

QM Tech, LLC

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Problem

Quality Management in the field of Civil Engineering design and construction, a *global market size of USD 18.59 trillion by 2028*, is being performed without a holistic digital solution. As a result, there is a potential for errors and billions of dollars in claims filed due to errors and omissions. This scenario could potentially be prevented by implementing a robust Quality Management system developed by QM Tech LLC.

Case in point: FIU bridge collapse, I-35W Bridge Collapse in Minnesota and many such tragedies

Value Proposition

A commercially available comprehensive Quality Management system for \$18.59 T in the Civil Engineering Industry



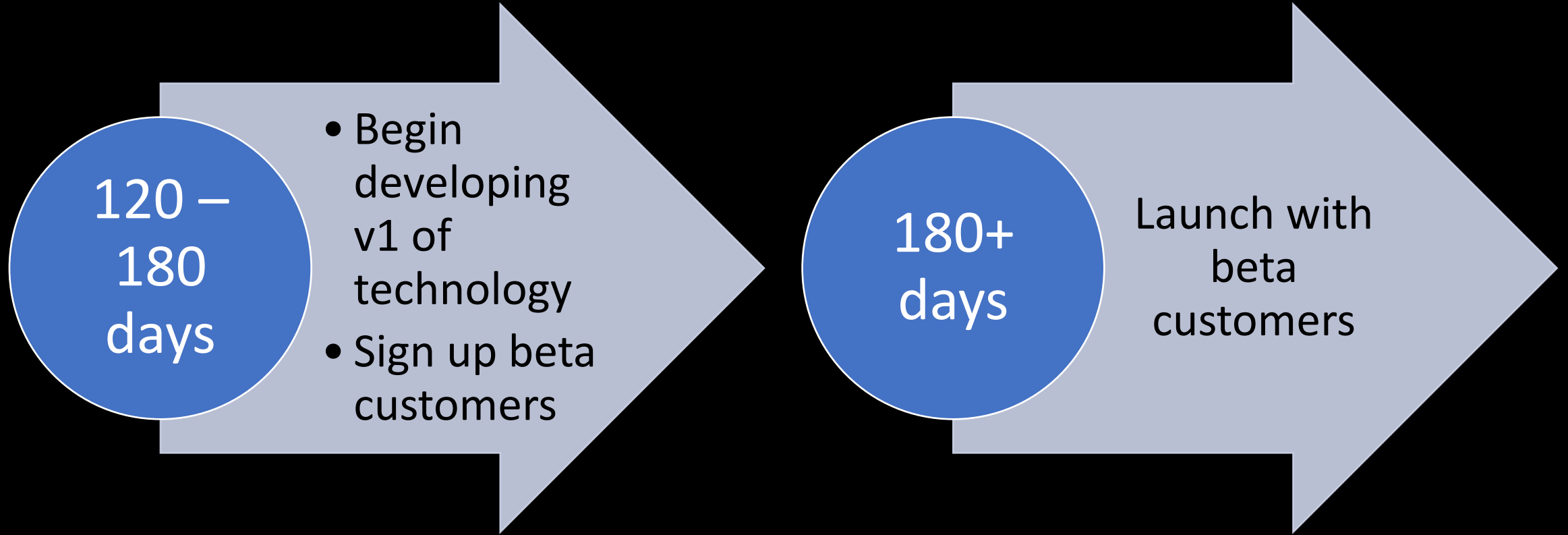
Underlying Magic

- User friendly and affordable
- Smart interactive and intuitive technology
- Every detail is interlinked and updates automatically when changes are made.
- Key details along with their metadata are captured and stored in respective databases which in turn are linked to other features to slice and dice the data.

Business Model

- First target will be government agencies (B2G). As these agencies are the ones most benefited by this product. This product serves as a risk mitigation/management tool.
- Next target will be businesses (B2B) that work for these government and insurance agencies.
- Users of this SaaS application will be charged per user per project basis. Initial subscription fees per user per project will be \$100 per month.
- Clients of this product, purchase subscription on the onset of the project and continue through the duration of the project design and construction phases
- Team size is specific to the project. Team size can range anywhere from 10 to 200 members and upwards

Go-To-Market Plan



Competitive Analysis

	QMS (QM tech, LLC) Louisville, KY / 502-296-2534	Procore Carpinteria, CA / +1 (866) 477-6267	e-Builder Florida, United States / +1 800-580-9322
<p>Overview</p>	<p>A cloud-based quality management software that is designed to facilitate the quality management during design and construction phases of projects. This product is designed keeping in mind any entity that is investing funds in designing and constructing a project. Entities such as, government agencies - federal, state, local, municipalities; universities, industries, design firms, construction firms etc. are potential clients of this product. Since it primarily focuses on quality management which is a critical task in any project delivery methodology, it provides tools which enable the users to accomplish this task efficiently. Since quality management involves a set of quality assurance and quality control processes and procedures, several team members of the project are involved in ensuring the design documents are being developed without any errors prior to construction. This effort involves in checking/reviewing, backchecking, correcting, verifying and auditing which results in plethora of comments. This software automates capturing the comments and resolutions and ensures automatically that all the comments are properly resolved prior to construction.</p>	<p>A cloud-based construction management software that is designed for a variety of construction firms such as engineering firms, architectural and designing firms, office buildings, industrial plants, retail centers, universities, general construction management firms as well as specialty subcontractors. It enables the users in associating on projects and increases efficiency by strengthening communication among the co-workers through sharing documents, graphics, RFIs, schedules, contracts, submittals etc. These project data can be edited and shared from the job site so that the firm owners can keep an eye on the workflow. All the project docs can be accessed from any web-connected device.</p>	<p>e-Builder Enterprise is a cloud-based construction business management solution that is completely integrated, owner-centric, and focused only on satisfying the demands of facility owners and construction professionals. It acts as a single repository for everything, from in-built documentation to BIM reference models to warranty information after the project is completed. e-Builder Enterprise offers an end-to-end PMIS (project management information solution) that delivers results from design and capital planning through commissioning. Using capital planning tools of e-Builder Enterprise, you can rapidly systematize the process of keeping all stakeholders up to speed on planned and authorized project statuses. You can manage your CIP's design phase with ease from a single control point, and handle submissions and approvals with suppliers, partners, and stakeholders. Additionally, all design files include automated version control, allowing you to redline and mark up drawings as required. It automates procedures that guarantee that designs are assessed in a timely way, as well as allowing you to monitor and select design flaws. The integrated modules of e-Builder Enterprise remove data silos and provide real-time monitoring and visibility throughout the whole project.</p>

