the ability to transfer Bill of Quantities into various electronic formats, for ease of use.
-  Customised trade mapping in accordance with your company's needs enables you to specify your areas of own work.
-  All pricing information can be downloaded or emailed to spreadsheet software insuring multi-platform compatibility.
-  Quick & easy access to a database of vendors / suppliers from localised businesses within the area of the tender with the added flexibility to mark them as your preferred supplier / vendor.

# LEADS<sup>2</sup> BUSINESS

# Leads 2 Quotes - more competition, more value.

Network with thousands of registered members on our Construction Directory.



## Request

The Buyer / Contractor requests the Project creation of an electronically coded Bill via [www.L2B.co.za](http://www.L2B.co.za)



## E-mail

After acquiring the Bill of Quantities (.xls), the Buyer / Contractor emails it to Leads 2 Business along with any drawings (.pdf)



## Convert, Code & Upload

We convert the file into our database format. The Bill is coded in accordance with your Trade Profile and uploaded to the Buyers / Contractors profile.



## Log in & Price

The Buyer / Contractor then logs onto [www.L2B.co.za](http://www.L2B.co.za) & sends out Requests for Quotes (RFQ's) using our database of Vendors / Suppliers listed on our Directory.



## Follow up

The Leads 2 Business Control List Team follow up on responses by Vendors / Suppliers on behalf of the Buyer / Contractor.



## Response

The Buyer/ Contractor can view the Response List as a summary online.



## Tender

Buyer/ Contractor submits tender, based on pricing received from Vendors / Suppliers response.



**LEADS<sup>2</sup>**  
BUSINESS



# THE PLATINUM DIRECTORY LISTING:

A SIMPLE TOOL THAT HAS EVOLVED INTO A REMARKABLE BUSINESS SYSTEM

## LEADS<sup>2</sup> BUSINESS

### The Solution

As a Vendor, registering on the Platinum Directory Listing, your company has the opportunity to generate new business leads within a well-defined market niche.








Specify whether your product / service is labour & materials, or labour only; Define your BBBEE status and indicate CIDB registration; list all necessary company contact details and give a detailed description of your company's products / services rendered.

### Support

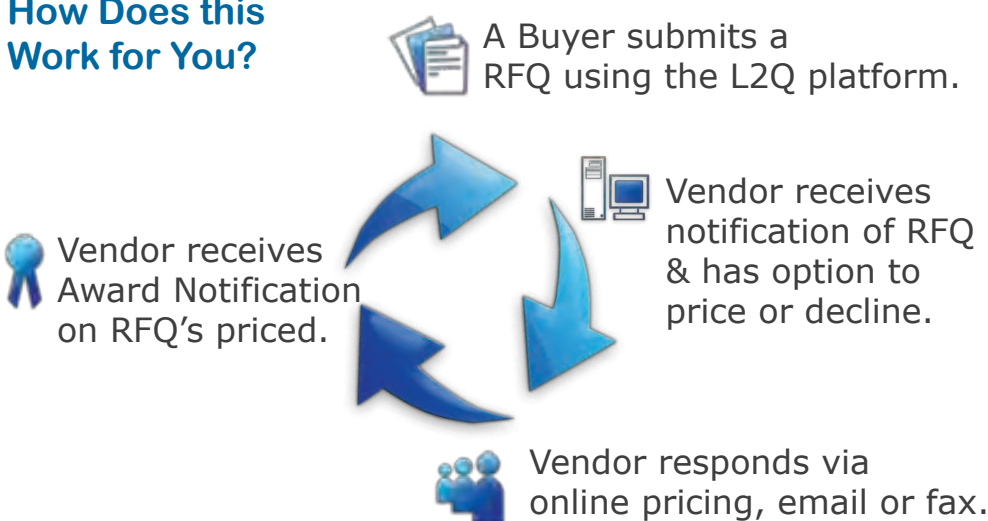
We take a proactive approach to support, if we receive notification of an email problem from your ISP, we will contact you to try and sort it out.

We offer Online support via live help. If there is a feature you need assistance with or a query you need to raise, we are only a click or a call away.

### The Benefits:

-  Gain exposure to Southern Africa's distinguished Buyers.
-  Stimulate Online Pricing awareness on prospective Tenders.
-  Optional SMS notification should an RfQ (Request for Quotation) be sent to you.
-  Improve your company's exposure and position as You price.
-  Broadcast items you have priced to other buyers looking for the same pricing information.
-  Manage your listing to dictate which Requests for Quotes are appropriate to your trade profile.
-  Notification on awarded contracts you have Priced.

### How Does this Work for You?



## LEADS<sup>2</sup> BUSINESS

# Directory - platinum listing, acquire more business, more often.

Expose your business to targeted Industry listings & secure new contacts.



