

B2B Exchange for Software Development



Buy process: Have an IT project ⇒ Preparation ⇒ Bidding ⇒ Closure ⇒ Awarded
Sell process: Looking for markets ⇒ Selling opportunity ⇒ RFP/RFQ ⇒ Closure ⇒ Awarded

Goals

This project is intended for software providers, software suppliers and investors who take place in b2b exchange for software development.

Our main objective in this paper is to introduce how it works and what are the benefits of using our application platform to the participants of the marketplace.

At its core, a trading exchange involves business integration and collaboration. We attempt to cultivate the appropriate conditions of the business environment for different participants in order to do the best deals.

Challenge

- **Identify** activities and needs
- **Allocate** resources
- **Define** realistic schedule
- **Identify** budgetary constraints
- **Track** progress & identify problems

Why IT Exchange

You want to find the right firm for any software project, you want to find the right business partner who will do the job with reduced marketing and sales overhead, then become a member of the first Bulgarian online marketplace for software development.

To use our marketplace you need to identify yourself as a part of the **sell process** OR as a part of the **buy process**.

Introduction

bgITExchange is a Services Marketplace

IT Employers / Buyers can find talent to do their projects or to fill part-time positions. It's absolutely FREE for Buyers. IT Employers / Buyers simply post the job as a project. Service Providers who wish to do the project place bids, indicating the asking price for completing the project. At the end of the bidding, Employer/Buyer can award the project to any Service Provider who bids for the project. Employers / Buyers are allowed to contact the Service Provider before awarding the project (the email addresses of the Service Providers can be seen by the Buyer).



Buying IT Services

Instant access to quality service providers who will complete for your project at competitive price and respectable quality

Your benefits as Project Owner (Buy Profile)

- Use the contact information to get clarifications and get in touch with Service Suppliers
- Award the project to one of the Service Suppliers after you have decided on the winner
- Receive an expert help during the definition of the project
- Optimize the process of searching the best offer by raising an RFQ / RFP to selected list of suppliers
- Access to a rich, well organized and real-time updated set of IT service suppliers
- Obtain the best price using tailored bidding and auction mechanisms
- Direct access to clear and up-to-date information
- No investment in hard- or software. Only an internet access is required

Selling IT Services

Access to a new channel reaching new customer groups and markets

Your benefits as Service Supplier (Sell Profile)

- Search and Bid for projects that match your expertise
- You will be contacted by email if you win the project
- Contact the Buyer directly and decide on the work
- Complete the project and get paid directly (from the Buyer)
- Sell your services by completing your Software Development Profile
- Buyers can raise an RFQ / RFP based on your Software Development Profile
- Access to a rich, well organized and real-time updated set of projects
- Direct access to clear and up-to-date specifications
- No investment in hard- or software. Only an internet access is required

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