



BACKGROUND

Governments and companies today procure products and services from external providers worth millions, even billions of dollars to meet their needs. From idea to completion often takes years for increasingly complex projects.

Cost overruns, delays and implementations not being compliant with the requirements unfortunately are the norm rather than the exception.

Various project management systems aim to support - yet focus on the vendor/provider instead of the buying organisation.

THE SOLUTION

iSpec is a web and mobile-based software solution that has continuously been developed since 2005, specifically for buyers of capital intensive outsourced projects. The software provides a unified platform for tender management with dedicated accounts for all relevant parties including all contract terms as well as technical specifications.

After awarding the contract to one or multiple vendors, a seamless transition to the implementation phase prevents vendors renegotiating or claiming to not have been aware of detail requirements.

iSpec's iNspect mobile inspection app supports ongoing delivery and ensures specification compliance, dramatically increasing chances of successful end-to-end project delivery.

Our solution is continuously updated based on our customers needs processing over \$10 billion in tendering volume, serving customers all around the world including partners in the Middle East like DP World (where the government auditors have mandated all projects are to go through iSpec), as well as in Asia and Australia.



The best-kept secret in procurement

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BENEFITS FOR OTHER INVOLVED PARTIES:

iSpec is designed to not just help buyers but also other key stakeholders.

- Auditors:** through a consolidated audit trail, iSpec is uniquely positioned to ensure full compliance of vendors
- Technical consultants:** for complex projects, technical consultants may be required who's work can now be smoothly integrated into the overall tender and delivery process
- Funding partners:** ensuring both a successful tendering and implementation phase gives funding partners piece of mind that their funds are being used responsibly
- Vendors:** with all discussions and agreements being consolidated in one place, vendors are protected from ambiguity on the side of buyers or attempts for renegotiation

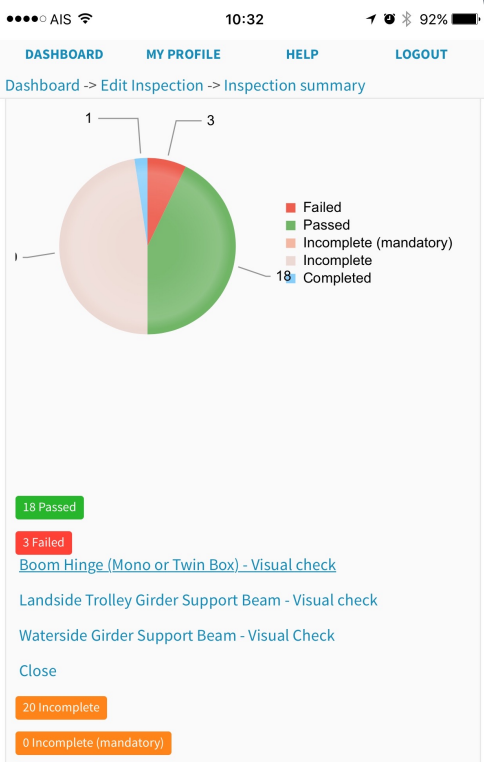
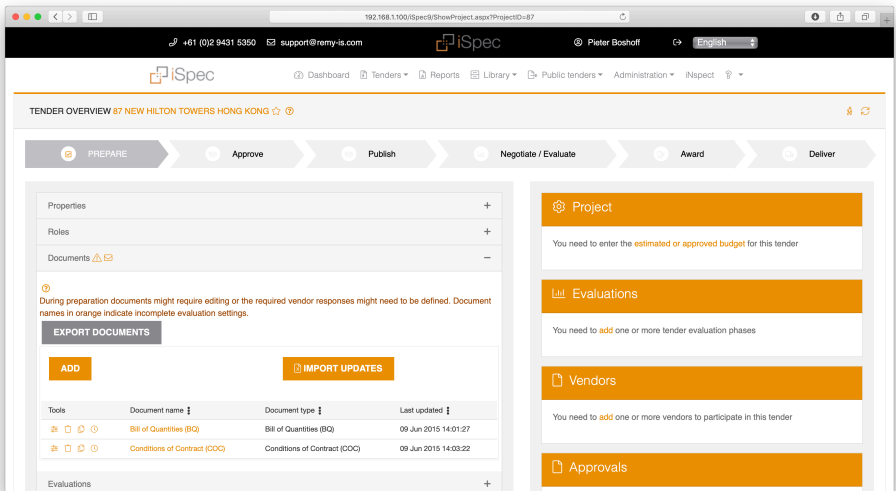
iSpec - your complete solution

THE COMPANY

Having worked together for over 35 years, Pieter Boshoff and Tonie Venter seized the opportunity in 2005 to apply the learnings from the construction of the Maglev in Shanghai (the high-speed train connecting the city and the airport) and help others improve their tender and procurement management - serving marquee customers like DP World for nearly two decades through Remy InfoSource, a Singapore/ Australian-based company.

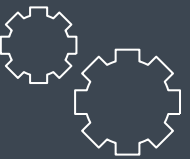
PRICING MODEL

iSpec is free for buyers procuring in excess of \$30m per annum. Vendors pay a success fee of 0.3% - 0.45%. This ensures that there are no upfront costs involved for any side, only if an agreement is reached, a fee is due. Alternatively, concurrent login licensing is also available. The productivity improvements ensure savings multiple times higher than the system cost whilst simultaneously significantly lowering implementation risks. Typically our customers experience \$3m savings on every \$100m spent, just by using iSpec.



GETTING STARTED WITH ISPEC

Typical roll-out projects of iSpec include a user training and sharing of best practices which typically takes 3-5 days. Further, during the roll-out existing contracts are converted into templates in iSpec, a service often provided by Remy InfoSource. In-country support staff for technical support can be provided where required. After perfecting the system for over a decade, we find that most people only use our support for general enquiries like resetting passwords when they are too lazy to reset themselves!



Key Features:

- Template library:** for specification and contract clauses to improve quality and speed of tenders
- Single Data Source:** all terms, technical specifications and discussions around terms are consolidated in one place

Confidentiality & Privacy: through sophisticated permissions and account types, key terms and information are only visible to relevant parties

Bid comparison: easily evaluate different vendor bids and pick the most suitable

Anytime, anywhere: whether in the field or at your desk, easily remain on top of each project's status

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