

FAQ's ABOUT ACI'S PARTNERSHIP WITH THE BLUE BOOK NETWORK

HOW DO CURRENT ACI MEMBERS BENEFIT FROM THIS RELATIONSHIP/WHY SHOULD I BE A MEMBER OF BOTH?

- * 2 ORGANIZATIONS WITH NEARLY 200 YEARS COMBINED EXPERIENCE, INTEGRITY AND DEDICATION TO THE COMMERCIAL CONSTRUCTION INDUSTRY HELPING YOU GROW AND DEVELOP YOUR BUSINESS AND ADVOCATING ON YOUR BEHALF
- * ACI IS FOCUSED ON A 50 MILE RADIUS OF CINCINNATI, HAS LONG STANDING RELATIONSHIPS WITH GENERAL CONTRACTORS, CEO'S, PROVIDES EXCELLENT NETWORKING OPPORTUNITIES, A PROJECT LEAD SERVICE WITH ACCESS TO ONLINE PLANS AND SPECS (CONSTRUCTION CONNECTION), EDUCATION, SAFETY, TRAINING, INCLUSION ADVOCACY AND AFFINITY PARTNERSHIPS HELPING MEMBERS SAVE MONEY (PAYROLL SERVICES, SOFTWARE, WIRELESS SERVICE, GASOLINE SAVINGS AND WORKER'S COMPENSATION).
- * THE BLUE BOOK NETWORK – A 101 YEAR OLD, EMPLOYEE OWNED, INSTITUTION WITH A NETWORK OF INDUSTRY PARTNERS FROM DESIGN TO POST CONSTRUCTION IN EVERY MAJOR METROPOLITAN AREA IN THE UNITED STATES AND CANADA. WE ARE FOCUSED ON INCREASING YOUR COMPANY'S EXPOSURE TO BUYERS (GC'S, OWNERS, PROPERTY MANAGERS, FACILITY MANAGERS ETC), HELPING YOU STRENGTHEN YOUR EXISTING RELATIONSHIPS, DEVELOPING NEW ONES, STREAMLINING YOUR WORKFLOW AND ULTIMATELY INCREASE YOUR PROFITABILITY.
- * HAVING 250 BUSINESS DEVELOPMENT CONSULTANTS FROM COAST TO COAST, OUR NETWORK HELPS COMPANIES STAY CONNECTED TO THEIR EXISTING CUSTOMERS, HELPS THEM INCREASE THEIR VISIBILITY TO NATIONAL OWNERS AND GC'S DOING PRIVATE PROJECTS IN THE GREATER CINCINNATI AREA. WE ALSO HAVE 6 BUSINESS DEVELOPMENT CONSULTANTS THAT SERVICE THE CINCINNATI, DAYTON AND COLUMBUS MARKETS CALLING ON EVERYONE FROM DESIGN TO POST CONSTRUCTION LEVERAGING THOSE RELATIONSHIPS WITH THEIR CUSTOMERS.

DO WE STILL PAY FOR BOTH MEMBERSHIPS?

YES.

- * WE ARE 2 SEPARATE BUSINESSES.
- * ACI MEMBERSHIP/CONSTRUCTION CONNECTION IS ONE COST AND THE BLUE BOOK IS ANOTHER.
- * BLUE BOOK SIMPLY PROVIDES THE ONLINE PLANROOM TO ACI'S CONSTRUCTION CONNECTION SUBSCRIBERS EXACTLY THE WAY ISQFT DID IN THE PAST.

WHAT FREE PRODUCTS DO ACI MEMBERS (NON BLUE BOOK CUSTOMERS) RECEIVE AS PART OF THIS PARTNERSHIP?

- * MARK-UP AND TAKE-OFF SOFTWARE – VU360
- * THEBLUEBOOK.COM – ACCESS TO 1,000,000 QUALIFIED SUBS AND SUPPLIERS
- * BB-BID – GENERAL CONTRACTORS ARE ABLE TO USE OUR SAFE, SECURE, PASSWORD PROTECTED ONLINE BID COMMUNICATION TOOL TO SOLICIT ONLINE PLANS,

SPECIFICATIONS AND SCOPE OF WORK TO JUST THEIR PRIVATE VENDORS.

- * OR, IF NEEDED, GO OUTSIDE OF YOUR CURRENT DATABASE TO FIND, QUALIFY AND CONNECT THROUGH PROVIEW WITH LOCAL SUBS AND SUPPLIERS.
- * BPMSELECT.COM – A DATABASE OF OVER 50,000 NATIONAL BUILDING PRODUCT MANUFACTURERS. ACCESS TO THEIR SPECIFICATIONS, LOCAL SOURCES OF SUPPLY, TEAR SHEETS ETC.
- * 2 WEB-APPS:
 - * JOBSITEEQUIP.COM – REACH OUT THROUGH OUR DATABASE TO PURCHASE OR RENT CONSTRUCTION EQUIPMENT FROM YOUR SMART PHONE OR TABLET.
 - * BB-BID.COM/GETBIDS – FROM YOUR SMART PHONE OR TABLET, TAKE PICTURES OR VIDEO AND SOLICIT BIDS TO OVER 1,000,000 QUALIFIED SUBS AND SUPPLIERS
- * BB-GATEWAY.COM – BB-GATEWAY ENABLES OWNERS, PROPERTY MANAGERS, GENERAL CONTRACTORS, ARCHITECTS, ENGINEERS AND GOVERNMENT AGENCIES TO BUILD A CUSTOM LIST OF COMPANIES AND COMMUNICATE THEIR MESSAGES EASILY AND SECURELY USING THEIR OWN MESSAGING APPLICATIONS – INCLUDING YARDI, PRIMAVERA, MAXIMO OR EVEN OUTLOOK, EXCEL AND GMAIL!
- * ACCESS TO THE BLUEBOOK NETWORK SHOWCASE APRIL 22ND (3-7) AT THE HORSESHOE CASINO. SHAKE HANDS WITH OVER 50 GENERAL CONTRACTORS IN ONE ROOM AT ONE TIME.

