

# BuildingConnected's Bid Management Solution for Contractors

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VP of Sales, BuildingConnected

**CONNECT & CONSTRUCT SUMMIT**

 AUTODESK UNIVERSITY



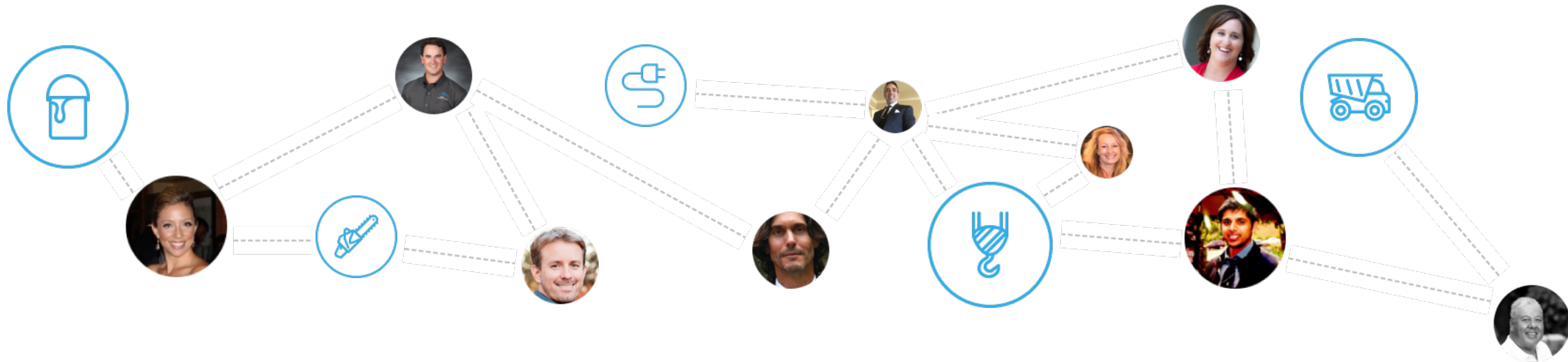




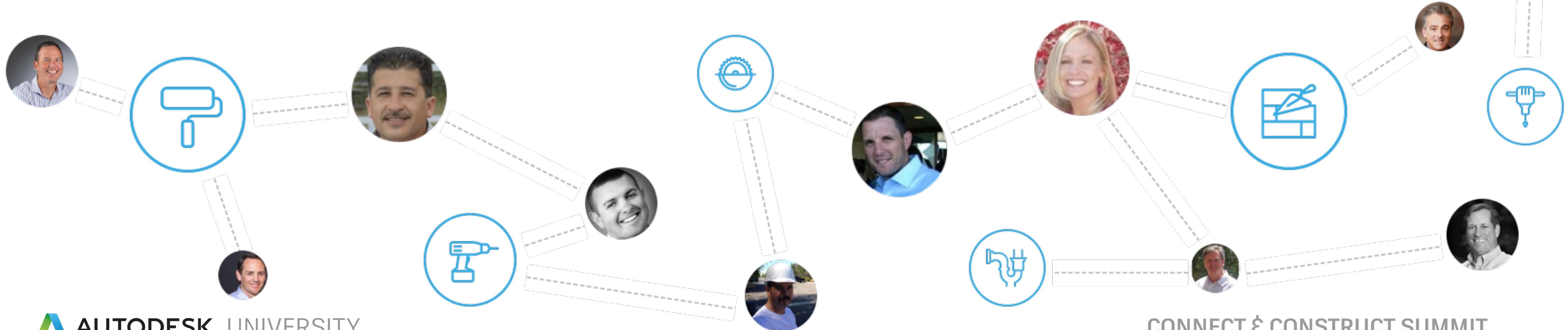
# About the speaker

Nate Mihalovich

VP of Sales for BuildingConnected  
Autodesk Construction Solutions



At BuildingConnected, our mission is to connect every business and professional in commercial construction.





