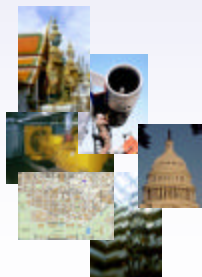




Tradelines

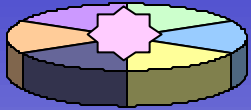
Special Topic Discussion Session S-1

Application Packages
What's "out there?", What's working?
How to choose



Monday, August 6, 2001: 2:25 – 3:15pm, *Portofino Room*

CAFM e-Business Market & Product Segments



www.graphsys.com
www.fmdata.com

Space & Asset Management

- Drawbase Software
- AssetWorks
- OmniLink
- Bentley

- Software, Inc.
- FIS
- Universal Hi-Tech Development

- Bricsnet
- Business Integration Group

- Comro
- Costar
- Loopnet
- Property First
- RealtyIQ
- Zethus
- Workstage

- Capital Engine
- Capital Thinking
- Equity City
- Redbricks

ASPs

Brokerage

Finance

Real Estate & Property Mgmt.

- Bricsnet
- Buildfolio
- Buildpoint
- I-Scraper
- Inscribeit
- Netclerk
- Redladder
- Struxion
- Worldbuild
- Business Integration Group
- Workplace IQ
- CorpSuiteConnect
- CRE Systems.com
- AssetEye
- ASI International
- BayLogics Inc.

ASPs

Property Mgmt.

- Pikenet
- Bricks-n-Bytes
- EBuyerExpress
- Location-net
- OpsXchangr
- OurBuilding
- PhatPipe
- Qrent
- RealCentric
- RealPulse
- SiteStuff
- TheRent
- YieldStar

Facility Assessment

- VFA
- ISES
- AME
- WASA
- ATG

Maintenance & Operations

- UNICCO
- PSDI
- Datastream
- Prism
- Hansen
- Facility Xpress
- AssetWorks
- Facility Wizard
- Micromain
- Peregrine

Bldg. Systems Energy Mgmt.

- E-Choice.net
- EnergyBuyer.com

CAD/Design & Construction

- Bentley
- Bricsnet
- Builder SupplyNet
- Buzzsaw.com
- Netclerk
- Buildfolio
- Collaborative Structures

Support

- MarketStreet.com
- Bentley
- Blueline Online, Inc.
- Bidcom
- Meridian Project Systems
- Bidcom
- Buzzsaw.com
- Builder SupplyNet
- Bricsnet
- Frameworks Technologies
- Collaborative Structures

Project Extranet

- SAP
- Oracle
- Peoplesoft

ERP

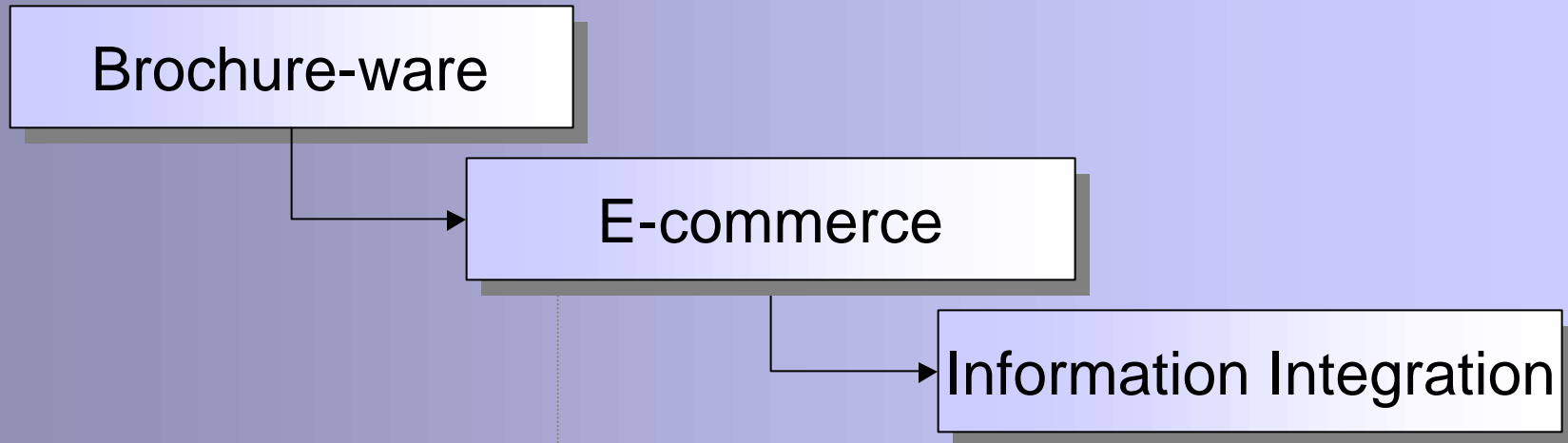
- MarketStreet.com
- Bentley
- Blueline Online, Inc.
- Bidcom
- Facility Xpress
- Meridian Project Systems
- Bidcom
- Buzzsaw.com
- Builder SupplyNet
- Bricsnet
- MRO.com, Inc.
- PurchasePro.com
- FacilityPro.com
- BuilderSupply.net
- ContractorHub.com
- iProcure.com
- PrimeContract.com
- ServiceChannel.com