## Be Listed

A Buyer / Contractor will send out Requests for Quotes (RFQ's) to Vendors / Suppliers listed on our Directory.



## Request For Quote (RFQ)

When a Vendor / Supplier receives the RFQ, they have the option to price or decline the request.



## Price Online

Vendors can respond via: Online pricing, email or fax. (If the Buyer / Contractor has drawings associated with the Bill these will be available online and accessible with your Vendor / Supplier username and password.)



## Follow Up

Vendors / Suppliers who haven't responded are contacted by the Leads 2 Business Control List Team for follow up.



## Contractor Tenders

Prices submitted by Vendors / Suppliers are used by the Buyer / Contractor to formulate their tender pricing.



## Award

Platinum Directory Listed Vendors / Suppliers will receive Award notifications on RFQ's received.







**authorisation**

PLEASE PRINT IN BLOCK LETTERS

DETAILS BELOW TO BE COMPLETED BY YOUR **ACCOUNTS DEPARTMENT**

**Debit Order:** To: **Leads 2 Business** (abbreviated Name as Registered with the Bank: **L2B**)

Please debit my/our account once a month on the:  15th of the month OR  the last working day of the month  
Kindly provide proof of the bank account detailed below with your subscription.

**Authority Given by/ Name of Account:** \_\_\_\_\_

**Bank:**  FNB  Standard Bank  ABSA  Nedbank Other: \_\_\_\_\_

**Account number:** [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ] **Branch name:** \_\_\_\_\_

**Branch code:** [ ][ ][ ][ ][ ][ ] **Account type:**  Current  Transmission  Savings Other: \_\_\_\_\_

Monthly Debit Amount R \_\_\_\_\_ (incl. VAT) Annual Debit Amount R \_\_\_\_\_ (incl. VAT)

**A. Terms and Conditions**

First debit date within fourteen (14) days of fax date, and thereafter on the day of the month as indicated above. This signed Authority and Mandate refers to our contract dated ("the Agreement"). I/We hereby authorise you to issue and deliver payment instructions to your Banker for collection against my/our above-mentioned account at my/our above-mentioned Bank (or any other bank or branch to which I/we may transfer my/our account) on condition that the sum of such payment instructions will never exceed my/our obligations as agreed to in the Agreement and commencing on and continuing until this Authority and Mandate is terminated by me/us. The individual payment instructions so authorised to be issued must be issued and delivered as per overleaf. In the event that the payment day falls on a Sunday, or recognised South African public holiday, the payment day will automatically be the very next ordinary business day. I/We understand that the withdrawals hereby authorised will be processed through a computerised system provided by the South African Banks. I/We also understand that details of each withdrawal will be printed on my bank statement. Such must contain a number, which must be included in the said payment instruction and if provided to me should enable me to identify the Agreement. This number must be added to this form in Section E before the issuing of any payment instruction. I/We agree to pay any bank charges relating to this debit order instruction. The above physical address is our domicilium citandi et executandi. I/we understand and agree that I/we will be personally liable for all outstanding monies which may be due to Leads 2 Business for services which I/we used. I/we also agree that I/we will be held liable for all interest, collection cost and/or any fees which may occur should the account be handed over for collection. I/We understand clearly that Leads 2 Business has the right to place a listing on Credit Bureau should I/we fail to settle the account in full. Receipt of this instruction by you shall be regarded as receipt thereof by my/our bank.

Initial here

**B. Mandate**

I/We acknowledge that all payment instructions issued by you shall be treated by my/our above-mentioned Bank as if the instructions have been issued by me/us personally.

**C. Cancellation**

Should you wish to unsubscribe we require fourteen (14) days' notice in writing prior to the next debit run. Notice to be faxed to 033 343 5882 or emailed to Accounts@L2B.co.za. I/We agree that although this Authority and Mandate may be cancelled by me/us, such cancellation will not cancel the Agreement. A maximum suspension period of three (3) months is allowed, after which the account will automatically be reactivated. Suspension requests must be received by L2B in writing. I/We shall not be entitled to any refund of amounts which you have withdrawn while this Authority was in force, if such amounts were legally owing to you.

Initial here

**D. Assignment**

I/We acknowledge that this Authority may be ceded or assigned to a third party if the Agreement is also ceded or assigned to that third party, but in the absence of such assignment of the Agreement, this Authority and Mandate cannot be assigned to any third party.

**E. Agreement Reference Number**

This Agreement reference number is: \_\_\_\_\_ **(This will be supplied by L2B)**

**Kindly Note:**

- The first debit will include an adjustment for the balance of the first month. All subscriptions are payable in advance.
- Rates are subject to an annual increase in March.
- Proof of Bank Account Details provided must not be older than 3 months.

