

Global Synergy: Redefining Tender Information Across Borders

Pioneering Change: Enhancing Efficiency and Compliance in
Tender Services Worldwide



About ibau

Since 1957, ibau has offered tender information services to the public and commercial sectors, aiming to boost client revenue through a blend of technology and human expertise. This enables clients to efficiently generate new contracts, submit more bids, and participate in additional tenders. As part of the Infopro Digital Group, they are a leading European provider, developing software solutions, leading platforms, and organizing events.

The screenshot shows the ibau website homepage. At the top, there is a search bar with the placeholder "Suchen ...". Below the search bar are navigation links: "AUFTRÄGE NACH BRANCHE", "AUFTRÄGE NACH ORT", "SERVICES UND LEISTUNGEN", "AKADEMIE", "ÜBER UNS", and "KONTAKT". A search icon and a user icon are also present. The main content area has a sub-navigation bar with "Sie befinden sich hier: Startseite > Aufträge nach Branche". Below this, a section titled "Aufträge suchen und passende Aufträge finden" is shown. It includes a heading "Aufträge finden Sie mit ibau! Deutschlandweit erhalten Sie alle öffentlichen Ausschreibungen sowie privat gewerbliche Projekte. Wählen Sie die für Sie relevante Branche aus uns von unserem Angebot. Finden Sie passende Ausschreibungen mit denen Sie Ihr Geschäft voran bringen. Ob Aufträge aus dem Dienstleistungssektor, Ausschreibungen für Bauprojekte, finden Sie spezifische und auf Ihre Anforderungen zugeschnittene Ausschreibungen." Below this, there are three large image cards: "LIEFERLEISTUNGEN & HANDEL" (a warehouse scene), "DIENSTLEISTUNGEN" (a service scene), and "HOCHBAU" (a construction site). Each card has a sub-section titled "BELIEBTE BRANCHEN" with a list of industry names.



Service Provider
(construction)



>270



Germany



React, Node.js



7 Team member

Challenge

- Lack of In-house Expertise:** ibau did not have sufficient in-house expertise to develop and maintain a unified platform.
- Unified Platform Design:** The task was to design a platform that could bring together businesses from different countries, each previously operating on its own local platform.
- Flexibility and Adaptability:** The platform needed to be flexible enough to adapt to customer needs, country-specific requirements, and the data available in each region.
- Regulatory Compliance:** Ensuring the platform met various regulatory requirements across different regions.

Solution

- K&C designed a unified platform,** replacing multiple country-specific systems.
- Provided a flexible framework** adaptable to local customer needs, data availability, and regulatory requirements.
- Optimized** data filtering for accurate matching of tenders and construction projects.
- Sped** up request processing to enhance overall efficiency.
- Ensured continuous development and support for **platform stability, adaptability, and competitiveness.**

Success Story

The collaboration between ibau and K&C began with designing a unified platform to replace multiple country-specific systems. K&C provided new team members to work alongside ibau's team, systematically fixing bugs and enhancing stability. They updated outdated components, improved the mail system, and optimized data filtering for accurate matching of tenders and construction projects.

The platform first launched after a year of development, starting with Belgium, and transitioned to a new back office system in 2024. Currently, the focus is on adapting the platform for the French brand, with plans to launch by the end of 2025. Continuous development and support ensure the platform remains competitive and adaptable to market needs.

The collaborative effort has resulted in a robust and flexible platform that meets diverse regional requirements and customer needs.

Why K&C?



Fast and Successful Implementation: K&C's ability to quickly implement solutions ensured a fast time to market



High-Quality Expertise: K&C provided professionals with extensive knowledge and expertise, ensuring the project's success



Efficient Go Live: The platform was able to go live within a few months, showcasing K&C's effectiveness in delivering timely solutions

About Krusche & Company

With over 25 years of experience, Krusche & Company (K&C) is a leading IT outsourcing provider, specializing in web and cloud technologies. Our team of 150+ IT experts operates from six offices worldwide, delivering top-notch services in UX/UI design, software development, cloud development, DevOps, quality assurance, agile project management, and cybersecurity.



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