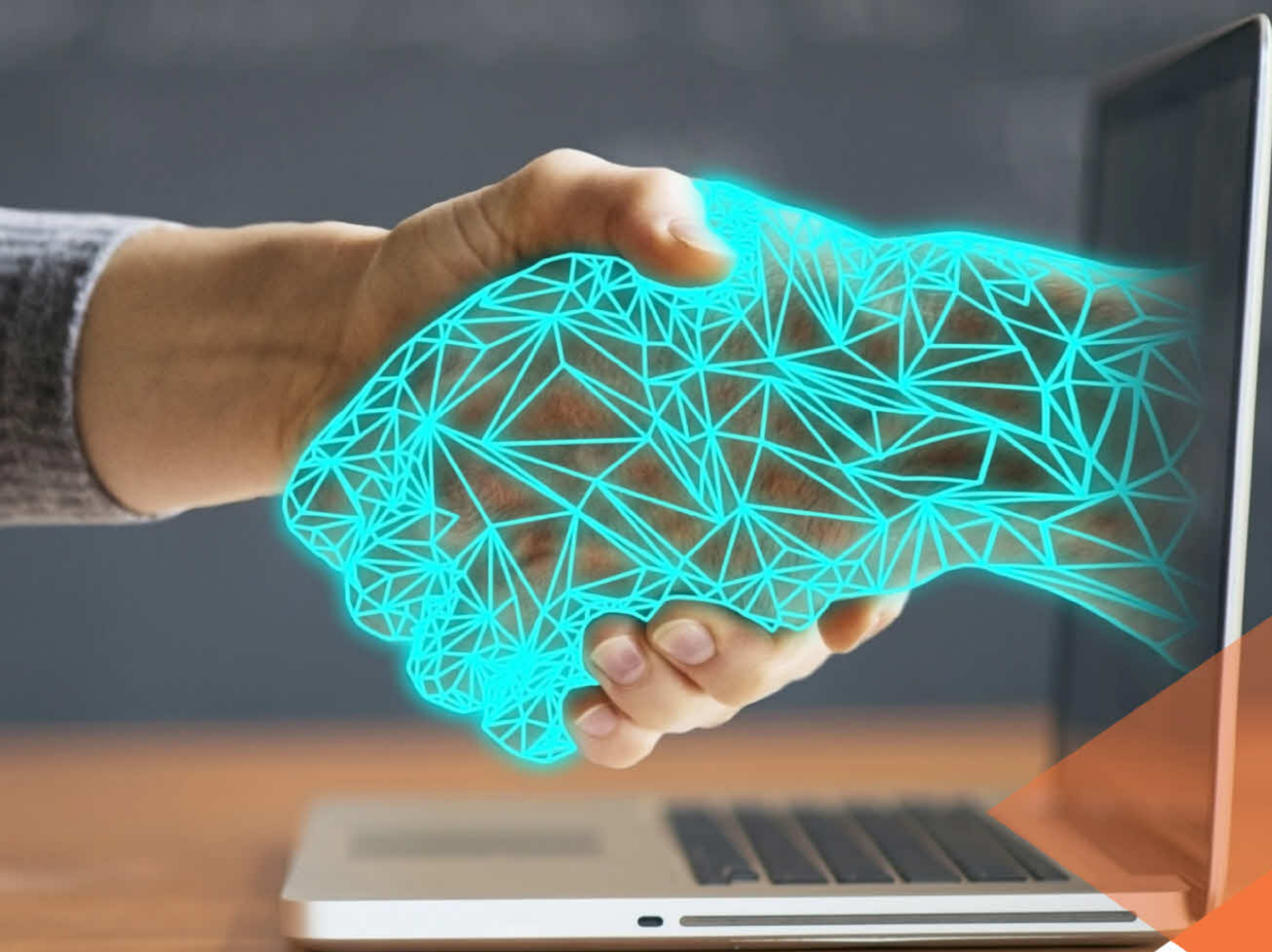




Award Winning Tendering Software  
Since 1991...