Signed at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ /201\_\_\_\_\_

Authorised Signatory Name: \_\_\_\_\_ ID Number: [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]

Signature \_\_\_\_\_ Capacity: \_\_\_\_\_

Please e-mail/fax this form and proof of Bank account details (not older than 3 months). Your subscription will be processed on receipt of e-mail/fax, complete with all relevant supporting documents.

**authorisation**

PLEASE PRINT IN BLOCK LETTERS

DETAILS BELOW TO BE COMPLETED BY YOUR **ACCOUNTS DEPARTMENT**

**For the Attention of (L2B Representative's Name):** \_\_\_\_\_  
**Company Name:** \_\_\_\_\_  
 Company CK or CC No.: [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]    Vat No: [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]  
 Referred by (eg: Google, Telesales, etc.): \_\_\_\_\_  
 Users Name: \_\_\_\_\_    Subscription Start Date:   dd /   mm /201    
 Users E-mail: \_\_\_\_\_  
 Accounts Contact: \_\_\_\_\_  
 Accounts E-mail: \_\_\_\_\_  
 Postal Address: \_\_\_\_\_    Code: \_\_\_\_\_  
 Physical Address: \_\_\_\_\_    Code: \_\_\_\_\_  
 Telephone: \_\_\_\_\_    Fax: \_\_\_\_\_    Cell: \_\_\_\_\_

<b>Please indicate your subscription choice: (Prices are annually &amp; include VAT)</b> <b>Please complete an Advisory form for each user you require.</b>	<b>Notes:</b>
<b>Tenders</b>	
South Africa	<input type="checkbox"/> R 11,760.00 <input type="checkbox"/> x R 4,200.00
Africa	<input type="checkbox"/> R 14,280.00 <input type="checkbox"/> x R 5,760.00
South Africa and Africa	<input type="checkbox"/> R 20,544.00 <input type="checkbox"/> x R 5,760.00
<b>Projects (South Africa &amp; Africa)</b>	<input type="checkbox"/> R 25,080.00 <input type="checkbox"/> x R 10,800.00
<b>Leads 2 Quotes</b>	<input type="checkbox"/> R 21,000.00 <input type="checkbox"/> x R 15,600.00
<b>Platinum Directory Listing</b>	<input type="checkbox"/> R 700 Cost per Branch <input type="checkbox"/> x R 500 Additional Branch <input type="checkbox"/> x R 300 Additional Contact
Annual Deposit Amount R _____ (incl. VAT)	

**KINDLY DEPOSIT FUNDS AND REMIT PROOF OF PAYMENT TO: FAX: +27(0) 33 343 5882 E-mail: Accounts@L2B.co.za**

**For Tenders, Projects & Leads 2 Quotes, deposit funds to:**  
**Account name:** Cedrus Internet Solutions (Pty) Ltd.  
**Bank:** First National Bank  
**Branch:** Boom Street, PMB, (221325)  
**Account number:** 620 1825 1223

**For Platinum Directory Listing, deposit funds to:**  
**Account name:** CIS Administration Trust  
**Bank:** First National Bank  
**Branch:** Boom Street, PMB, (221325)  
**Account number:** 623 5117 0271

**Terms and Conditions**

1. All subscriptions are payable in advance and proof of payment is required prior to registration.
2. Payment will be requested by an emailed invoice, up to fourteen (14) days' before due date of payment. Should payment not be made by due date, Leads 2 Business reserves the right to deactivate access to the website.
3. A maximum suspension period of three (3) months is allowed, after which the account will automatically be reactivated. An emailed invoice will be issued, up to fourteen (14) days' before reactivation date. Suspension requests must be received by L2B in writing.
4. Should you wish to unsubscribe we require fourteen (14) days' notice in writing. Notice to be faxed to 033 343 5882 or emailed to Accounts@L2B.co.za.
5. **Rates are subject to an annual increase in March.**
6. The above physical address is our domicillium citandi et executandi and I/we also understand and agree that I/we will be personally liable for all outstanding monies which may be due to Leads 2 Business for services which I/we used. I/we also agree that I/we will be held liable for all interest, collection cost and/or any fees which may occur should the account be handed over for collection. I/we understand clearly that Leads 2 Business has the right to place a listing on Credit Bureau should I/we fail to settle the account in full.