# 400,000+

subcontractors in the network

# 10,000

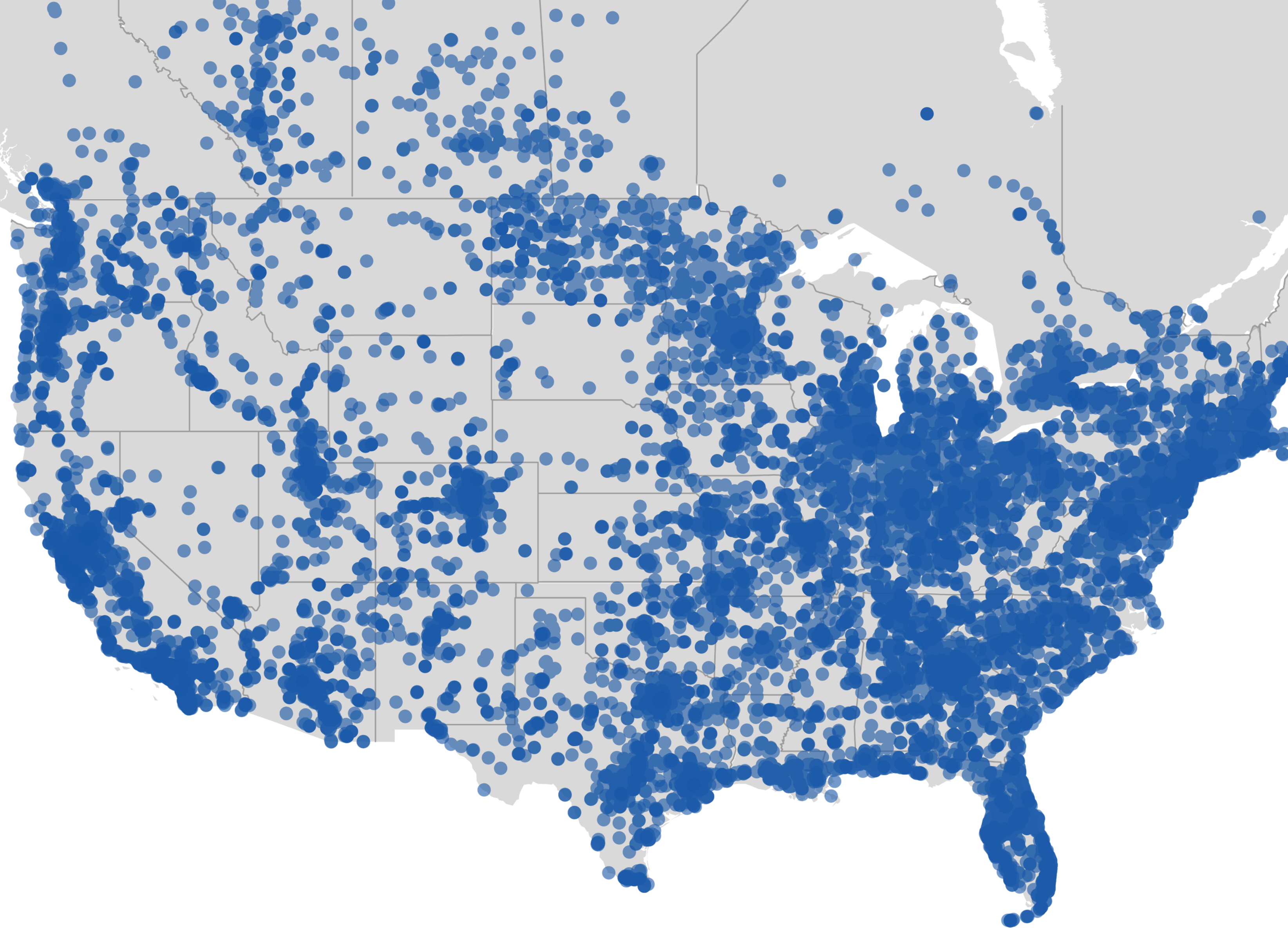
projects bid out last month

# \$100B

bid out monthly

# 5,000,000+

bid invites sent every month

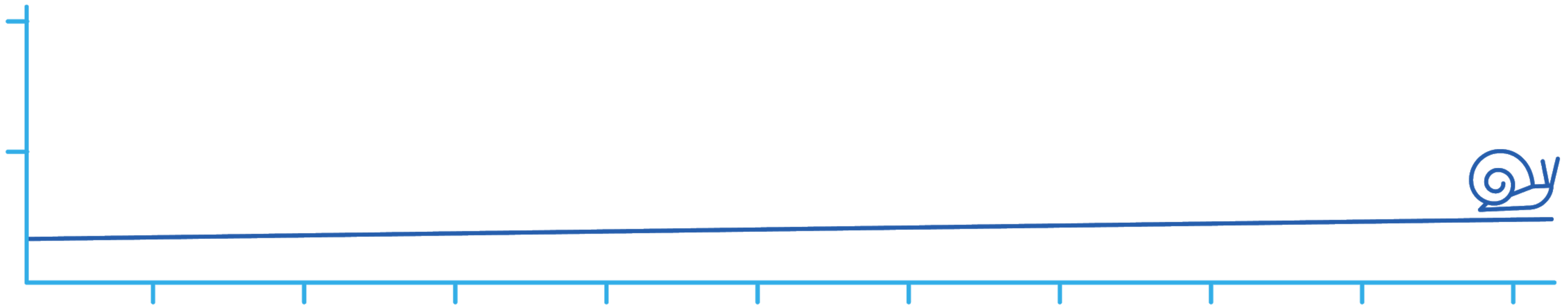




The biggest issues  
we're solving for contractors



Over the past two decades,  
construction productivity has only  
grown on average 1% a year.\*



\* McKinsey Global report, "Reinventing construction: A route to higher productivity"



# Why is growth so slow?

Offices spend a huge amount of time manually managing their bid board.\*

99%

of subs who use email  
or Excel to track bids have  
missed a bid invite

47%

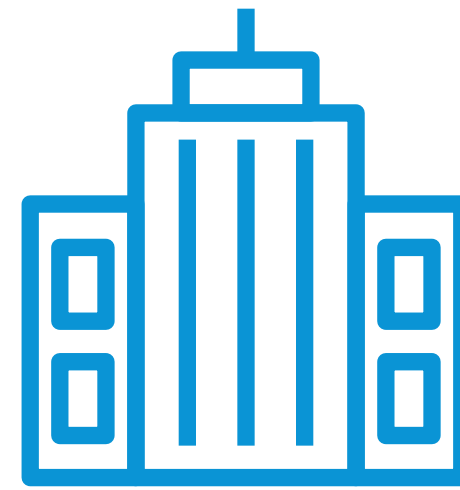
of subs track  
in email

