

# Best Practices to Identify the Best Bid

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Lead Product Manager, BuildingConnected

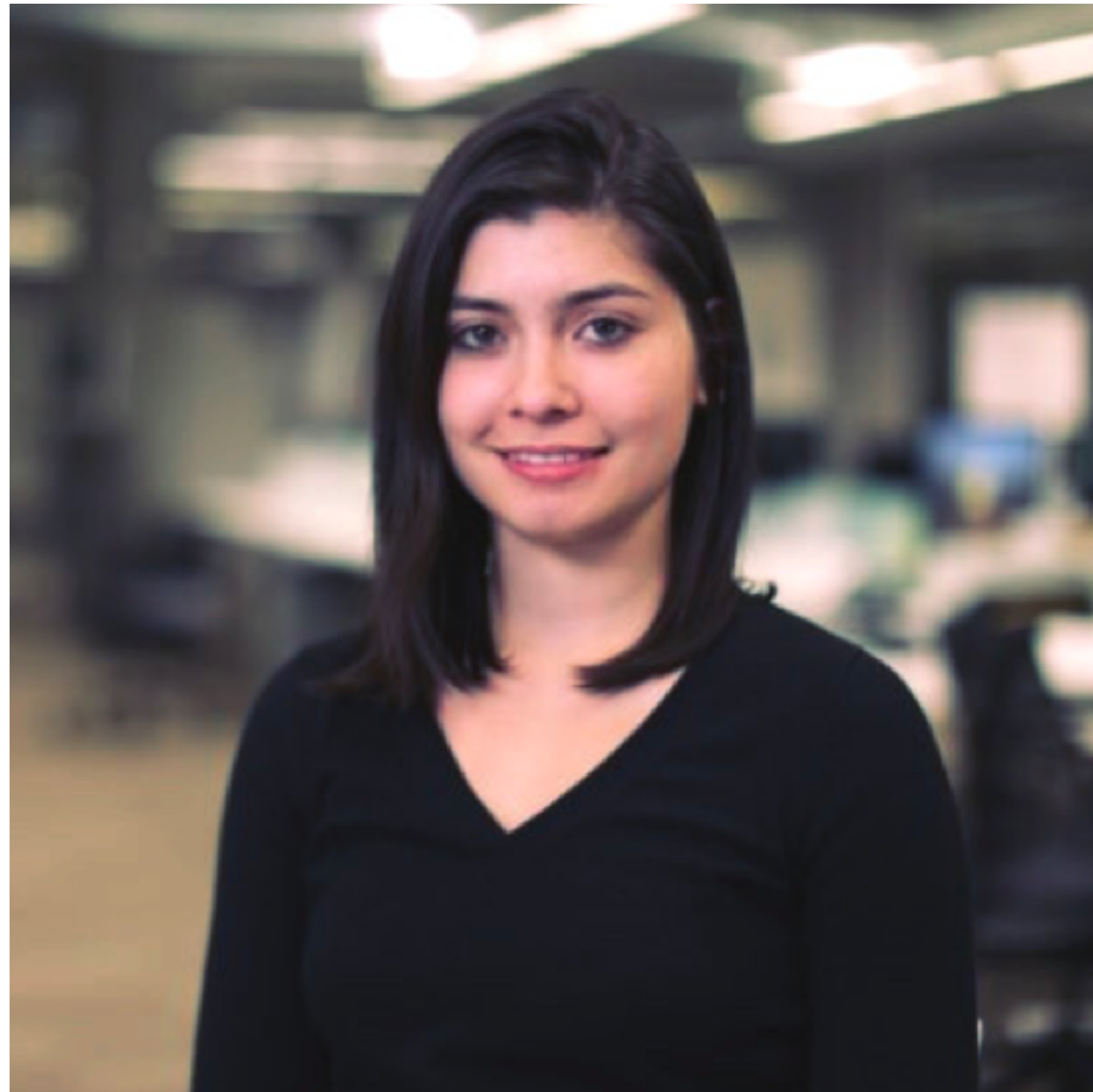
**Cooper Jobling**

Customer Success Manager, BuildingConnected

**CONNECT & CONSTRUCT SUMMIT**

 **AUTODESK.** UNIVERSITY





## About the speaker

Angela Santurbano

Lead Product Manager, BuildingConnected





# About the speaker

Cooper Jobling

Customer Success Manager, BuildingConnected

# Jeff and the Quest for the Golden Sub



# Once upon a time...

There was a senior estimator named Jeff who worked for Dynamite Construction.

His job was to find the best subs for Dynamite Construction projects.

Jeff was really, really good at his job. But even super-good estimators hit pitfalls.





Rolodex, spreadsheets  
and cold calls—oh my!





Communication break-  
down at its finest.





The dog ate Jeff's specs  
and all the other stuff he  
needs for his RFPs.





Phone tag...Jeff's  
always it.





10 bids. 10 different languages.



