DATA CENTER
BID EXCHANGE

USER GUIDE

FIND IT. BID IT. WIN IT.

A practical guide to finding data center opportunities, choosing the right membership, preparing your Vendor Passport, and requesting additional intelligence.

START HERE

THE SHORTEST PATH TO VALUE

Use the platform in four focused steps. Start with the opportunity board, then move only the pursuits that fit your market, trade, and timing.

01

FIND OPPORTUNITIES

Search and filter the Bid Radar by market, trade, project stage, and expected timing.

02

REVIEW THE FIT

Open the opportunity brief, compare capacity and timing, and note the packages aligned with your team.

03

CHOOSE ACCESS

Select regional, national, enterprise, vendor, owner, or workforce access based on your pursuit model.

04

REQUEST MORE

Send a project-specific research request when the information you need is not included in your membership.

FIND

USE THE BID RADAR

The opportunity board is the working center of DCBX. It helps contractors focus on relevant work without sorting through unrelated project news.

FILTER IN THIS ORDER

1. Region 2. Trade 3. Stage 4. Timing

WHAT TO REVIEW

- Project location, region, capacity, build type, and current bid stage.
- Expected timing, including prequalification windows and pencils-down dates.
- Relevant trade packages and the opportunity confidence shown in the brief.
- The opportunity ID, which should be included in any follow-up request.

Watchlist note: Use the star control to keep a short pursuit list. A saved watchlist stays with the browser and device used to create it.

QUALIFY

BUILD YOUR VENDOR PASSPORT

The Vendor Passport creates one reusable mission-critical qualification record that can be found and reviewed by the right project teams.

CORE PROFILE

- Company capabilities and trade specialties
- Service territory and workforce capacity
- Safety performance and insurance
- Licenses and certifications
- Past performance and references
- Expiration and renewal tracking

BE READY BEFORE OUTREACH

A complete record helps a GC or owner evaluate your fit without first asking for the same documents again.

A

KEEP IT CURRENT

Update credentials, service coverage, staffing capacity, and project experience as they change.

B

MATCH THE MARKET

Keep the trades and states you actively serve accurate so searches return the right fit.

WIN

MOVE FROM OPPORTUNITY TO AWARD

Winning starts with choosing the right pursuit early, confirming requirements, and preparing a complete response before the bid window closes.

PURSUIT CHECKLIST

- Confirm the bid stage, expected schedule, delivery market, and relevant packages.
- Verify the known owner, operator, developer, general contractor, and procurement links.
- Check licensing, bonding, safety, staffing, and geographic requirements before estimating.
- Prepare your Vendor Passport and current supporting documents.
- Add the pursuit to your pipeline and assign the next action, owner, and due date.
- Request additional intelligence when a decision-critical detail is missing.

DCBX does not replace the official solicitation. Confirm scope, dates, and submission instructions through the issuing organization before committing estimating resources.

MEMBERSHIP

CHOOSE THE RIGHT ACCESS

Membership should match where your team works, how many people need access, and whether you need regional visibility, national coverage, or advanced reporting.

PLAN	INCLUDES	PRICE
Small Subcontractor	Regional Bid Radar for up to four state markets; added markets are $29/month each.	$49/month
National Contractor	National pencils-down and prequalification tracking, filters, coverage, alerts, and GC links.	$199/month
Enterprise Contractor	Everything in Small and National, ten users, exports, CRM tools, and Custom Data Reports.	$999/month

OTHER ACCESS

- Verified Vendor Passport: standalone or discounted with an active contractor membership.
- GC, colo, operator, and hyperscaler portal: vendor search and procurement support.
- Recruiter and staffing access: workforce-demand intelligence by market and timing.

REQUESTS AND CONTACT

ASK FOR WHAT IS MISSING

Use Information Requests for project-specific research. Use Contact for membership, billing, enterprise access, vendor participation, partnerships, or platform questions.

01

SUBMIT THE REQUEST

Enter your work email, company, request type, project or market, needed-by date, trades, details, and any source links.

02

MEMBERSHIP CHECK

DCBX matches your email to active membership records and identifies what is included in your plan.

03

WRITTEN PRICE

You receive a scope and member-adjusted price before additional research begins.

04

EMAIL DELIVERY

The finished response and source links are delivered to the email address used for the request.

Keep the confirmation reference shown after submission. Include it in follow-up messages so the request can be located quickly.