



TWINBP APP: REVOLUTIONIZING CONSTRUCTION PROCUREMENT

How Fospertise Built a Digital Platform Connecting 10,000+ Products with Local Construction Material Stores

BACKGROUND

TwinBP is a digital marketplace platform designed to revolutionize construction material procurement. The platform connects day-to-day customers and construction professionals with local hardware stores through an intelligent quotation system, addressing traditional sourcing inefficiencies.

CHALLENGE

In the Sri Lankan construction industry, contractors usually faced project delays due to ineffective procurement, and busy residents lacked the time to visit multiple stores in search of specific construction materials. Also, without clear market visibility, traditional sourcing required numerous phone calls and store visits. Further, these matters led smaller hardware stores to miss opportunities to reach potential customers in this fragmented economy.

OUR SOLUTION: TWINBP PLATFORM

Fospertise developed a comprehensive 2-tier ecosystem including Android and iOS mobile applications, and a web application to connect construction-related customers and merchants.

Key Features We Built:

- ✓ **Price comparison system:** Hardware stores bid competitively on customer requests
- ✓ **10,000+ product catalog:** Comprehensive construction materials database (including images)
- ✓ **Flexible shopping cart system:** Mix and match suppliers for optimal procurement
- ✓ **Secure payments:** Confirmation notifications and manual payment release
- ✓ **Geo-targeted notifications:** Automatic alerts to relevant local suppliers
- ✓ **Assuring Flawless Delivery:** On time product delivery confirmed by OTP verification



60%–
70%

Time savings
in material sourcing

FOSPERTISE'S ROLE IN IMPLEMENTATION

Why TwinBP Success Demonstrates Our Expertise:

- ✓ **Industry-specific understanding:** Deep knowledge of construction procurement challenges
- ✓ **User-centric design:** Intuitive platform serving both B2B and B2C needs
- ✓ **Scalable architecture:** Supporting 10,000+ products and growing merchant network
- ✓ **Real-world impact:** Measurable ROI for all stakeholders
- ✓ **Technology innovation:** Price comparison auction model creating true marketplace dynamics



“What used to take 2-3 days now takes just a few hours.”

TwinBP completely transformed how we source materials. What used to take 2-3 days now takes just a few hours. We recently received eight quotations from hardware shops within six hours for the building material requirements of a commercial project, saving 22% on costs. Also, our project completion timelines have improved dramatically.



- Anura: Large level building contractor



MEASURABLE IMPACT

For Day-to-day Users:

- ✓ **60-70%** time savings in material sourcing
- ✓ **15-25%** cost reduction through competitive bidding
- ✓ Fewer delivery errors via OTP verification system
- ✓ Projects complete procurement in hours instead of days

For Construction Material Shops:

- ✓ **8-10%** increase in qualified leads monthly
- ✓ Expanded customer reach beyond local market limitations
- ✓ Fair competitive platform for all business sizes

Need a unique solution for your company?
Let's discuss how we may help you streamline your business as well.

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