2 EMAILS



1 FAX



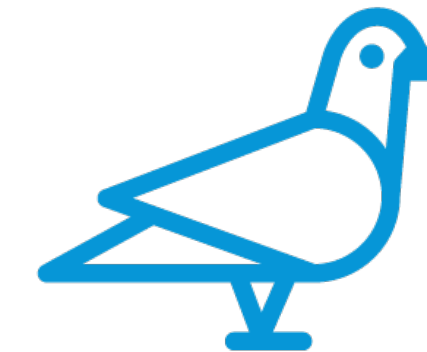
2 SPREADSHEETS



1 POST-IT-NOTE



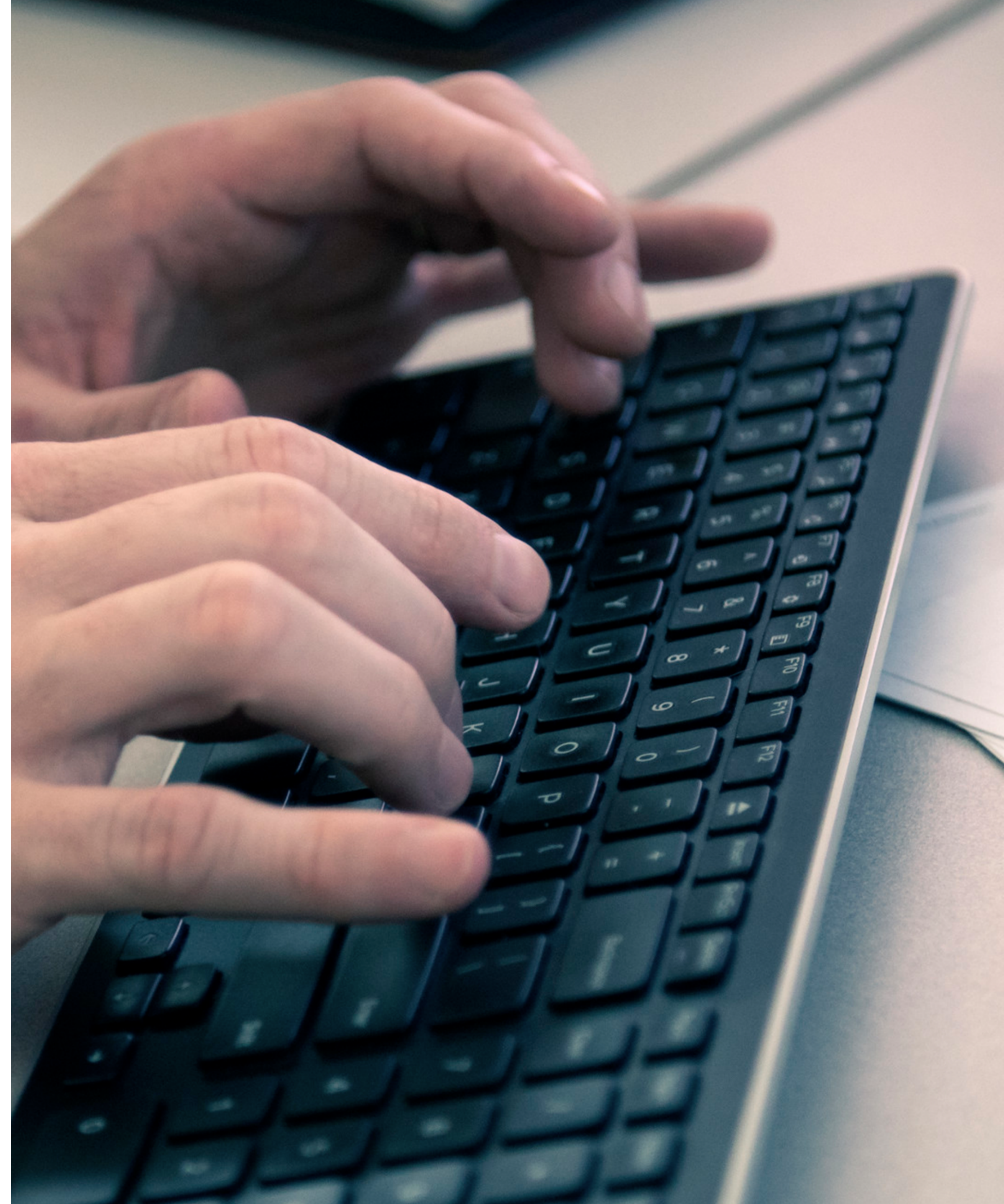
3 STONE TABLETS



1 CARRIER PIGEON



How Jeff got carpal  
tunnel syndrome.





Comparing watermelons  
to apricots.





Still comparing  
watermelons to apricots  
(Jeff went with an apricot).





Jeff found a sub! But...  
it was far from golden.





## Why Acme Concrete is called Acme Concrete.

- on the brink of bankruptcy
- being sued by 3 GCs
- currently working on 24 projects





Let's re-write Jeff's story  
because there is better way  
to find the golden sub..



# What if...

Jeff had access to a centralized network of subs that updated in real time?