Plocurement

Workflow

- powersim.com
- vensim.com

Internet Industry Trends

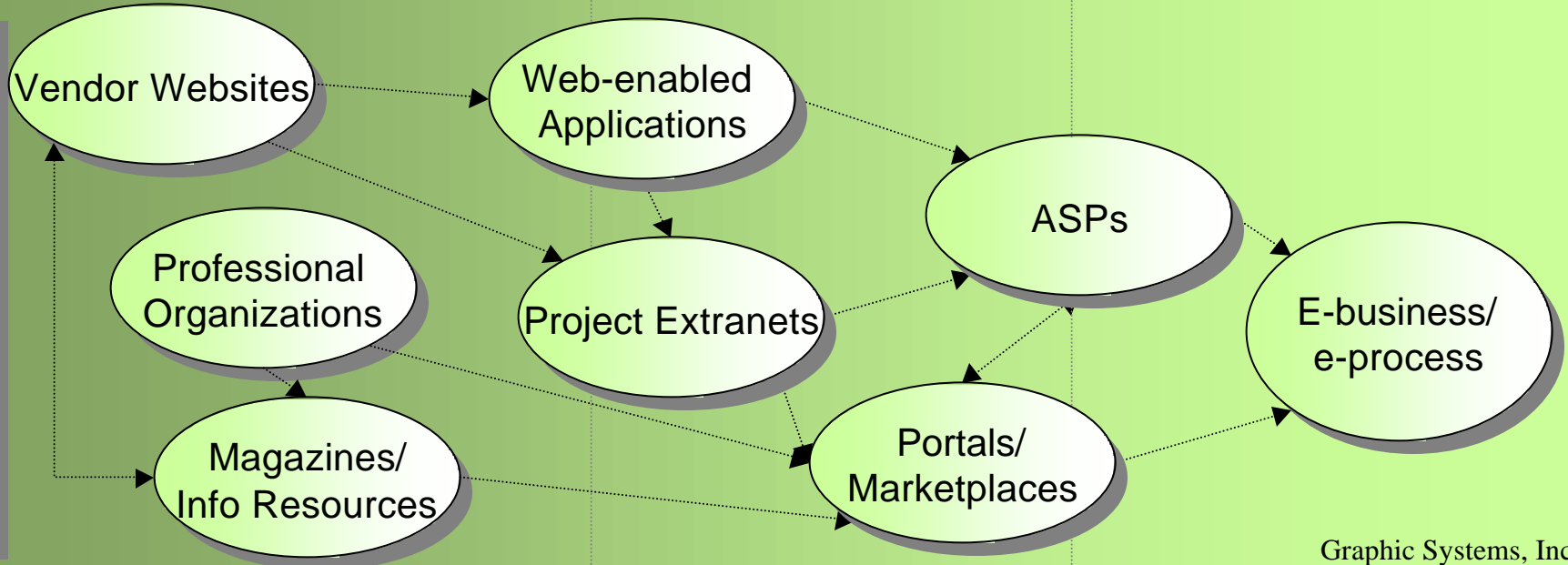


“Vendor-centric” → “Customer-centric”



1997 1998 1999 2000 Emerging (Internet computing)

FM Industry Trends



Application Service Providers (ASPs)

- Renting computer applications stored in a remote data center and having them delivered over the Internet ---
- Issues: Cost, time, training, implementation, upgrading, “hidden” vendors, .com viability issues, data security, ...



B-B Procurement

Delphi Group projects corporate portal software market at \$740 million in 2001

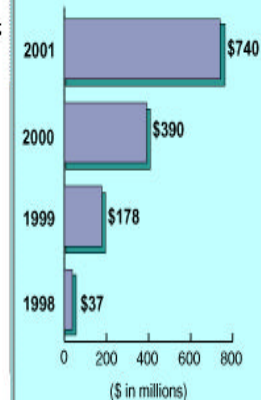
More than half of companies surveyed already have portal projects under development

During 1999, the number of software products targeting the emerging market for corporate portals has exploded, with offerings currently available from over four dozen vendors. According to research by The Delphi Group, these software offerings will represent a market of \$178 million by the end of 1999. Projecting ahead, Delphi forecasts compound annual growth in excess of 100% through 2001, to a total of \$740 million.

"Over the next two years corporate portal sites will rapidly become the interface of choice for professionals to interact with previously disparate corporate information and processes, with the Internet, and with extranet partners, customers, and suppliers," explains Hadley Reynolds, director of Research at the Boston-based firm. "Portal development is a necessary stage both in the maturing of corporate intranets and increasingly in the development of business-to-business commercial networks.."

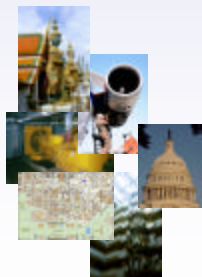
Corporate Portal Software Market, 1998-2001

Over the next two years, portals will become the interface of choice for corporate professionals who need to interact with disparate resources and information systems.



