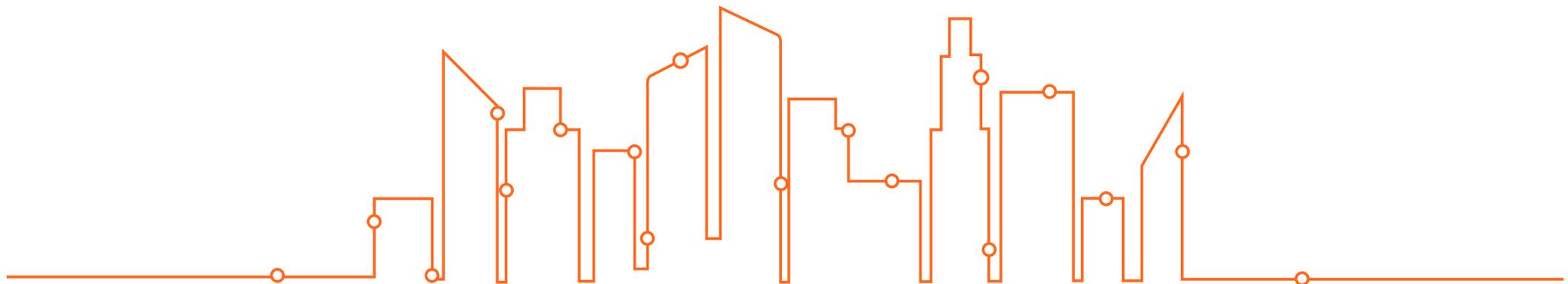




20-21 February 2019
CoWrks Worli, Mumbai

Where property, construction &
workplace leaders meet proptech,
capital and collaborators



WWW.BWT-INDIA.COM



We're delighted to welcome you to BWT India - the new annual event for India's progressive real estate companies, tech founders and investors. This event comes at a time when, globally, strategic thinkers are increasingly exploring opportunities at the intersection of real estate and technology - looking at new ways to construct, to operate assets and to better serve customers.

And so it is no accident that the Built World Technology Alliance is an eclectic mix of traditional real estate leaders, disruptors and collaborators. We want you to meet people outside of your current circles.

Because only together can we accelerate the digital transformation of the real estate industry and create better places to live, work and play.

Enjoy the event.



Robert Marten

Robert Marten

Director
Built World Technology Alliance



Becky King

Becky King

Director
Built World Technology Alliance



Neall De Beer

Neall De Beer

Director
Built World Technology Alliance

CONFERENCE DAY

20TH FEBRUARY

9:00 Chair's Opening Remarks

9:10 **Keynote: How traditional real estate, VC and tech can work together**

 **Vik Chawla**
Director
Fifth Wall Ventures

9:40 **Keynote: Why real estate companies have been slow to change - And how to catch up**

