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How builders win more jobs: Gain a competitive advantage with crowdsourcing

Skylar Ritwo, Autodesk Construction Solutions
Aaron Grenier, Ledcor Group

Learning Objectives

- What is a crowdsourced network of construction professionals
- How BuildingConnected connects every builder for every project
- How Ledcor Group leverages the Builders Network and BuildingConnected

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Description

Construction is a relationship-based industry where deals are still closed with handshakes. But this new competitive world, with limited expertise and a growing demand for construction, owners and contractors need a faster way to make connections with the right talent and plan for all possible outcomes. Static contact databases and bid management tools perpetuate disjointed business results, leaving contractors constantly defending their costs and schedules while ensuring they can identify the right people for the right projects.

In this session, you'll learn how BuildingConnected connects every builder and construction professional for any type of project while managing their bidding processes from start to finish. You'll also learn how emerging markets are benefiting from this crowdsourced technology today to remain competitive with their clients.

Speakers

Skylar Ritwo, Autodesk Construction Solutions

Skylar is a Customer Success Manager for Autodesk Construction Solutions. With over 10 in real estate operations and account management, he has a unique combination of industry and technology experience which he uses to help construction professionals integrate new preconstruction technology solutions. He supports builders in Eastern US and Canada.

Aaron Grenier, Ledcor Group

Aaron is Director of Preconstruction and Estimating for Ledcor Construction in Vancouver, Canada. With over 20 years in the construction industry, Aaron is highly respected and recognized as a leader in the Canadian Construction Market with a gift for creating and cultivating positive and integrated working relationships with regional developers/owners, trades, and design teams. Marquee projects include The Royal Alberta Museum ($260M Deign Build), The Alberta Art Gallery ($88M Negotiated to Lump Sum), and 1468 Alberni PassiveHouse Residential ($450M+ Preconstruction, currently on track to be one of the world's largest PassiveHouse project).
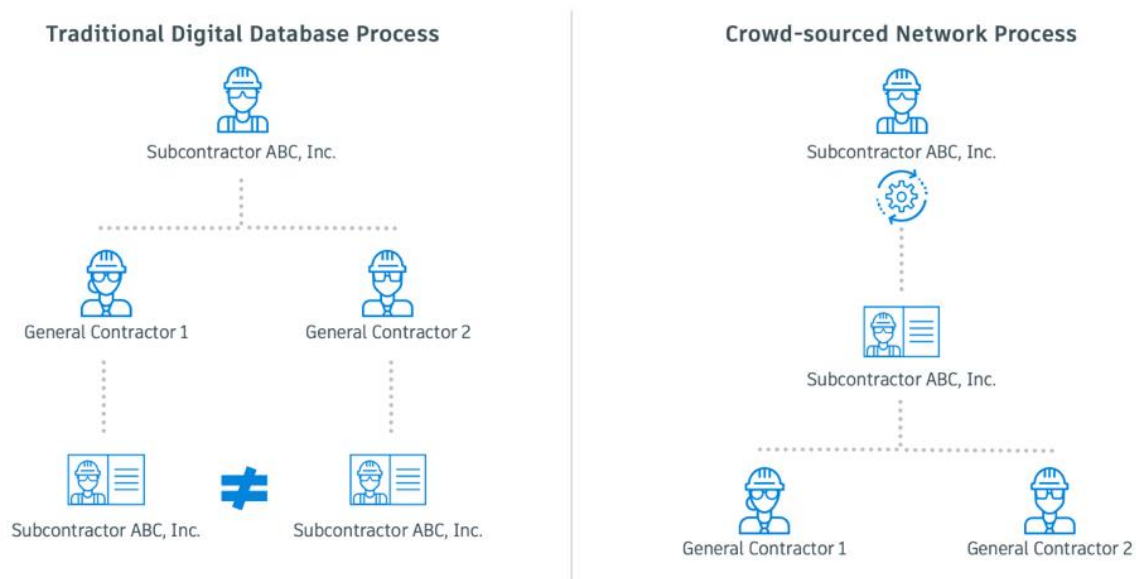
How BuildingConnected connects every builder for every project

Historically, construction has been one of the most collaborative, yet fragmented industries. Information is siloed, causing delays and inaccuracies in information sharing. This is especially important to address during the bidding process when looking for the right builders.
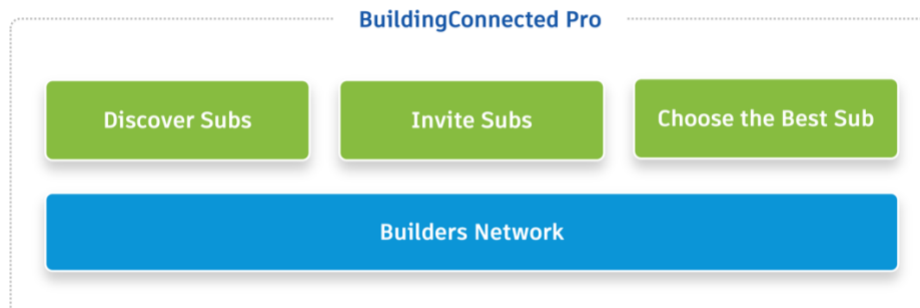
Traditional database vs. Crowdsourced construction network

Traditional contact databases are static, updated manually, and prone to errors – leaving teams with inaccurate and outdated information when trying to find subs.

Since BuildingConnected uses the power of crowd-sourcing to keep the network accurate and up-to-date, you won't burn daylight updating contact data. Instead, you'll find accurate subcontractor information at your fingertips–making bid management a breeze. As soon as any information is edited and verified, it is automatically updated for the entire network of builders.

This crowdsourced network is only as helpful as the tools that support and leverage it. Thanks to the Builders Network, BuildingConnected helps owners and GCs discover, invite, and choose the right sub for every project.

How Ledcor Group leverages the Builders Network and BuildingConnected

Aaron Grenier at Ledcor Group has adopted BuildingConnected for his team since 2015. Their growth has accelerated, with over 700 projects published across six cities in Canada.

Quality of work > Quantity

After managing bids using different systems for years, Aaron made it a point to streamline the preconstruction process to get more done, faster.

With BuildingConnected, his team can accurately invite the right subs, even in new markets, and centralize their bidding information and files. When estimators can set up a bid list in less than 15 minutes, they're doing more of the work that they're actually paid to do.

To learn more, please visit BuildingConnected.com.