EMPOWERING YOU  
**TO WIN**  
PROFITABLE TENDER

*Hong Kong Awards for Industry  
CMA Certificate of Merit in  
Machinery and Equipment Design*

[www.tender.com.hk](http://www.tender.com.hk)



[www.tender.com.hk](http://www.tender.com.hk)

[www.qsmsys.com](http://www.qsmsys.com)



[info@qsmsys.com](mailto:info@qsmsys.com)



## Visual QSM - eTenderWin About eTenderWin

## Award-Winning Tendering and Cost Estimating Software for Building/Civil Contractors

### AWARDS-WINNING TENDERING / ESTIMATING AND BIDDING SOFTWARE YOU CAN RELY ON



Awards Winning Tendering / Estimating and Bidding Software  
Hong Kong Awards for Industry - CMA Certificate of Merit in  
Machinery and Equipment Design.

Design and develop by team of professionals leading by  
awardee of Hong Kong Ten Outstanding Young Digital Person

### FAST IMPLEMENTATION



Whole process from installation, video training and  
implementation can be completed within 1 week.

Unlimited access to our video training site.  
Learn and run within 30 minutes

### PROFESSIONAL SUPPORT



Free Unlimited access to Official Video Training Website  
Full support by Internet for Installation  
Real-time Chat for Technical  
Support Remote Technical Helpdesk

### RELIABLE AND ACCURATE



Trusted by the industry's biggest contrac-  
tors for more than 20 years and has been  
enhanced by the contribution of great  
ideas from our customers in different  
countries all around the world

### TIME SAVING



Save up to 70% of times  
on Tendering Process

### WORKING WITH EXPERTISE



Expertise with more than 25 years  
experiences in handle largest and most  
complex Tenders

**No data entry and no hand writing required for Tender Submission,  
with more features on cost estimation and analysis to assist you...**

Visual QSM - eTenderWin Tendering and Cost Estimating Software System has been used by most of Hong Kong's and Asia's biggest construction contractor on those largest and most complex successful tenders in the last 25 years.

Comprehensive and Innovative Power functions, Ease of Use and Speed of Adoption make eTenderWin becomes popular in Asia for building and civil contractors.

With years of experiences in development Tendering Software System for Contractors in Construction Industry, we have created a long-term relationship with most of the Biggest Contractors in Asia Pacific.

Since the first version launched in 1991, eTenderwin has been enhanced by the contribution of great ideas from our customers in different countries all around the world. This makes eTenderWin capable to handle whatever situations it may happen and fulfill whatever requirements during the tendering process.

eTenderWin is powerful and comprehensive TRUE Tendering Software System for Contractors. Our Professional Consultant with more than 25 years experiences in Implementing Tender Software System for large Contractors can help you to implement the Tendering System up and running within 1 week for installation, training and Tendering Process Re-engineering. What you buy from us is not merely software, but 25 years' worth of shared experiences and knowledge base.



QSM Systems (HK) Limited is a construction software developer associated with professionals.

The company was founded in 1991 by a team of professional Chartered Quantity Surveyors, Engineers, Project Managers and a team of I.T. specialists aiming at contributing to the construction industry as a whole by implementing

a fast, reliable and accurate computerized data handling software systems into the sectors of the industry of which traditional manual operations are generally in practice.

Any Tendering software system claimed to be able to assist the estimators for tendering must be able to give positive answers to the following questions, otherwise, it will never be a real tendering software system for a construction company to win a profitable bid;



- ?** Can the system accept the electronic data of the BQ from the consultants or scanning in the BQ into the system so as to save the time for typing etc?
- ?** Can the system offer a hand on cost libraries for any other jobs for which the companies have tendered for or any public price books in the market, for which can be easily retrieved during the pricing of the tender?
- ?** Can the system print the final pricing of the tender together with all the extension, collections, summaries etc to the exact position required in the BQ paper so that even the typing and hand writing process will not be required?
- ?** Can the system generate all the necessary analysis reports/ Histogram/ Schedules/ Charts that will enable the management to make the decision on the final level of deduction, mark-up, front loading or any pricing strategy?
- ?** Can the system work exactly the same as the estimators using paper and pens on the BQ paper so that estimators can start straight on the system without any training?
- ?** Can the system cater for the huge Addendum Bills which are sometimes issued at the final stage of the tendering period?
- ?** Can the system offer a comprehensive range of rate build-up methods so that the estimators can vary their methods of pricing according to the information available or the nature of the project?
- ?** Can the system provide all the budget control reports based on the information during tendering so as to assist in controlling the costs during sub-letting, purchasing and actual construction on site?