**Thomas**  
Construction M



**Seymour**  
Bid Coordinat



**Anaheim**  
General Co



**Leila Mann**  
Senior Estimator

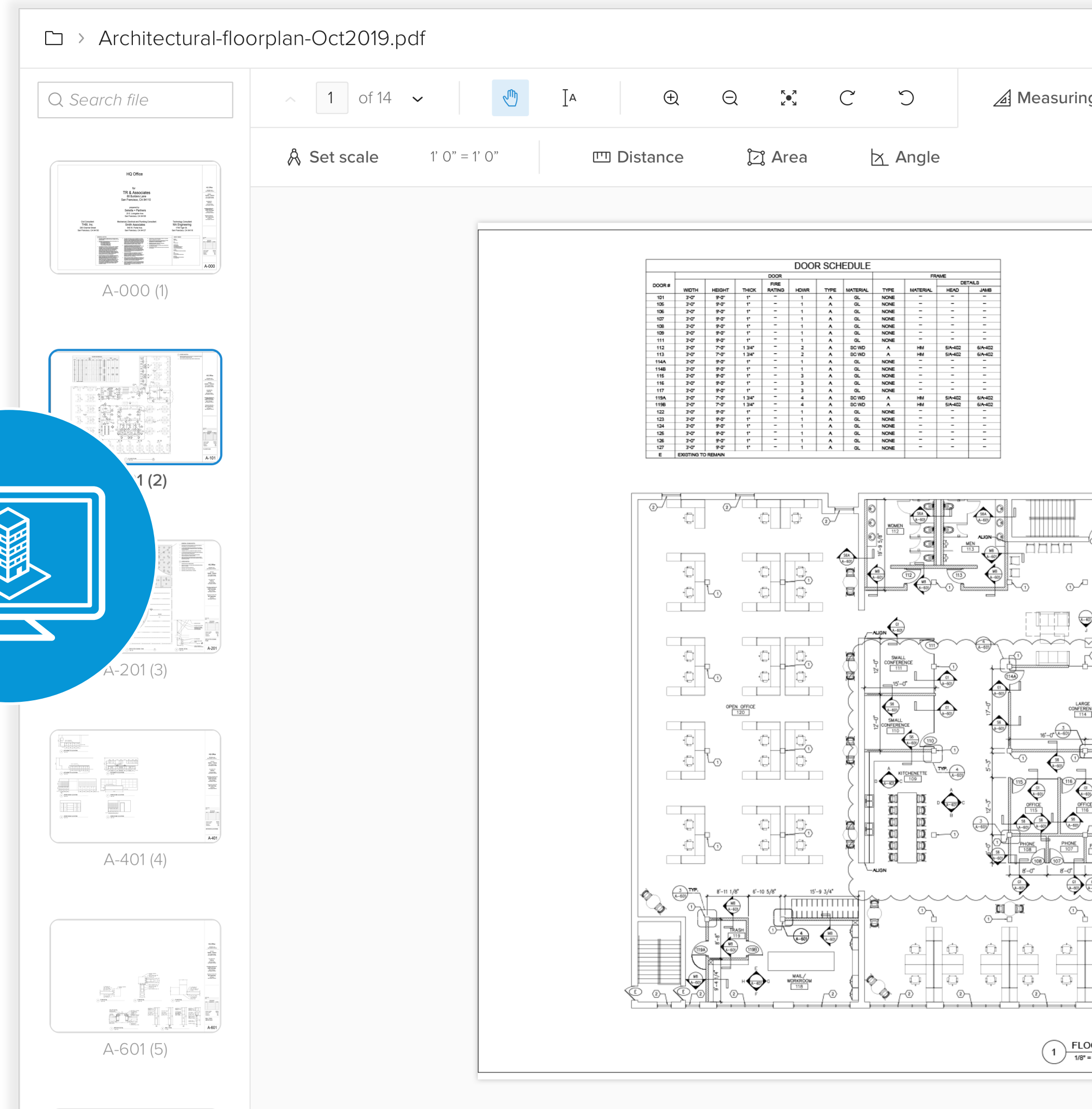


**Tobias & Wilson**  
Subcontractor



# What if...

What if Jeff had all of his files, project info and could collaborate with his team in one place?





# What if...

subs had to fill out scope sheets the way Jeff prescribed, so it was easier for him to compare bids?

Scope-Specific Bid Form

SCOPE-SPECIFIC SECTIONS:

Line Items

Alternates

Inclusions

Scope-Specific Info

LINE ITEMS

Create the itemized list of breakouts.

Description	Code	Response Type	Quantity	Required
Drywall & Framing	<input type="text" value="Input"/>	<input type="text" value="lump sum"/>	<input type="text" value="Input"/>	<input checked="" type="checkbox"/>
Light Gauge Metal Framing	<input type="text" value="Input"/>	<input type="text" value="lump sum"/>	<input type="text" value="Input"/>	<input checked="" type="checkbox"/>
<div><div>+</div> add line item</div>				


Cancel


Save




What if...

Jeff could compare  
apples to apples?

