



TECHNICAL SALES INTERNATIONAL
the next generation of software

Technical Sales International, Inc., Building Data, LLC and Trade Service, LLC

Announce Key Development Agreement

Collaboration will revolutionize the construction submittal process.

AUSTIN, TX and SAN DIEGO, CA – December 27, 2011 – Technical Sales International, Inc. (TSI) and its wholly-owned subsidiary Building Data, LLC (together “TSI”) and Trade Service Company, LLC (“Trade Service”) today announced the formation of a product development agreement that will revolutionize the construction submittal process.

Submittals in construction management are shop drawings, material data, samples, and product data. Submittals are required primarily for the architect and engineer to verify that the correct products will be installed on the project. On large, commercial projects the submittal process can involve thousands of different materials, fabrications and equipment and affects cost, quality, schedule, and project success.

Submittal Manager is Trade Service’s online application that allows electrical contractors to build submittal packages more quickly and professionally. TSI offers HVAC and MEP (mechanical, electrical, plumbing) contractors a fully integrated Building Information Modeling (BIM) software solution for estimating, CAD design, and fabricating. The data-rich models produced using TSI’s BIM software share valuable data from a single database, developed by Building Data, LLC, enabling collaborative processes between companies for repeatable business value.

Under the terms of the agreement, TSI will provide Trade Service access to TSI’s proprietary BIM data content for the mechanical, electrical and plumbing industries and the companies will jointly develop **Premium Submittal Manager**, which will be integrated with TSI’s BIM data content and packaged and sold worldwide by Technical Sales International.

Often, submittal product selection relies on past precedent and personal relationships with suppliers and subcontractors. As such, a frequent starting point for selecting products for submittal is the file cabinet of the last project. If those files are not available, an internet search and catalog items are default resources for materials, products, and equipment submittals.¹

¹ E.W. East, D.R. Love, Value-added analysis of the construction submittal process, Autom. Constr. (2011), doi:[10.1016/j.autcon.2011.04.008](https://doi.org/10.1016/j.autcon.2011.04.008)

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“The combination of TSI’s content database providing complete and up-to-date MEP product information supplied directly by the manufacturer, and Trade Service’s online tool for building professional-looking job submittals, start-to-finish, infuses the submittal process with an unprecedented level of efficiency, detail and accuracy,” noted Lewis Wolcott, TSI’s Vice President of Technology. “The collaboration of TSI and Trade Service will reduce wasteful practices inherent in the submittal product selection, thereby reducing project overhead costs.”

Tony Dubreville, President and Chief Executive Officer of Trade Service concluded, “By partnering with TSI to create Premium Submittal Manager, Trade Service will significantly enhance its common information platform which is the core of the company’s vision of developing innovative and forward-thinking productivity tools that remove labor and cost from the distribution channel.”

About Trade Service

Trade Service Company is the leading provider of product and price information to the plumbing/PVF, HVACR, electrical, industrial MRO, and office products industries. Since 1931, the company has been the leader in content acquisition, aggregation, management, publishing, and distribution, offering a variety of products, services, and systems to meet the content needs of contractors, distributors, manufacturers, and government agencies. The range of solutions provided includes printed directories, electronic catalogs, pricing data for business system updating, and robust attributed content to fuel full-functioning Internet storefronts. www.tradeservice.com

About Technical Sales International

TSI, a strategic partner of both Autodesk and Trimble, offers the HVAC and MEP (mechanical, electrical, plumbing) industries’ only fully integrated BIM software suite for estimating, CAD design, and manufacturing. TSI customers cite increased profitability, productivity and consistency for their duct, pipe, plumbing and electrical services. TSI serves clients in the U.S., Europe, Middle East, Africa and Australia. www.tsi-software.com.

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About Building-Data

Building Data provides support services for companies implementing BIM software. Dedicated to the accumulation and organization of information relative to manufactured components, Building-Data provides BIM content to mechanical, electrical, and plumbing contractors. The content is designed to support the tasks of installation, manufacturing, estimating and fabrication. The content also supports BIM-MEP AUS Revit MEP 2012 bi-directional interoperability workflows with FAB-MEP AUS manufacturing BIM. www.building-data.net

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