 **Jonathan Hannam**
Co-Founder & MD
Taronga Group

10:10 **Keynote: Future technology for better building performances**

 **Cory Brugger**
CTO
HKS

 **Gaurav Chopra**
Managing Director, India
HKS

Founders' Clinic 1: How to raise Series A - a venture capital perspective

 **Ashish Singla**
VP, Head of Investments
Max VI

10:40 Networking Break

11:10 **The impact of Artificial Intelligence on tenant engagement**

 **Dinesh Malkani**
Founder & CEO
Smarten Spaces

Break-out: Team collaboration in the modern workplace

 **Cpt Vinod Rajan**
SVP, Head of CRE & Workplace Services
Société Générale

Founders' Clinic 2: Access to overseas markets - how and when

 **Jonathan Hannam**
Co-Founder & MD
Taronga Group

11:40 **Panel: The impact of technology in commercial real estate**

 **Ajay Prasad**
MD - India
Taurus

 **Nirupa Shankar**
Director
Brigade Group

 **Sidharth Menda**
CEO
CoWrks

 **Vinod Rohira**
MD, Commercial Real Estate & REIT
K Raheja Corp

12:10 **Panel: The future of brokerage in the digital age**

 **Vincent Lottefier**
Founder
Co-Working Future

 **Ramesh Nair**
CEO & Country Head
JLL India

 **Anuj Puri**
Chairman
ANAROCK

 **Anshuman Magazine**
Chairman & CEO - India, South East Asia, Middle East & Africa
CBRE

 **Anshul Jain**
Country Head & MD
India
Cushman & Wakefield

12:40 Networking Lunch

13:40 **Panel: Using technology to increase efficiency**

 **Sameer Nayar**
Founder
BuildSupply

 **Kalpesh Mehta**
Founder & Managing Partner
Tribeca

 **Karan Virwani**
CWeO
WeWork India

 **Vipul Roongta**
CEO
HDFC Capital Advisors

 **Rajesh Agarwal**
CEO
Shapoorji Pallonji Investment Advisors

14:10 **Game-changing disruption in mortgage, lending and valuations**

 **Carmen Vichelich**
CEO
Valocity Global

Founders' Clinic 3: Working with commercial real estate to refine your product

 **Gaurav Monga**
Investment Manager
Bluesky Ventures

14:40 Networking Break

15:10 **PropTech Pitch Competition**

Judges:

 **Wolfgang Moderegger**
Founder
Real Estate Innovation Network (REIN)

 **Yash Gupta**
Founding Partner
Bluesky Ventures

 **Nirupa Shankar**
Director
Brigade Group

 **Manit Rastogi**
Founding Partner
Morphogenesis

 **Ajay Prasad**
MD - India
Taurus

16:10 Networking Break

16:30 **Venture Panel: Why PropTech? Why now?**

 **Yash Gupta**
Founding Partner
Bluesky Ventures

 **Sahil Vachani**
CEO
Max Ventures & Industries

 **Samir Kumar**
Managing Director
Inventus

 **Vaibhav Agrawal**
Partner
Lightspeed

17:10 **How to start a Digital Transformation journey**

 **Jaspreet Bindra**
Independent Consultant

17:30 Drinks Reception

19:00 Networking Dinner

WORKSHOP DAY

21ST FEBRUARY (9AM - 1PM)

WORKSHOP A

How to lead a Digital Transformation journey

Objective: To establish a roadmap and check-points for real estate companies to start or re-evaluate their digital transformation journey.

Leader:



Aamer Azeemi
Chief Innovation Officer
RMZ

Aamer is responsible for technology-led innovations at RMZ with a focus on improving the experience of all members who use their assets. In his previous role, Aamer was the COO at Smarten Spaces and before that worked for Cisco as the Managing Director for Consulting Services, leading a team of consultants helping customers to Digitally Transform. Aamer has personally been involved in creating technology master plans for various Smart Cities in India and Asia Pacific and helping them work towards an integrated planning approach.

Agenda: 9.30am - 12.30pm

- Defining your current business priorities
- Creating a Digital Strategy
- Strategy to Execution
- Creating a Digital leadership culture within an organization
- What could be the challenges and possible solutions in this journey?
- Continual Analysis / Evaluation/ Reporting / Improvement

Who should attend?

- Individuals and organizations seeking a foundational understanding of Digital Transformation
- Managers responsible for designing, reengineering or improving process
- Consultants guiding their clients through process improvement initiatives
- Process stakeholders

WORKSHOP B

Co-Working - How to make 'Space As A Service' profitable and sustainable

Objective: An insightful and in-depth conversation on one of the hottest real estate topic - The Flex Market Disruption.

Leader:



Vincent Lottefier
Founder
Co-Working Future

A former CEO of JLL India, Vincent has been referred to as a change agent, open minded, a listener and always willing to tackle challenging objectives. Currently based in Paris, Vincent has lived in many parts of the world - Beijing, New Delhi, Fukuoka, Hong Kong, New York, Los Angeles, Sydney, Brussels and Luxembourg. He has been a CEO, Managing Director, Global President, head of, Country MD while working with global MNC's for nearly three decades. His focus is now on the future of work and is currently advising IWG on the changing function of the workplace.

Agenda: 9.30am - 12.30pm

- Co-working, 'agility', 'flex,' 'space as a service' - what does it really mean?
- Space as a service business models - what's working in Europe? What's working in India?
- Assessing the value of scale
- What do major corporate occupiers really want in SaaS vs conventional space?
- Culture, well-being and productivity - authoritarian rule vs flexible working
- Portfolio and enterprise services - moving from co-working spaces to a true 'business partner'

Who should attend?

- Co-working providers looking to maximize their potential
- Agents and brokers needing to better understand the market
- Occupiers wanting to assess the benefits of flexible working spaces
- Asset owners intrigued about the co-working threat and opportunity

WORKSHOP C

How to leverage data and technology for major capital projects

Objective: For developers and project stakeholders to gain superior understanding of how technology can enable smarter decisions within a holistic capital project framework.