Signed at \_\_\_\_\_ on this \_\_\_\_\_ day of \_\_\_\_\_ /201\_\_\_\_\_

Authorised Signatory Name: \_\_\_\_\_ ID Number: [ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ][ ]

Signature \_\_\_\_\_ Capacity: \_\_\_\_\_

<b>For Office Use Only:</b> Username: _____ Password: _____	
AE: _____ UCID: _____	
Pastel: _____ Account ID: _____	ACCID: _____
<input type="checkbox"/> Subscribers File (xls)	<input type="checkbox"/> FNB Bank
<input type="checkbox"/> _____ Pro-Rata Days added	<input type="checkbox"/> Saved to NAS
<input type="checkbox"/> Proof of Account Supplied	<input type="checkbox"/> E-mail AE & AC
Registered Date: _____ / _____ /201_____	Registered Time: _____:_____
Phoned Date: _____ / _____ /201_____	Phoned Time: _____:_____
Spoke to: _____	

**Selections**

PLEASE SELECT YOUR REQUIRED FILTERS

DETAILS BELOW TO BE COMPLETED FOR **THE USER** WHO WILL RECEIVE OUR LEADS

**For the Attention of (L2B Representative's Name):** \_\_\_\_\_ **Date:** \_\_\_/\_\_\_/201\_\_

**Company Name:** \_\_\_\_\_ **Branch Name:** \_\_\_\_\_

**Recipient Name:** \_\_\_\_\_

**Email address:** \_\_\_\_\_

**Postal Address:** \_\_\_\_\_ **Code:** \_\_\_\_\_

**Physical Address:** \_\_\_\_\_ **Code:** \_\_\_\_\_

**Website Address:** \_\_\_\_\_

**Telephone:** \_\_\_\_\_ **Fax:** \_\_\_\_\_ **Cell:** \_\_\_\_\_

**Company Description:** (Tell us more about what you do & detail the services or products that are unique to your company)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**BBBEE Status:** \_\_\_\_\_ **CIDB Rating:**  Yes or  No If Yes what rating: \_\_\_\_\_

**Trades/ Products /Scope of works:** \_\_\_\_\_

**Capacity:**  Material  Labour  Material & Labour  Country-wide Supplier  Continental Supplier

**Serviceable Regions:** \_\_\_\_\_

**Activate this user for the following Service(s):**  Projects  Tenders  Leads 2 Quotes  Platinum Directory

**YOUR PROFILE SELECTIONS**

- Tender Africa Advisory
- Tender Industry Advisory
- Building & Construction News
- Receive an Advisory even if there are no results

- Tender Awards Advisory
- Receive ALL Awards regardless of filters
- Tender Keyword Advisory
- Keywords Ignore Profile filters

- Projects Advisory
- Project Weekly Report
- Project Fortnightly Report
- Project Monthly Report
- Enable Automatic Monitoring of Projects Based on Project Advisory Filter Settings

**AFRICA REGIONS**  
**(Applies to Africa Tenders & Projects)**

- Central Africa
- Eastern Africa
- Northern Africa
- Western Africa
- SADC

**SOUTH AFRICA REGIONS**  
**(Applies to Tenders & Projects)**

- Eastern Cape
- Free State
- Gauteng
- KwaZulu-Natal
- Limpopo
- Mpumalanga
- North West
- Northern Cape
- Western Cape

**TENDER KEYWORDS**

01. \_\_\_\_\_
02. \_\_\_\_\_
03. \_\_\_\_\_
04. \_\_\_\_\_
05. \_\_\_\_\_
06. \_\_\_\_\_
07. \_\_\_\_\_
08. \_\_\_\_\_
09. \_\_\_\_\_
10. \_\_\_\_\_

**INDUSTRY**

- Air Con & Refrigeration
- Alternate Energy
- Building
- Consultants
- Demolition & Blasting
- Electrical & Instrument
- Facilities Management
- Fencing
- Fleet Management & Transportation
- Infrastructure
- IT & Telecom
- Materials & Supplies
- Mechanical
- Plant & Machinery
- Security & Fire
- Supplier Database
- Trades

**INDUSTRY SECTOR**

- Factory & Warehousing
- Healthcare
- Hospitality & Leisure
- Industrial
- Institutional
- Mining
- Office & Commercial
- Power Grid
- Renovations
- Residential
- Retail
- Road
- Transport Terminal
- Water

**PROJECT STATUS**

- Conceptual
- Procedural
- Design
- Tender
- Awarded
- Underway
- Complete

**PROJECT VALUE**

- R 0 - R 2 Million
- R 2 - R 30 Million
- R31 - R 60 Million
- R61 - R100 Million
- R100 Million Plus

**TENDER ESTIMATES**

- CIDB 1: R 0 - R 200,000
- CIDB 2: R 200,000 - R 650,000
- CIDB 3: R 650,000 - R 2 Million
- CIDB 4: R 2 Million - R 4 Million
- CIDB 5: R 4 Million - R 6,5 Million
- CIDB 6: R 6,5 Million - R 13 Million
- CIDB 7: R 13 Million - R 40 Million
- CIDB 8: R 40 Million - R 130 Million
- CIDB 9: R 130 Million Plus