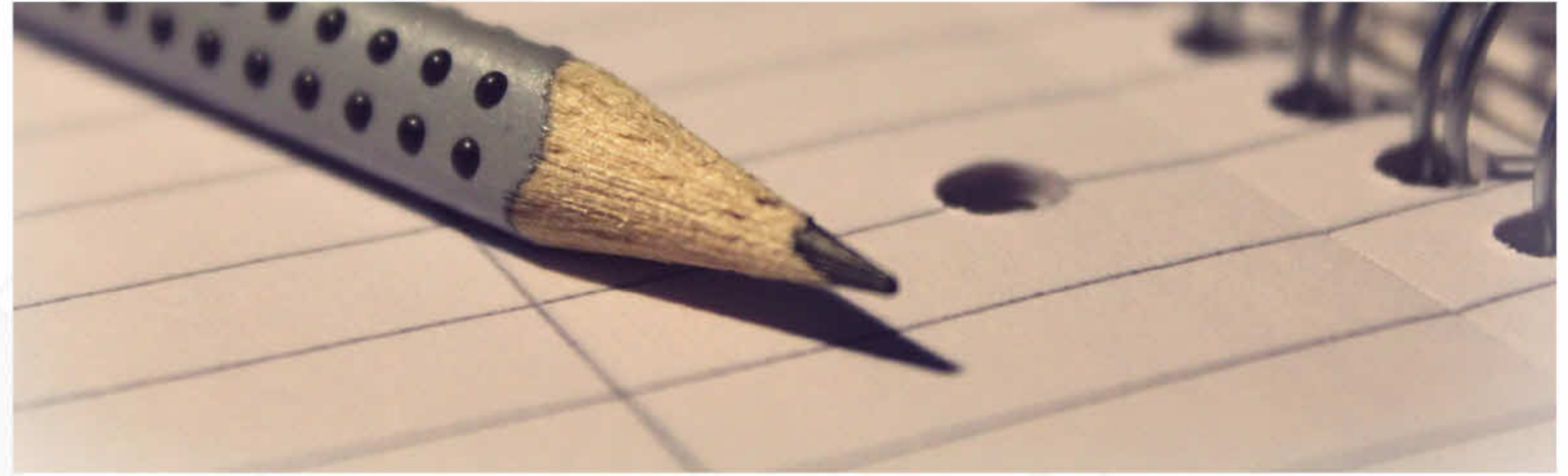
## HOW CAN BUILDING/ CIVIL CONTRACTORS BENEFIT FROM eTenderWin

Tendering is the most vital task of all for a construction company. The most important aim of tendering is not just submitting a tender and winning the bid. The success for tendering is to win the bid with a reasonable level of profit and risk built-in.

The Enormous size of the tender document, the extreme short period for the tendering, the late return of the sub-contractors' and suppliers' quotations and the late issue of the addendum make this basic aim of tendering difficult if not impossible to achieve. The result would be just like most of us will do when under a panic situation - shooting at the dark, ie submitting a tender based on rough assumptions and expecting all the problems can be sorted out after winning the bid. In the existing keen and competitive market, such way of winning a bid will always end up with substantial loss during construction.

An Application Software system with fast, accurate and reliable performance to assist the estimators in tendering is the only solution for all construction companies in this highly competitive market. However, the software system must be sophisticated in the sense that it must be able to handle all the complicated issues like mark-up, front loading, sub-contractors' quotations, allowance for unforeseeable risk, and retrieval of historical pricing data etc for which the estimators will have catered for manually; and also it must be simple in the sense that it can be manageable by the estimators who have little or even no knowledge whatsoever in Tendering Software.

Obviously, Spreadsheet or 'In-house' developed programme using Spreadsheet will not serve such purpose.