Leader:



Cory Brugger
CTO
HKS

Cory is an industry recognized leader in the integration of advanced technology for architecture and the built environment. Cory's multidisciplinary approach to practice leverages over fifteen years' experience focused on innovation for projects ranging from residential design-build to high-rise office towers. Specializing in the implementation of building information modeling (BIM) and virtual design and construction (VDC), Cory has successfully overseen integrated project delivery on award winning buildings globally.

Agenda: 9.30am - 12.30pm

- CAPEX, lifecycle and agility - The changing approach to project lifecycles in the digital and data-driven age
- 'ConTech' Disruption - what are major threats and opportunities
- Data - Case studies illustrating cornerstone processes for data-driven decision-making in large capital projects
- Organization - Evaluating strategies for spatial organization
- Workflow - Designing and developing superior construction workflows
- Evaluation - Curating an occupier experience and understanding the value of functional performance evaluation

Who should attend?

- C-suite and project heads of large and upper-mid tier developers looking for global best-practice
- Consultants and contractors who are supporting major capital projects
- Investors in search of a foundation knowledge of tech in real estate



SPEAKERS



Nirupa Shankar
Director
Brigade Group



Om Ahuja
COO
K Raheja Corp



Sidharth Menda
CEO
CoWrks



Karan Virwani
CWeO
WeWork India



Vik Chawla
Director
Fifth Wall Ventures



Vincent Lottefier
Founder
Co-Working Future



Anuj Puri
Chairman
ANAROCK



Cory Brugger
CTO
HKS



Ramesh Nair
CEO & Country Head
JLL India



Vipul Roongta
CEO
HDFC Capital
Advisors



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CEO
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Industries



Ajay Prasad
Country Managing
Director - India
Taurus



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Founding Partner
Bluesky Ventures



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Co-Founder & MD
Taronga Group



Vinod Rohira
MD, Commercial
Real Estate & REIT
K Raheja Corp



Samir Kumar
Managing Director
Inventus India



Gaurav Chopra
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Valocity Global



Dinesh Malkani
Founder & Global CEO
Smarten Spaces



Sameer Nayyar
Founder & CEO
BuildSupply



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Kalpesh Mehta
Founder & Managing Partner
Tribeca



Jaspreet Bindra
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Consultant



Aamer Azeemi
Chief Innovation Officer
RMZ



Anshul Jain
Country Head & MD
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Cushman & Wakefield



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Chairman & CEO - India, South
East Asia, Middle East & Africa
CBRE



Vaibhav Agrawal
Partner
Lightspeed



Cpt Vinod Rajan
SVP, Head of CRE &
Workplace Services
Société Générale



Ashish Singla
VP, Head of Investments
Max VI



Gaurav Monga
Investment Manager
Bluesky Ventures

SPONSORS & PARTNERS

EVENT PARTNER



Blue Sky Ventures is a new PropTech venture capital fund founded by Yash Gupta, Anuj Puri and CapitalM (RMZ Family Office).

PLATINUM SPONSOR



HKS is a team of more than 1,350 architects, urban designers, scientists, artists, structural engineers, anthropologists, interior designers and other professionals working together across industries and across the globe to create places that delight, heal and stimulate peak performance.

GOLD SPONSORS



CoWrks is India's only large format co-working space provider. In February 2019 CoWrks Worli will host BWT India - India's world-class PropTech event.



Taurus is a global real estate investment advisor and real estate development firm - an investor in over 30 real estate markets, worldwide.



Established in 2016, Max Estates Limited is the real estate arm of Max Group with the vision to bring the Group's values of Sevabhav, Excellence and Credibility to the Indian real estate sector.



Smarten Spaces provides a platform based on exponential technologies as a strategic asset for real estate companies, enterprises and alternate space providers to successfully transform their spaces and businesses.

SILVER SPONSORS



Valocity is an award-winning technology, data and analytics company delivering digital innovation to mortgage lending and valuations globally. Our smart platform has transformed the mortgage lending process in Australasia by creating a digital ecosystem for valuers and lenders.



IWG is leading the workspace revolution by providing a choice of professional, inspiring and collaborative workspaces, communities and services. Their companies help more than 2.5 million people and their businesses to work more productively.

DINNER SPONSOR



Cushman & Wakefield is a leading global real estate services firm that delivers exceptional value for real estate occupiers and owners. Cushman & Wakefield is among the largest real estate services firms with 48,000 employees in approximately 400 offices and 70 countries.

