Targeted Public Sector Water and Wastewater Project Leads.

Pre-planning through award stage
Company Background

• Original lead service, Paint BidTracker, started in 2002

• Exhibited at AWWA ACE 2017 and 2018

• Launched Water BidTracker in July 2018
Why Use a Lead Service?

• Get in at the pre-planning or planning stage to get your products specified
• Stay informed of upcoming projects and planned spending by state – Find trends and forecast
• Identify contractors who intend to bid on the jobs requiring your products
• Follow up with both winning and losing contractors to sell more products
• Build marketing or sales contact lists
Fast Facts about Water BidTracker

• Over 66,000 projects in our database since July
• Dedicated team of knowledgeable editors
• Eliminates the Noise
• Personalized Customer Service
• Over 10,000 Contractor contacts, 22,000 Agency contacts and over 1,500 Engineer contacts
• Data updated daily
Tools and Features
Simple-to-Use Technology

• Smart Targeting uses a tag system
• Filter project leads by your products or services, state, structure, or budget
• Click on a contractor’s name to see their bidding history
• Click on a tag to see related jobs
• Search project details, specifications, and other project documents using key words or phrases.
Advanced Search Filters

Use the tag filters to further narrow your results

<table>
<thead>
<tr>
<th>Project Stage (Select All that Apply)</th>
<th>State(s)</th>
<th>Total Project Budget</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Bids</td>
<td>Any</td>
<td>Any</td>
</tr>
<tr>
<td></td>
<td>Alabama</td>
<td>$100,000 - $500,000</td>
</tr>
<tr>
<td></td>
<td>Alaska</td>
<td>$500,000 - 1 million</td>
</tr>
<tr>
<td></td>
<td>All States</td>
<td>Over 1 million</td>
</tr>
<tr>
<td></td>
<td>Arizona</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Arkansas</td>
<td></td>
</tr>
</tbody>
</table>

Filter By
- Structures: Select Structures
- Search by Scope
- Supply: Search by Supply
- Qualifications: Search by Qualification

Filter By
- Keyword Search:
- Project ID Search:
- Contractor Name:
- Post Date:
  - From Date
  - To Date
- Submittal Date:
  - From Date
  - To Date

Limit to only projects with placeholders
### Targeted Results

<table>
<thead>
<tr>
<th>BidID</th>
<th>Project/Details</th>
<th>Bidder</th>
<th>Location</th>
<th>Contact Info</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>5032682</td>
<td>2018 Water Plant Nos. 1 &amp; 2 Improvements</td>
<td>Montgomery County Municipal Utility District No. 8</td>
<td>Montgomery, TX</td>
<td>(936) 586-1166 11/06/2018</td>
<td>$96,000.00</td>
</tr>
<tr>
<td>5046498</td>
<td>P1899008 - Well and Pump Maintenance &amp; Repair</td>
<td>California Department of Fish and Wildlife</td>
<td>Napa, CA</td>
<td>(916) 323-1488 11/14/2018</td>
<td>$76,000.00</td>
</tr>
<tr>
<td>5035259</td>
<td>San Pablo Clearwell and Rate Control Station Replacement</td>
<td>East Bay Municipal Utility District</td>
<td>Oakland, CA</td>
<td>(510) 287-7038 11/14/2018</td>
<td>$35,000,000.00</td>
</tr>
<tr>
<td>5041609</td>
<td>Ashburton Pumping Station Improvements</td>
<td>City of Baltimore</td>
<td>Baltimore, MD</td>
<td>(410) 396-2547 12/12/2018</td>
<td>$30,000,000.00</td>
</tr>
</tbody>
</table>

Project Details

- Submittal date and pre-bid meeting dates
- Project cost estimate
- Tags for scopes, structure types, supply opportunities, and qualifications
- Important contacts
- Description of work
- Documents & planholders
Easily Track and Organize Leads

- Folder system makes it easy to distribute leads to reps
- Track updates
Click on a contractor’s name from the results page to recall all recent bids.

<table>
<thead>
<tr>
<th>Contractor Bidding History for C.W. Roberts Contracting, Inc.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Below is a full listing of projects where has C.W. Roberts Contracting, Inc. been an awardee and/or low bidder.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Stage</th>
<th>Agency</th>
<th>City</th>
<th>State</th>
<th>Phone</th>
<th>Submitted Date</th>
<th>Ext. Value / Project Size</th>
</tr>
</thead>
<tbody>
<tr>
<td>Low Bids!</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bid ID: 4237413</td>
<td></td>
<td>Florida Department of Transportation</td>
<td></td>
<td></td>
<td>(850) 414-4000</td>
<td>07/25/2018</td>
<td>Anderson Columbia $6,190,529.16</td>
</tr>
<tr>
<td>Project #: 75824</td>
<td></td>
<td>MARION County</td>
<td></td>
<td>FL</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Milling, resurfacing, widening, base work, curb and gutter, sidewalks, signing</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Award!       |       |        |      |       |       |               |                           |
| Award ID: 4088930 |   | Florida Department of Transportation |       |       | (850) 414-4000 | 08/13/2018 | C.W. Roberts Contracting, Inc. $1,184,874.62 |
| Project #: 871324 |   | PASCO County |       | FL |       |               |                           |
| Consist of widening, milling and resurfacing, base work, drainage improvements, |       |       |       |       |               |                           |

| Award!       |       |        |      |       |       |               |                           |
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| Consist of widening, milling and resurfacing, base work, drainage improvements, |       |       |       |       |               |                           |

Contractor History
Time Savers

- Customize daily emails to receive only the projects you want to see
- Save commonly used searches
- Save project leads to your clipboard for quick access
- Export your results to Excel
- Email project leads to colleagues
- Research Request tool
Find Valuable Contact Details

- Search the Contractor, Agency and Engineer profiles contact database
- Filter based on location of work or office
- Download contact as vCard
Get More Out of Your Lead Service

• Take Full Advantage of Training
  – Trainers know the ins and outs of their system and can offer advice on producing the perfect set of results.
  – Ask about online tutorials for training at your convenience

• Custom Research Capabilities
  – Looking for data points not included with your current subscription? Many lead service companies will be happy to provide a custom report.
Free Leads for your Insight

- Partnering with WWEMA
- Looking for candid feedback on new site
- Beta testers will be given 2 weeks of full, complimentary access

Contact Julie Birch at:
jbirch@technologypub.com
(412) 432-0305
www.waterbidtracker.com