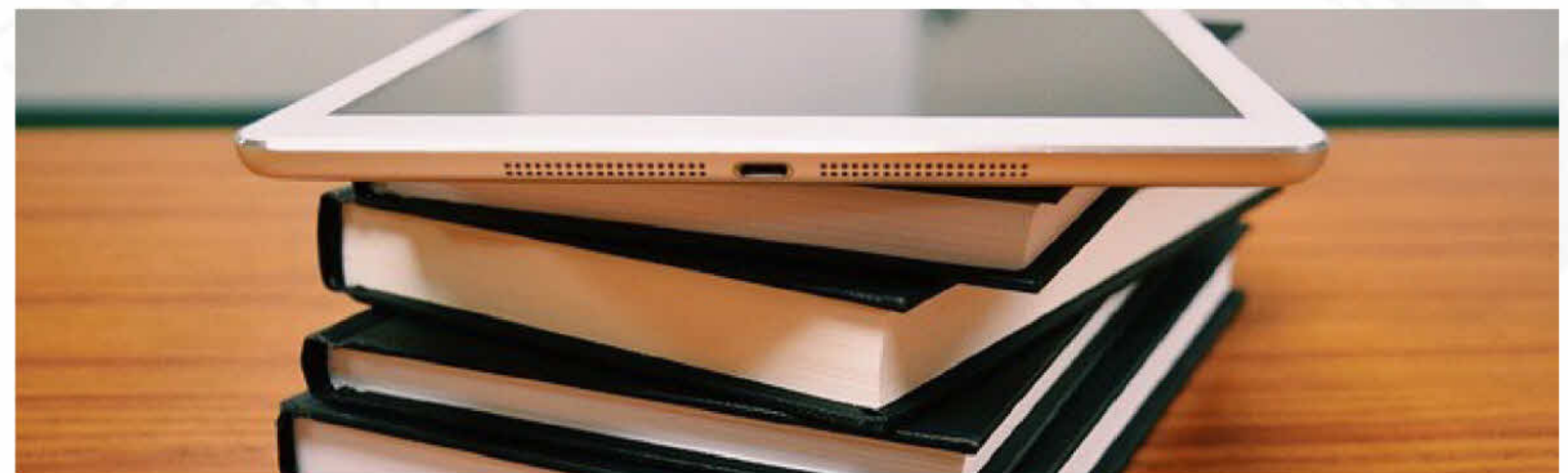
## USER FRIENDLY DESIGN AS SIMPLE AS PAPER AND PENS

The layout of the Cost Build-up Screen for which the estimators are required to work on is designed exactly the same as the BQ paper.

The item on in the left most column of the screen is the same as the page no. and item no. reference as in the BQ. All the other columns are just the same as the BQ paper. The estimators can simply move their cursors to the required locations to punch in or build-up their rates for the particular item as they have been doing on paper.

The estimators can also page up and down to flip through the BQ as they would have been doing with the paper BQ booklets to check or price the BQ items. All the pricing will automatically be saved by the system when the estimators have left the screen. No separate command or procedure is required for amending, inserting or saving the data input. It is exactly the same as the users are using their pens to work on paper.

For any estimators who can work with pen and paper will be able to work immediately on the system absolutely without any training or even reading the manual.



## IMPORT DATA FROM PAPER OR IMAGES

With the latest Optical Character Recognition OCR technology, data import directly from paper or images becomes reasonably achievable. However, the requirement of accuracy in the construction industry particularly for tendering is much more important than any other industries, as each number will represent value to the Contractor, and which may mean winning a losing a job or winning a job with big loss.

In order to avoid the errors created by the in-built deficiency of the Scanner, OCR software and even the paper BQ itself, QSM has developed a complete Intelligence Error Detecting and Correcting System known as Artificial Intelligence BOQ recognition engine to erase all possible human or mechanic errors that may have been created before sending the electronic data into the eTenderWin Tendering System. The users would be surprised with how powerful the Artificial Intelligence BOQ recognition engine is in interpreting the machine and human errors.

The Artificial Intelligence BOQ recognition engine will also identify the Addendum Bills and will phase in the amendments to only the items revised. All the items priced which have no amendment by the Addendum Bills will not be affected after scanning in the Addendum Bills.



## COMPREHENSIVE METHOD OF PRICING

eTenderWin Tendering Software has been designed with all the different methodology of pricing that will be or have been used in the industry. The users can stick to one of the methods or combine all the different methods in building up the rates for each of the BQ item.

The different methods of pricing not only provide a different platform for estimators to arrive the rates based on their own preference or judgment, but it will also provide the source of future budget cost control and analysis reports for decision making. There are four basic pricing method namely:

- Simple Pricing
- Historical Pricing
- Formula Pricing
- Sub-Contractor Pricing



## RATES PRINTING ON THE BQ PAPER

In order to eliminate the labour extensive and erroneous process of retyping or writing all the rates and prices, collections and summaries into the Bills of Quantities for tender submission, eTenderWin Tendering Software can make available as an option for the users to print the rates, prices, extensions, collection and summaries into the actual Bills of Quantities papers provided by the Consultants or you can select to print image BQ (Photocopies of BQ with the rates, extensions, collections and summaries), if your consultants accept photocopies of BQ for Tender Submission.



