



Fast Track More Sales - Network Express with constructionpoints™

Network Express with Constructionpoints delivers the most promising leads from the industry's number one source of project news, the McGraw-Hill Construction Network, powered by Dodge.

Constructionpoints enables your company to maximize Dodge leads by providing a series of productivity and management tools. These tools drive efficient distribution of the best business opportunities throughout your organization, helping your firm make better business decisions and drive more sales.

Constructionpoints offers a CRM-Lite solution -

easy to use, easy to deploy, with the functionality you need:

- **Lead Generation:** Access Dodge Project leads and Plans & Specs and/or create and manage your own private leads, trade show leads etc.
- **Lead Qualification:** Automated qualification tools to identify leads that meet specific criteria.
- **Lead Distribution and Tracking:** Qualified leads emailed directly to your field personnel on set schedules, delivering the right information, to the right people at the right time – effective and efficient automation tools.
- **Opportunity and Contact Management:** Use the Opportunity and Contact Management module to track your sales progress with customers and projects.
- **Sales Closure and Reporting:** Generate pipeline and closure reports and export/extract any information into MS Word, Excel, CSV or other file format.

Integration with Financial, Accounting, ERP or other CRM Systems:

Constructionpoints is extremely flexible and can efficiently integrate data from Constructionpoints into other business systems your company may be operating. (Salesforce.com, SAP, Oracle, Siebel, JD Edwards, Commence, MS CRM, SalesLogix, Act, etc)





Network Express with constructionpoints takes your sales processes to the next level.

Comprehensive, Accurate and Timely Content Embedded Into Your Workflow

- The ability to quickly identify and prioritize people, companies (cleansed and deduped), and projects of interest
- Seamless access to plans and specifications of interest
- Easy follow up on the hottest leads—Dodge project leads,
- McGraw-Hill Construction Media leads, Sweets Network leads, and Analytic leads
- Easy project tracking throughout the entire sales cycle
- ROI Reports

Rich, Unique Content From the Industry's Best in Class Information Source – McGraw-Hill Construction.

- **Over 90%** of all projects in the U.S. and Canada with construction values of **\$500,000** or more:
- **56%** of all projects are private
- **1,160,000** project reports issued each year
- **5,700** daily project updates
- **65,000** digitized plan and specifications
- **1.4 million** companies (cleansed and deduped)
- Coverage in the planning, bid, and post-bid stages of construction
- Matched against D&B data and tagged to MHC site ID

Better Results

- A smarter, more empowered sales team
- Faster lead qualification, distribution and follow up
- Stronger influence on your close rates
- Better evaluation of your marketing programs and ROI
- Efficiently integrate McGraw-Hill information into your legacy business systems

Call 1.800.221.0088 or visit us at
www.construction.com/network/network-express/