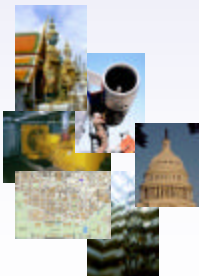
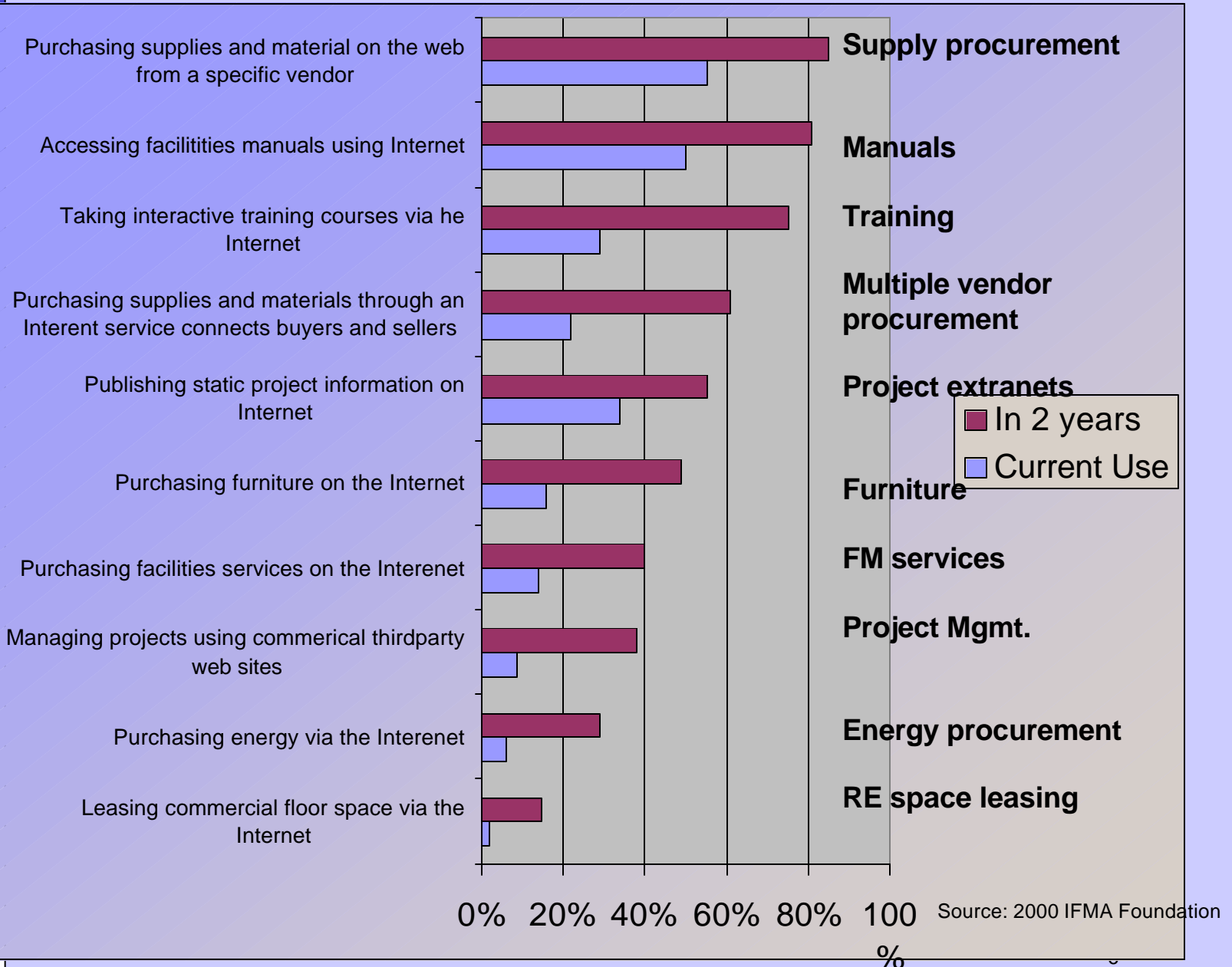
Source: The Delphi Group (www.delphigroup.com); Copyright 1999

- On-Line Catalogs
- Private Trading Networks
- Public Exchanges
- Supply Chain Management
- Collaborative Design





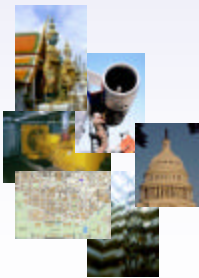
FM Use of E-Commerce





Impediments to E-Commerce

- Integration to Legacy Systems
- Measuring ROI
- Antitrust
- Privacy (personal, financial information)
- Customization
- Cultural difficulties





Discussion Issues

- 1. What's the menu of software packages “out there” to know about?**
- 2. What makes a “good” package “good?” (What are desirable attributes?)**
- 3. When a software package fails to live up to expectations, what are the reasons?**
- 4. Experience with different products – strengths and weaknesses**
- 5. What are representative costs for purchase, installation/start-up, training, staffing requirements, and on-going support?**
- 6. Who has done “shoot-outs” between comparable programs? (How done, what results?)**
- 7. Other issues**