\* McKinsey Global report, "Reinventing construction: A route to higher productivity"



# Why is growth so slow?

Offices spend a huge amount of time manually managing their bid board.\*



Offices size 5+ spend

# 40 hours per week

updating bids

\* McKinsey Global report, "Reinventing construction: A route to higher productivity"

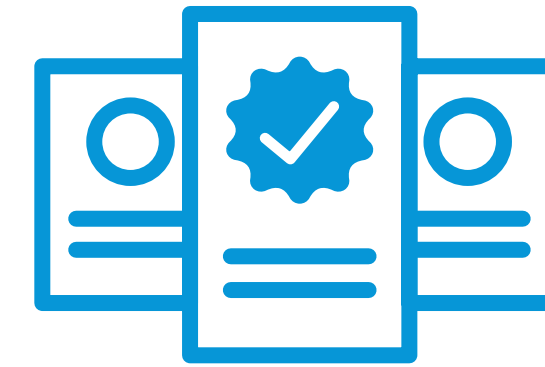


# Our solution



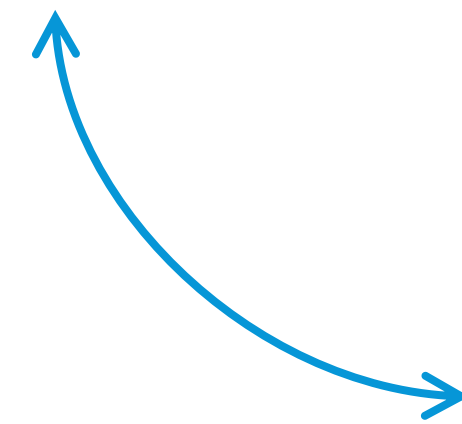
## BC Pro

BID MANAGEMENT  
FOR GCS

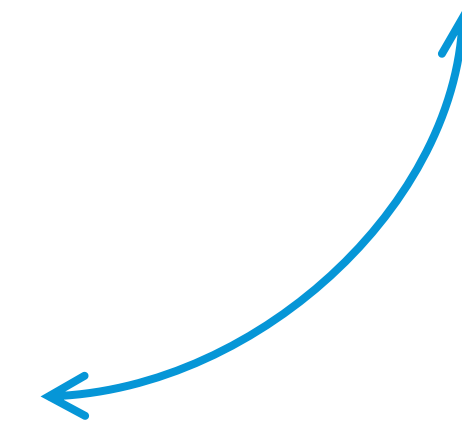


## Bid Board Pro

OPPORTUNITY MANAGEMENT  
FOR SUBS



The Network





Who out there is  
a specialty contractor?

General contractor?

Are you involved in  
day-to-day operations?



Let's see it in action  
[here.](#)

Q&A





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