INNOVATION PARTNER



INDUSTRY PARTNER



GLOBAL NETWORK PARTNERS



PROP TECH DATA PARTNER



FEATURED TECHNOLOGY



Facilio is the world's first IoT and AI-driven facilities optimisation SaaS solution that helps commercial building portfolios achieve real-time operational efficiency and sustainability. Unlike traditional incumbents and other piecemeal sustainability software, Facilio differentiates with its ability to combine building operations, maintenance, sustainability management, and the tenant experience across dispersed building portfolios in real-time via a single beautiful platform.

Predictively run building operations, easily improve NOI.

Facilio uses its unique IoT edge software to combine existing BAS data with the workflows of everyday FM operations and tenant experience onto cloud. It uses advanced machine learning models to predictively analyze performance and provides prescriptive AI-driven operational and asset performance insights to all stakeholders. It also allows building occupants to directly engage with facility teams and comment on comfort levels and maintenance issues in real-time.



Prabhu Ramachandran
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How IoT can improve the bottom line for building owners and operators

EXCLUSIVE INTERVIEW

The role of facilities management is changing rapidly, with building owners increasingly expecting facilities management teams to be stakeholders and collaborators for business growth. The focus is shifting towards highly efficient operations and an elevated occupant experience. I sat down with Prabhu Ramachandran, Founder of Facilio, to learn more.

Rob Marten (RM): Prabhu, before we begin, please start a BWT tradition by giving me the Facilio elevator pitch.

Prabhu Ramachandran (PR): Sure. Facilio is the world's first facilities optimisation software that harnesses IoT and AI to leverage existing automation data and provide superior facilities experience. We're built from the ground up keeping in mind property owners and facility managers, to help them achieve real-time operational efficiency and sustainability across CRE portfolios.

RM: Excellent. So what do you see as the core challenges building owners are facing?

PR: Up until now, building owners haven't had the technology to handle multiple things like dealing with facility service vendors, equipment breakdowns and aligning tenant requests with facilities strategies. They've been put at a blind-spot and have always been firefighting problems rather than proactively controlling operations from the driver's seat. This is mainly because of inaccessibility to real-time insights with no central visibility of building performance.

RM: Where are the biggest gains to be had?

PR: I see the biggest gains in utilizing technology to centralize and consolidate operational data from multiple BAS and control systems. This in turn enables effective cross-utilization of asset performance with ...

[CLICK HERE TO READ THE FULL INTERVIEW](#)

FEATURED TECHNOLOGY



Trezi is a fully immersive virtual reality product that dramatically transforms design experience, communication, and collaboration in the AEC industry, by bringing together all stakeholders in the design project to collaborate at full scale. Trezi improves design collaboration by offering immersive visualization, a greater sense of spatial awareness, interactivity with design elements, data management, and communication features. Trezi bridges the gap that exists today between what owners and operators of commercial and residential properties believe they are paying for versus what they actually get.

Trezi will become the leading immersive design collaboration platform for the building industry that enables all stakeholders in the design project - from architect/designer to engineering services to owner/tenant - to collaborate on the 3D design in an interactive and immersive environment and make better decisions. Trezi will also connect these stakeholders to a rich ecosystem of product manufacturers as well as application and data providers that offer value-added solutions.



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How VR-led visualization can overcome architects' biggest challenges -

EXCLUSIVE INTERVIEW

Virtual Reality is one of the most intriguing technologies converging with the real estate industry. Rather than being disruptive, it is seen as an enabler - both in the architecture and design phase and also in sales and marketing. I sat down with SmartVizX Managing Director Tithi Tewari - one of the brightest stars in India's ever expanding PropTech galaxy - to learn more...

Rob Merten (RM): Tithi, in BWT tradition, please start by giving me the SmartVizX elevator pitch...

Tith Tewari (TT): SmartVizX has built Trezi, a fully immersive virtual reality platform that dramatically transforms design experience for the AEC industry by bringing together all stakeholders in the design project to collaborate at full scale. It delivers a real-time, immersive and interactive design experience that articulates design intent to match client expectations, and delivers significant business impact and improved profitability.

RM: How did you first identify the collaboration challenge between the design stakeholders?

TT: Having worked in leading Indian and International architecture and design practices over the last 20 years, we observed various redundancies and inefficiencies in the way architects and clients collaborate. As such, there was no single trigger to the idea of Trezi but an amalgamation of our experience and passion to affect productive change for the AEC industry. We observed that there was often a big gap in expected design outcomes on the client side due to an inefficient translation of design briefs. Add to this time and cost wastage in marketing for Building Product Manufacturers/Suppliers were key areas that needed addressing and were ripe for technological disruption.

