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Builder SupplyNet - Online Trading Community

Purdue ECT Team
Purdue University, ectinfo@ecn.purdue.edu

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BUILDER SUPPLYNET - ONLINE TRADING COMMUNITY

THE NEED

The online, virtual trade community can simplify constructions firms' business processes by providing enhanced marketing, bidding, communication and commerce. As a password-protected, subscription-based online community, Builder SupplyNet developed and operated by Internos Corp, promotes business relationships among general contractors, builders, subcontractors, suppliers, and service providers. Furthermore, by helping local firms better manage their business processes and projects, it can help make them more productive and profitable.

THE TECHNOLOGY

Builder SupplyNet is hosted at UUNET™, providing services with a direct connection to the UUNET backbone capacity network. Builder SupplyNet's technology was developed by Microstate, Inc. The Hamilton Software interfaces with SQL databases and enables real-time editing of members' pages and data. Based on these technologies, Builder SupplyNet enables subscribers to search for vendors by area of specialty, CSI division number and minority designation; access vendor catalogs; submit online purchase orders; e-mail requests for bids, sealed bids, promotional messages and work orders to individual or multiple recipients; send documents and attached files in original format; transmit blueprints without special software; access archived e-mails; and verify transmission and receipt of information.

Internet Based - e-Marketplace



FIGURE 1 BUILDER SUPPLYNET - ONLINE TRADING COMMUNITY



THE BENEFITS

- Can facilitates the electronic exchange of information, streamlining operations among residential and commercial construction industry participants in local construction markets nationwide.
- Availability. Can transmit requests for bids and quotes electronically to trading partners within a local or national geographic area.
- Increased qualified industry contacts. Can expand list of competent contacts and reduce dependency upon referrals, chance meetings and geographic proximity.
- Enhanced knowledge base. Instead of choosing vendors or subcontractors out of habit or time constraints, the database query can compare results and make an informed decision quickly and effortlessly.
- Improve communications and save time. Can simplify routine commerce communications among industry participants and reduce time spent playing telephone tag and faxing documents.
- Immediacy: Can transmit one-time and limited-time promotional opportunities directly to active buyers.
- Expedite purchasing: Can select vendor products for purchase, complete purchase orders automatically via e-mail and end repetitive tasks.

STATUS

Builder SupplyNet V. 2.0 was launched by Internos Corp. in Fall 1999 as the first subscription-based online working community for local construction and building markets nationwide. Builder SupplyNet customers include William V. Walsh Construction and Natelli Custom Homes and Renovations.

BARRIERS

- Builder SupplyNet is only available in limited geographic markets; however, they continually are expanding into new ones, which now include Atlanta; Austin, Dallas/Fort Worth and Houston, Texas; Baltimore; Boston; Charlotte, Greensboro and Raleigh-Durham, N.C.; Chicago; Indianapolis; Lincoln/Omaha, Neb.; Los Angeles, Orange County, San Diego and San Francisco, Calif.; New York; northern New Jersey; Lehigh Valley, Philadelphia and Scranton/Wilkes Barre, Pa.; Phoenix; Richmond and Tidewater, Va.; and Washington, D.C
- Companies can pay a flat annual fee of \$999 per local market, or \$99 per month through a company subscription includes an unlimited number of users.



POINTS OF CONTACT

Gary Graziano, Builder SupplyNet, Internos Corp..

Tel: (703)715-3200, Fax: (703)715-8001. Email: ggraziano@internoscorp.com

Erika Platt, KSK Communications, Ltd.

Tel: (703)734-1880, Fax: (703)821-2756. Email: eplatt@kskcommunications.com

REFERENCES

1. News Release by Builder SupplyNet. Nov. 1999

REVIEWERS

Peer reviewed as an emerging construction technology

DISCLAIMER

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