## HAND ON COST LIBRARIES

One of the most valuable features of the modern computer hardware is its speed in retrieving data. The traditional way of manually flipping through the pages to dig for the record of a rate is no longer required with the eTenderWin Tendering Software. The users actually can access to any page of the thick booklets of the traditional BQ to search for a particular category of rates or even a particular rate in a flash of a second.

With a well set up Cost Library Coding, the users can search for the information by heading, by trade, by element, by sub-contractors from all the job with a company. Of course, without computer this will be out of the imagination of the existing manual system.



## ANALYSIS REPORT

Most importance of all for the tendering process is the final decision making by the management on the following:

- Level of Mark-up
- Front or Back Loading
- Amount of Risk Allowance

The decision by the management on all the above is dependent on what is described as the feel of the project and the market. Before, it really just depended on the feel of the management as the tender is usually prepared in extremely short time and of course there is no supporting analysis reports for such important decision making. With the eTenderWin Tendering Software, the management can almost simultaneously receive the analysis reports for the tender just after the estimators have rushed in the final rates of a sub-contractor quotation.

The most distinct feature of the eTenderWin Tendering Software is that the management can actually put in the different combination of the mark-up allowances to different trades, elements or Bills to generate different sets of analysis report to assess the position of different assumptions of the tender so as to arrive at the most optimum result for the tender - i.e. winning a bid with a calculated risk and profit built-in.

With the analysis power of the eTenderWin Tendering Software, the management will be experienced with a totally new view point for the final decision of the tender which have never been known before.



## BUDGET CONTROL REPORTS

Although most of the estimators consider the tendering process is ended on submission of the tender or one step further winning the bid, eTenderWin Tendering Software provides numerous Budget Control Reports to enable the users to further make use of all the data input during the tendering process in Budget Control for sub-letting, purchasing and construction on site. All the valuable cost data will be translated into different categories so as to compare with the actual expenses on site to assist the management to monitor the costs and profit margin of the project.

## BOQFLASH

### BOQ SCANNING AND OCR WITH ONE-CLICK DATA IMPORTER

eTenderWin Unique BOQ Data Importer applies the OCR Technology with QSM unique Artificial Intelligence BOQ recognition engine to import any format of paper based BOQ directly into eTenderwin Cost Buildup Sheet with only one simple Click. Item Code are automatically assigned with the same format as the Original Tender Document.



## IMAGE TENDERING

eTenderWin applies the Graphic Technology to provide a new concept of tendering function called Image Tendering. In addition to eTenderWin database Spreadsheet, users can price the tender against the image of Tender Document directly with cost buildup and markup.

### FULL FEATURES ITEM FILTER

to extract items using Description, Heading, Unit, Trade or Activity for pricing, markup or report printing.