RM: What issues does this manifest in?

TT: Design collaboration between multiple stakeholders leads to a series of issues. Firstly, such as...

[CLICK HERE TO READ THE FULL INTERVIEW](#)

FEATURED TECHNOLOGY



Qdesq is India's largest flexible workspace rental platform. We are the market leaders in demand, supply and transaction of flexible workspaces.

Our offerings:

- Hot Desk
- Co-working spaces
- Virtual Offices
- Meeting Rooms & Training Rooms
- Serviced & Managed Offices

Why Qdesq:

- Ready to move-in Office
- No Booking/Broker Fee
- Safe and Trusted
- Verified Venues
- Hassle Free Working
- Affordable



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India's workspace rental platform plans growth

EXCLUSIVE INTERVIEW

The shift towards Real Estate As a Service and the apparent phenomenon of flex space has created opportunities for a new breed of tech-enabled providers. I sat down with Paras Arora, Founder of Qdesq, to discuss the three year old start-up that's rustling the feathers of the traditional brokerage world...

Rob Marten (RM): Paras, before we begin, as per the 'tradition' we recently started, please begin by giving me the Qdesq elevator pitch...

Paras Arora (PA): Qdesq is India's largest and fastest growing flexible workspace rental platform. We are the market leaders in terms of demand, supply & transaction of on demand workspaces, coworking spaces, serviced office and bespoke managed offices.

RM: What do you see as the core challenges that corporate occupiers are facing?

PA: here are many... Unlike older times when CRE heads were appreciating the traditional means of getting office spaces, agreeing to long term leases and getting into management & operations of the same. Now, the scenario is vice-versa. No long term lease, pay as you go & ready to move in with no maintenance, are factors inclining today's workforce to go for flexible workspaces.

RM: Where are the biggest gains to be had for workplace leaders?

PA: According to a study, flexible workspaces save more than 20-35% of your cost as compared to traditional leased offices with no operational and management hassles. These spaces are beautifully designed and delivered with all amenities. Unlike traditional workspace, flexible workspaces come with strategic advantages such as high focus on employee productivity, environment and work culture. Moreover, talent attraction and retention...

[CLICK HERE TO READ THE FULL INTERVIEW](#)

FEATURED TECHNOLOGY



HomeInspektor performs pre-occupation inspections of residential properties using a combination of internationally qualified personnel, tools + technology and a comprehensive process that saves time, money, avoids potential issues and inconveniences.

“Very much satisfied with the report, the way it was presented with photos and narration!”

“Excellent service - Right from discussions, planning and then to execution”

“I would easily recommend their services to anyone”

Indian PropTech start-up HomeInspektor get a comprehensive examination

EXCLUSIVE INTERVIEW

Indian start-up HomeInspektor has been providing home inspection services in Bangalore to hundreds of customers for the past 18 months. I sat down with the co-founders, Sudhindra Naib and Vivek Bhat, to discuss their plans for growth...

Rob Marten (RM): Vivek, in BWT tradition, please give me the HomeInspektor elevator pitch...

Vivek Bhat (VB): HomeInspektor leverages the combination of cutting edge cloud and mobile technology and the expertise of world-class personnel combined with tools and equipment to offer home inspection services to home buyers around India helping them save tons of rupees in repair costs.

RM: Tell me a little about your backgrounds...

Sudhindra Naib (SN): I have 15 plus years of experience in Solution Management and Technology Leadership. I've co-founded four companies and hold two patents. I love innovating!

VB: I too have 15 plus years of experience in Sales, Business and Account Management having worked for mid-large scale corporates.

RM: And what led you to found HomeInspektor?

SN: The idea of starting HomeInspektor occurred to us when we encountered flooring and other safety issues with our apartment a short while after we moved in. These were issues that could have been easily caught during the handover, but there was no one to do so. Catching these issues during the handover would have prevented a lot of subsequent heartache and avoidable expense. We did some research and realised that the developed countries, especially the US, do have professionals in place - home inspectors, whose job was to provide that expertise. This was our eureka moment...



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[CLICK HERE TO READ
THE FULL INTERVIEW](#)

FEATURED TECHNOLOGY



DaeBuild CRM is an end to end Sale Automation and Customer Engagement Software for Real Estate Builders offering in depth Pre-Sales and Post Sales Real Estate Management.

