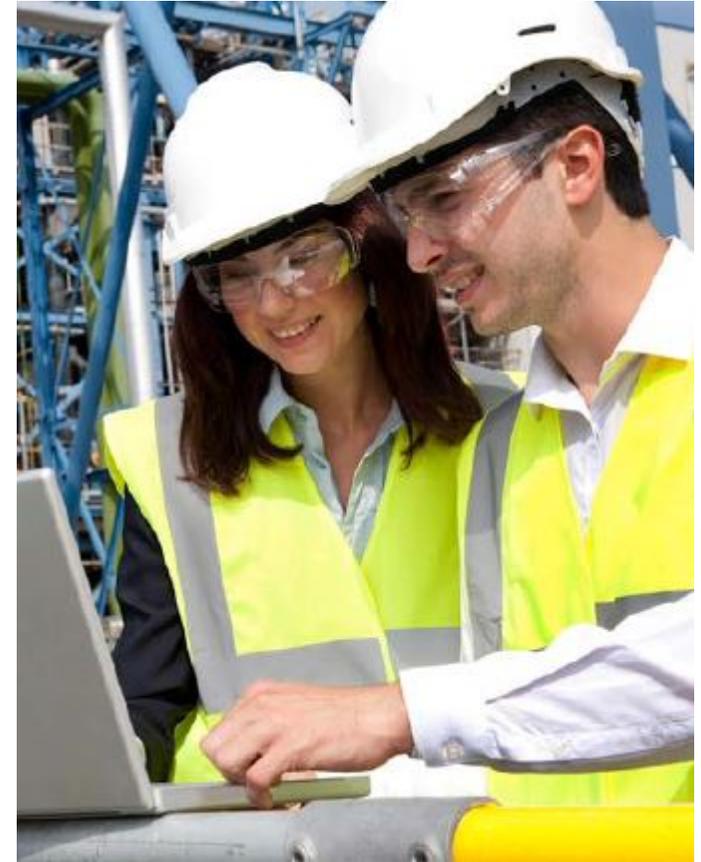


## Eco Construction: Enhancing the Bidding Process with the Ariba® Discovery AdvantagePlus Program

From building to maintenance, repair, and operations, clients across North America, Latin America, and the Caribbean know that Eco Construction and Maintenance Management is a one-stop shop to meet their engineering and construction needs. But as the company seeks to grow its business, it must increase exposure to new buyers, streamline its bidding process, improve its ability to make bids, and lower its costs.

Eco Construction needed a user-friendly platform to bid on requests, so it turned to SAP® Ariba® solutions. It joined the Ariba Network and became a member of the Ariba Discovery AdvantagePlus program. Now Eco Construction is landing new accounts more efficiently and cost-effectively than ever before – growing the company and helping more clients make their project plans a reality.



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# Reaching more new clients with SAP® Ariba® products

## Company (Seller)

Eco Construction and Maintenance Management LLC

## Headquarters

Lake Mary, Florida

## Industries

Engineering, construction, and operations; professional services

## Products and Services

Construction and facilities maintenance management services, including real estate services, exterior services, and maintenance and repairs

## Employees

77

## Revenue

US\$20 million

## Web Site

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

## Objectives

- Find more active buyers to generate new business
- Increase the ease of bidding on request opportunities
- Reduce costs associated with the bidding process

## Why SAP® Ariba® solutions

Solutions and programs that help cut costs, reduce risk, and grow revenue through better collaboration with trading partners

## Resolution

- Deployed the Ariba® Discovery solution for access to a wide range of new potential clients
- Joined the Ariba Discovery AdvantagePlus program to allow unlimited bidding and consultative guidance
- Created a seller profile on the Ariba Network to help prospective clients quickly find Eco Construction online in search results and to send alerts when bidding opportunities arise

## Benefits

- Streamlined the process of teaching new employees how to process RFPs and auctions
- Made it easier to meet bid deadlines
- Established a pipeline of potential new clients
- Set rates for clients that are more consistent
- Passed savings on to clients by bundling commodities

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“As an Ariba Discovery AdvantagePlus member, we are able to see and bid efficiently on an unlimited number of new opportunities that we previously might have otherwise missed out on, and we can significantly grow our business with the use of this e-commerce solution.”

Julia Moore, Business Development, Eco Construction and Maintenance Management LLC

## Increased

Growth in the client pipeline year over year

## Increased

The close rate on new business opportunities

## Saved

By obtaining bids directly, rather than through multiple brokers

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