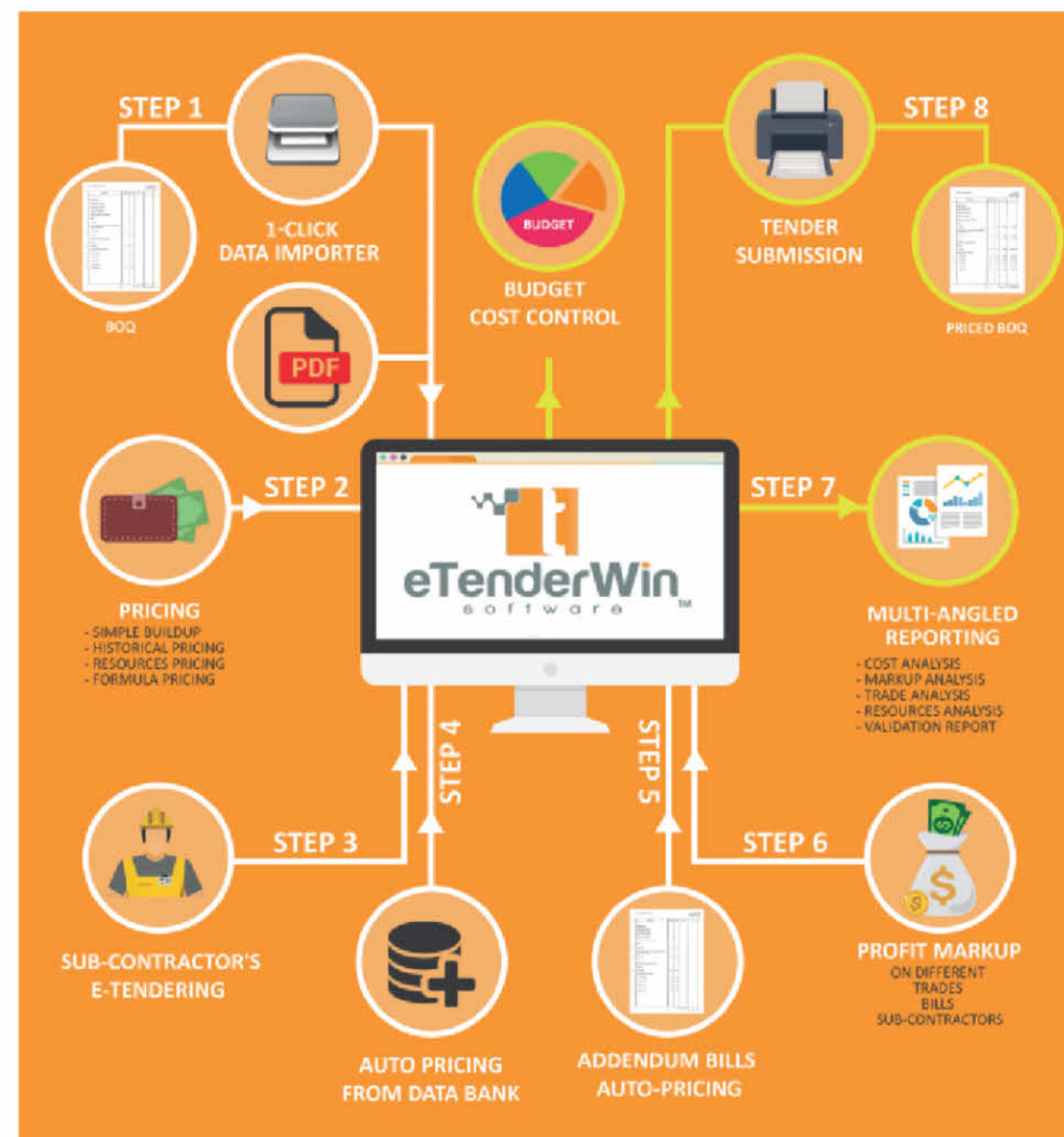
## RATE PRINTING ON CLIENT'S TENDER DOCUMENT - NO HAND-WRITING ON BQ PAPERS IS NECESSARY

eTenderWin integrated with EyeFlash Image Analyzer to print the tender rate of all BOQ Items onto the Original Tender Document at the exact place for Tender Submission. If photocopy are accepted by the Client, you can even print out the image copy of the priced tender for tender submission.



## COMPREHENSIVE PRICING METHODS WITH FULL MULTI-LEVEL RESOURCES BASED COST ESTIMATING

eTenderWin provides flexible and comprehensive pricing methods which cater different levels of complexity of projects. In addition to simple rate type-in and simple rate buildup, rate can also be buildup from multi-level complex resources or direct copy from pre-defined formulated rate with Variables.



## MULTI-ANGLED REPORTING SYSTEMS

Our Unique Reporting System provides levels of analysis and control reports to help users to analyze the risk, cost, profit and budget cost control in various angles. The analysis include Cost Analysis, Resources Analysis, Trade Analysis, Multi-Unit Analysis, Sub-Contractor Analysis, Risk Analysis, Markup Analysis and Budget Cost Control Analysis...etc.



## AUTO-PRICING

eTenderWin design an unique algorithm to re-structure the tendering document into multi-level tree structure. By integration of the tree structure with our auto-pricing search engine, item rate can be automatically priced according to the historical data. This function makes the historical data became significant and can speed up the estimating process by more than 80 %.



## ADDENDUM BILLS MERGING MANAGEMENT

Addendum Bills can be automatically priced and merged into the Original Tender without Reloading the whole tender again.

### AUTO-PRICE ADDENDUM BILLS

eTenderWin provides Match-and-Price function and Seek-and-Replace function to handle and verify the Addendum Bills with the Original Tender. These functions are significant especially for late arrival of Addendum Bills. Unchanged but priced items can be re-priced automatically.



## MULTI-LEVEL FIT-TO-TARGET MARKUP

eTenderWin provides user complete control over the allocation of markup by percentages or Lump Sum to individual items, individual trade, cost types or sub-contractor activities.

### TENDER VALIDATION REPORT

to give warning on possible human mistakes for partial or incorrect input

