



# A huge pool of new tender opportunities – at your fingertips

Introducing the BCI Connector



The BCI Connector is a purpose-built plugin that automatically connects the BCI database with your Salesforce platform.

It is designed exclusively for manufacturers servicing the construction industry.

### Never miss an opportunity

With this tool, all relevant tender opportunities from BCI will be automatically searchable within your Salesforce platform.

This will allow your salespeople to be on the front foot with new opportunities – the moment they arise.

### Establish a single source of truth

No need to doubt data accuracy or cross-check different databases with conflicting information.

### Access key information easily

With this tool, your team will be able to login to Salesforce at any time to access up to date BCI database information, including:

- Tender closing dates
- Contacts details for key people
- Projects that are underway

### Capture high-value contacts effortlessly

With the BCI-Connector, you'll be able to enhance your Salesforce database – continually and seamlessly.

High-value contacts will be imported into your database, giving you the opportunity to build relationships with people who have real sway in the construction sector.

### Keep your sales team focused

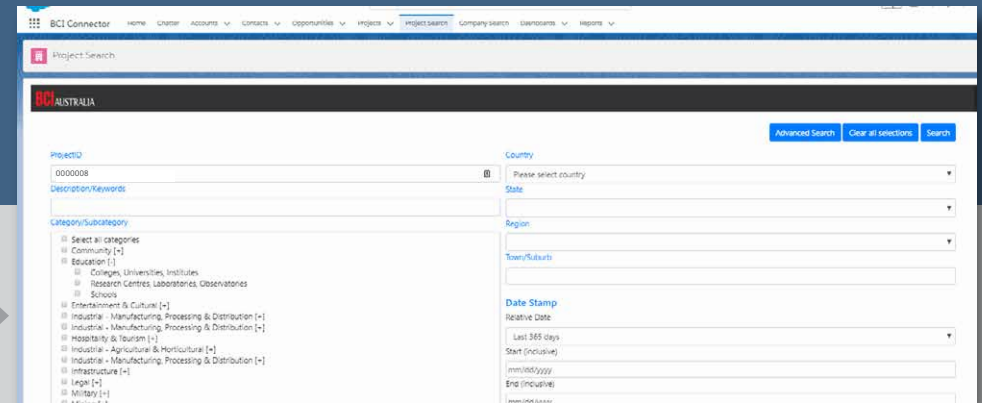
Your sales team won't need to login to BCI to identify possible new opportunities.

With this tool, they'll be able to spend their time actually pursuing these opportunities – rather than:

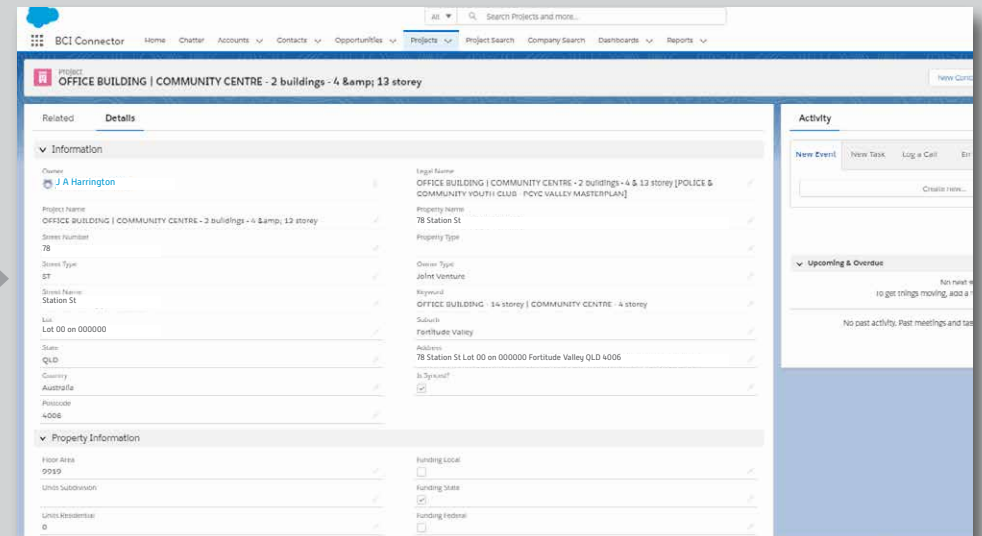
- Manually entering project data
- Logging into multiple platforms
- Wasting time with dated contact information

# All the tools at your command

Enjoy BCI's full search functionality



Track unlimited opportunities relating to a project

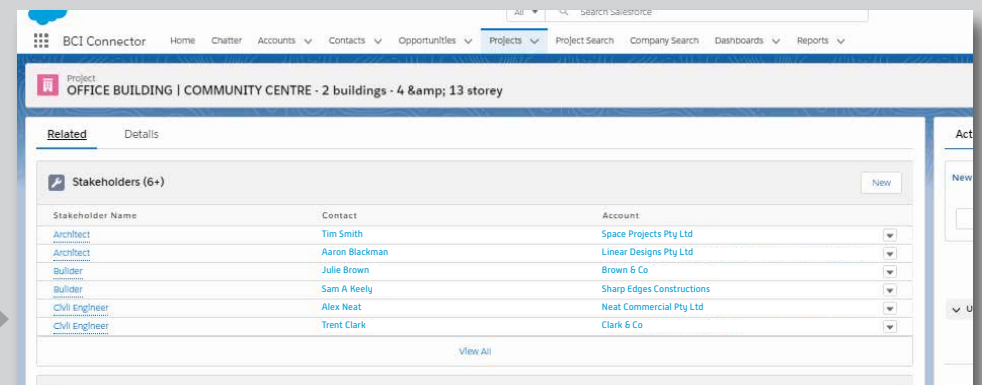


Import information across the lifecycle of a project (whether it's open, underway or complete)

Track opportunities and receive alerts as soon as contracts have been awarded

Receive alerts when new opportunities arise

Capture contact details of key decision-makers



## Ready to streamline your BCI experience?

**Sign up for a free trial today**

BxC.net.au  
bci-connector@bxc.net.au

Your investment  
**\$1200**  
+GST p/a

The BCI-Connector has been expertly designed and built by BxC Consulting – a registered Salesforce partner with deep construction industry experience and know-how.



ENSURING THE EXPERIENCE WITH YOUR BUSINESS WORKS



**BCI** AUSTRALIA