DaeBuild CRM Tech stack includes:

- DaeBuild CRM is a balanced product catering to builder's complete requirement for sales and customer management. In the PropTech CRM Space, it is the most powerful Pre-Sales and Post Sales system for Builders.

- DaeBuild Builder APP brings in the power of DaeBuild CRM on Mobile enabling builders to manage their Sales and Customers on the move.

- DaeBuild Property Buyer APP is a white labelled solution enabling Builders to connect and build relation with their Buyers on a mobile platform bringing in ease and convenience to Property Buyers.

Enabling Digital Integration of Builder & Buyer

GUEST ARTICLE

For most Indians, buying a property, especially a house is much more than just a financial transaction. It is the promise of a better life, a secure future and the realization of a cherished dream.

Unfortunately, the real estate market in India has for long been shrouded under the veils of obscurity, confusion and mistrust, plagued by wide gaps between buyers and builders.

It is this lack of trust, transparency and answerability that DaeBuild's robust and cutting-edge CRM Software is tackling with precision and perfection since 2013.

The DaeBuild CRM platform is the most powerful and flexible Pre-Sales and Post-Sales automation system for Builders and Developers in the PropTech CRM space. Robust and easy to use, it caters to all aspects of sales, customer accounts, customer engagement and tracking, right from enquiry to possession.

With implementation in 300+ projects, processing thousands of units for builders in over 40 Indian cities, this centralized web CRM is revolutionizing the outdated dynamics of builder and buyer interactions – successfully creating a powerful and transparent digital integration where both parties can function with clarity, trust, and accountability.

That's not all. DaeBuild also offers an extension of its CRM software on mobile.

The DaeBuild BUILDER APP empowers Real Estate Builders to manage their sales activities and customers, on-the-go, providing maximum convenience and ease of use. Right from capturing...



Sachin Mehra
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[CLICK HERE TO READ THE FULL ARTICLE](#)

FEATURED TECHNOLOGY



Smarten Spaces is a global PropTech company headquartered in Singapore. The company provides a platform based on exponential technologies as a strategic asset for real estate companies, enterprises and alternate space providers to successfully transform their spaces and businesses.

Real Estate is a highly valuable and expensive asset (valued at \$100 Trillion) going through the most disruptive transformation today triggered by the rise in the sharing economy & the need to shift to operational excellence in a digital economy. Enterprises globally are looking for means and ways to become more agile, reduce operational costs and increase the productivity of its employees. Space cost is the second largest cost contributor for any business.

Our product is an end to end AI platform to transform spaces which is easy to deploy, in 1/4th the time taken today, 1/3rd the cost incurred today, to :

1. Enable the Real Estate Companies to transform their spaces to become more flexible, efficient, reduce cost, and enhance their tenant Community experience resulting in better rental yields, tenant retention and ability to offer disruptive and differentiated space options to their tenants
2. To enable the enterprises to optimize their spaces, efficiently, better manage spaces like meeting rooms, parking slots, seats, cafeteria's and provide a highly productive environment for their employees.
3. To provide end to end technology for Co-working, Co-living providers to manage, run and grow their business.



Propstack is India's leading Real Estate data, analytics and workflow solutions platform and was developed in response to a need for greater market transparency. Propstack's data is the most important part of their business and they conduct expansive, ongoing research to produce and maintain the most comprehensive database of Real Estate information.

Propstack is also the largest private repository of registered sale, lease and mortgage information in India. Propstack is relevant to anyone who has an interest in Real Estate and they are proud to serve the largest funds, investors, corporates, developers, brokers and lenders.

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FEATURED TECHNOLOGY



BuildSupply is building a digital highway for real estate and construction in India. We are an innovative software technology company providing solutions for intractable problems in Real Estate and Construction process management. We have created a transparent and efficient experience for the industry offering best practices, standardized specifications and a comprehensive database of line items and associated rate analysis.

Our product is an ERP software specifically designed for real estate and construction projects in India. It consists of modules for cost estimation, cost

control, procurement, tendering, billing and invoicing, vendor management and planning integrated into it.

Further, we are expanding to initiate reverse auction based procurement and to create an online marketplace for construction materials taking e-procurement to the next level of efficiency. In addition, we are building a FinTech platform to service the hundreds of thousands of unbanked small and medium sized enterprises associated with the real estate and construction industry.



Sameer Nayar

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INDIA PROPTech MARKET MAP V2

This is India's first ever PropTech market map. It will be re-released every quarter, so if you see anyone missing email becky@builtworldtech with your submissions.

○ Commercial Services ○ Residential Services ○ Workplace Services