Competitive Analysis

Competition/Features	QMS (QM tech, LLC) Louisville, KY / 502-296-2534	Procore Carpinteria, CA / +1 (866) 477-6267	e-Builder Florida, United States / +1 800-580-9322
Comprehensive Quality Management software	X		
Automatic capturing of comments and responses to ensure resolutions	X		
Project Requirements - Smart checklists	X		
Smart communications	X	X	
Project reports module	X	X	X
Project analytics	X	X	X
Develop and execute Quality Control processes and procedures <u>with ease</u>	X		
Develop and execute Quality Assurance processes and procedures <u>with ease</u>	X		
Project QM status	X		
Project Corrective actions	X		
Engage with global Quality Community	X		

Management Team



- Founder and owner of the company, Vinay K. Polepalli is a 30-year veteran of the Civil Engineering industry.
 - *He is a licensed engineer in many states and certified as a Quality Manager by world renowned ASQ organization. He has served in the industry as a Quality Manager on several large projects for top notch firms. Over the years he has experienced the need for a comprehensive QM SaaS product.*
 - *After several years of fine tuning this idea, he has decided to dedicate his attention full time to bring the idea to fruition for greater good.*
- Identifying a technology partner to develop and bring the product to the market.
- Identifying a seasoned CTO, with expertise and experience in developing and launching SaaS platforms, to bring onboard to lead the product development



Financial Projections and Key Metrics

- TAM – Total Addressable Market
 - **Global market - 18.59 trillion USD in construction fees**
- SAM – Serviceable Available Market
 - **US market - 1.8 trillion USD in construction fees – which translates to USD 180 billion in design fees – which translates to 3.6 billion in potential target for QM services.**
- SOM – Serviceable Obtainable Market
 - **US market - 3.6 million USD in revenues for the first year for QM platform**

Key Metrics/Financial Projections	1st year	2nd year	3rd year	4th year
Government Clients	It is estimated that first six months will be devoted to developing the SaaS product and launching it. Next six months will involve in beta testing, tweaking, marketing and selling the product.	12	25	100
Private Clients		50	200	500
Number of Projects (P)		150	500	1000
Average number of Users (U) per project		20	20	20
Number of Project Users (P x U)		3,000	10,000	20,000
Fee per user per year (F)		\$1,200	\$1,200	\$1,200
Total Gross Revenues (P * U * F)		\$3,600,000	\$12,000,000	\$24,000,000

Current Status and use of funds

- Currently identifying the technology partner and a CTO to help lead and develop the product
- Any funding raised will go towards developing the SaaS product

ASK

- Seeking \$750 K in funding to develop QM SaaS product and build a leadership team to market and sell the product to clients

Appendix

- *FIU bridge collapse:* <https://www.newcivilengineer.com/latest/fiu-bridge-collapse-lessons-learnt-three-years-since-florida-tragedy-15-03-2021/>
- *I-35W Bridge Collapse in Minnesota:* <https://engineeringmanagementinstitute.org/teqc-14-review-of-i-35w-bridge-collapse-probable-causes-future-prevention-tips/>
- Global civil engineering market size is estimated to reach USD 12.05 Trillion by 2030 (Source: GlobeNewswire)
- https://ebmtrans.pathfactory.com/rb_bentley_march2023amp/digital-delivery-article?pk=em1asset1#page=1
- In US, Engineering Services industry is \$326.5 Billions in 2022 (Source: IBISWorld)
- In US, construction market size is valued at \$2 trillion and expected to grow at 3% every year (Source: GlobalData)
- <https://www.saasworthy.com/compare/procore-vs-e-builder-enterprise-vs-oracle-aconex?plds=139,2055,6499>
- https://construction.business-software.com/top-10-construction-software-rankings-and-reviews/?traffic=GoogleSearch&keyword=procore%20vs&mt=b&nw=g&pl=&dv=c&dvm=&ap=&cid=618542402361&track=8336&c=&gclid=Cj0KCQiAvqGcBhCJARIsAFQ5ke4s-_1TRRdBshIRSxBFVY_pVPf0A49jAT7rP1w3kfvckL1fqWxHI0caAkR_EALw_wcB
- <https://www.saasworthy.com/compare/autodesk-bim-360-vs-e-builder-enterprise-vs-oracle-aconex-vs-procore?plds=139,2042,2055,6499>
- <https://constructionblog.autodesk.com/top-construction-conferences-events/>