DO I HAVE ACCESS TO BLUE BOOK PROJECT LEADS AS A NON BLUE BOOK CUSTOMER?

- * AS A NON BLUE BOOK CUSTOMER, WE ALLOW YOU TO VIEW 5 PROJECT LEADS THROUGHOUT THE COURSE OF THE YEAR.
- * AS ALWAYS, IF YOU RECEIVE A DIRECT ITB FROM A GENERAL CONTRACTOR USING BB BID, YOU ARE ABLE TO ACCESS ALL OF THESE LEADS.

WHY SHOULD I JOIN BLUE BOOK?

- * PROVIEW – A 25 PAGE WEBSITE HOSTED ON THEBLUEBOOK.COM WHERE 250,000 UNIQUE VISITORS ON A MONTHLY BASIS GO TO FIND, QUALIFY AND CONNECT WITH YOUR BUSINESS (ALSO RELEVANT ON GOOGLE, YAHOO AND BING). PROVIEW BROADCASTS AND SHOWCASES YOUR COMPANY'S QUALIFICATIONS TO YOUR EXISTING CUSTOMERS AND ALLOWS PROSPECTIVE NEW CUSTOMERS TO EASILY FIND THE ANSWERS TO THEIR QUALIFICATION QUESTIONS HELPING YOU RETAIN YOUR EXISTING CUSTOMERS AND FORGE NEW RELATIONSHIPS .
 - * THIS WOULD BE FOR THE COMPANY THAT IS LOOKING FOR MORE PRIVATE, OWNER NEGOTIATED WORK, THOSE LOOKING FOR ACCESS TO PROPERTY AND FACILITIES MANAGERS OR THOSE LOOKING TO GO TO BEYOND GREATER CINCINNATI.
- * UNLIMITED ACCESS TO PRIVATE AND PUBLIC PROJECT LEADS. ACCESS TO ONLINE PLANS AND SPECS, BIDDERS LISTS ON PRIVATE AND PUBLIC PROJECTS.
 - * OUR PAID CUSTOMERS GET SIGNIFICANTLY MORE OPPORTUNITIES THAN NON-CUSTOMER BOTH IN THE NUMBER OF PROJECT LEADS BUT ALSO PHONE CALLS, FAXES AND EMAILS FROM GC' AND OWNERS GOING OUTSIDE OF THEIR VENDOR LIST (ALMOST ALWAYS). WE PUT OUR CUSTOMERS FRONT AND CENTER.
- * PRINT ADS IN THE "BIBLE" OF THE COMMERCIAL CONSTRUCTION INDUSTRY
- * A BUSINESS DEVELOPMENT CONSULTANT – AN EMPLOYEE OWNER OF THEIR OWN BLUE

BOOK "FRANCHISE" EXPERIENCED IN GROWING AND DEVELOPING THEIR BUSINESS AND THE BUSINESSES OF THEIR CUSTOMERS. THEIR #1 FOCUS IS RETAINING THEIR CUSTOMERS' BUSINESS THROUGH SUPERIOR CUSTOMER SERVICE.

- * DISCOUNTED RATES THROUGH INDUSTRY PARTNERS WITH REGARD TO CONTINUING EDUCATION AND SAFETY TRAINING
- * 500 EMPLOYEE OWNERS WITH A VESTED INTEREST IN THE SUCCESS OF YOUR BUSINESS
- * ALL THE FREE PRODUCTS ALREADY MENTIONED (VU360, THEBLUEBOOK.COM, BPMSELECT, JOBSITE EQUIP, GET BIDS, NETWORK SHOWCASE)

ADDITIONAL BLUE BOOK PRODUCTS AVAILABLE

- * PROJECT PIPELINE (CRM) – THE ONLY CRM SYSTEM SPECIFICALLY DESIGNED FOR THE COMMERCIAL CONSTRUCTION INDUSTRY. A WEB-BASED BUSINESS SYSTEM THAT HELPS COMPANIES IN THE CONSTRUCTION INDUSTRY EASILY ORGANIZE THE CRITICAL INFORMATION ON THE PROJECTS AND CUSTOMERS THEY ARE INTERESTED IN. HELPING CUSTOMERS WITH LEAD MANAGEMENT (ORGANIZE MULTIPLE LEAD FEEDS), PROPOSAL MANAGEMENT (STREAMLINE YOUR PROPOSAL PROCESS AND TRACK SUCCESS RATES) AND CONTACT MANAGEMENT (MAKE SURE YOUR CUSTOMERS ARE FOLLOWED UP WITH)
- * PROJECT SOURCE DIRECT – AN EASY WAY TO IDENTIFY AND ISOLATE YOUR HIGHEST ROI PROJECTS
 - * FOR SUBS - A CUSTOMIZED LEAD FEED BASED ON THE KEYWORDS YOU LOOK FOR IN SPECIFICATIONS TO DETERMINE WHICH PROJECTS TO PURSUE
 - * FOR SUPPLIERS – A CUSTOMIZED LEAD FEED BASED ON THE KEYWORDS YOU LOOK FOR IN SPECIFICATIONS TO DETERMINE THE RIGHT PROJECTS TO PURSUE AND THE PLAYERS ON THOSE PROJECTS TO WHOM YOU SELL (PRIVATE AND PUBLIC)

BLUE BOOK CONTACTS

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