 <b>CMP Concrete</b> Evan Robinson	
🏆 AWARDED    💰 APPARENT LOW    📌	
<b>\$142,641</b> \$148,641	
600 linear feet @ \$120	\$72,000
93 count @ <b>\$490.00</b>	<b>\$44,640</b>
	\$116,640
	\$14,000
	\$14,000
	<b>\$130,641</b>

 <b>Rubicon</b> Amelia Ross	
<b>\$150,411</b> \$163,451	
00 linear feet @ <b>\$128</b>	<b>\$76,800</b>
3 count @ \$510.00	<b>\$55,800</b>
	\$132,600
	\$9,000
	\$9,000
	<b>\$141,600</b>

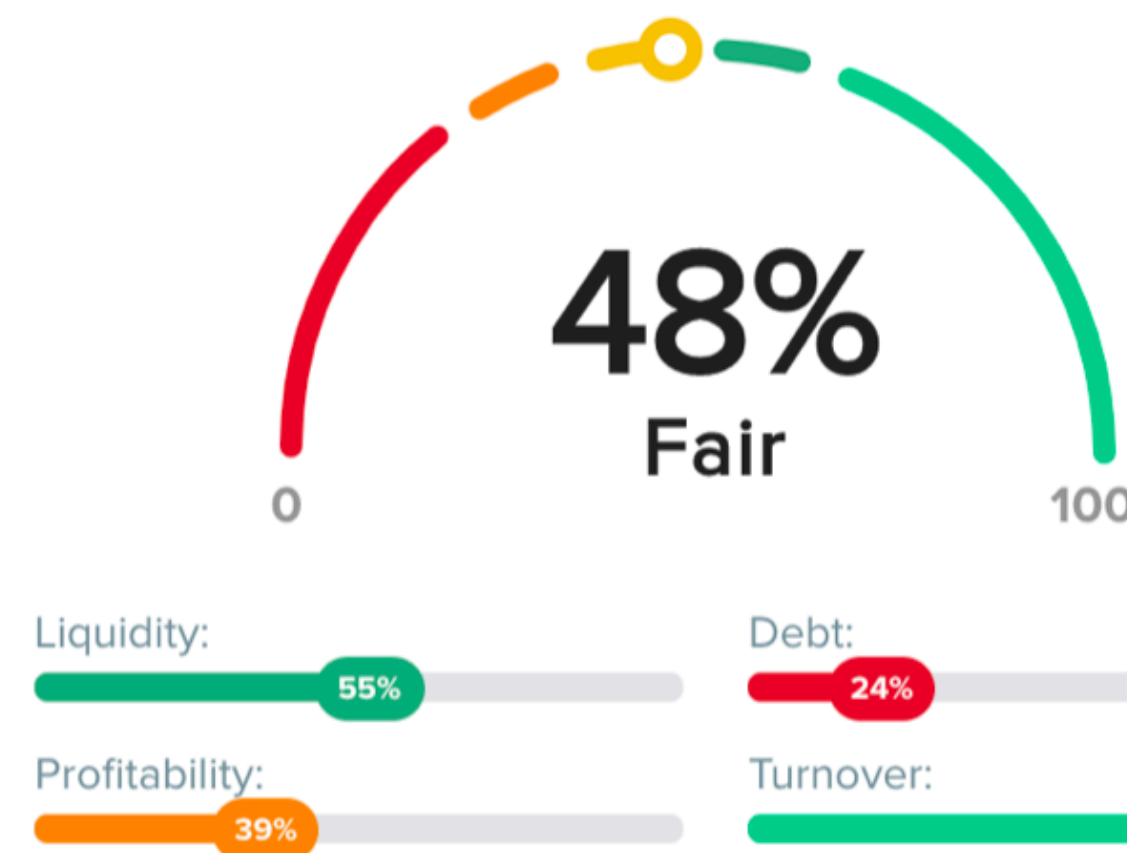
 <b>Reliant Concrete</b> Clark McDougale	
<b>\$158,700</b> \$158,700	
600 linear feet @ \$130	\$78,000
93 count @ \$510.00	\$55,800
	\$133,800
	\$12,000
	\$12,000
	<b>\$145,800</b>



# What if...

Jeff could qualify subs before he chose them for the job?

## 2018 Benchmarking Results



ABC Mechanical

John Jackson

05/04/2019 at 3:16 pm pst

QUALIFICATIONS Powered by TRADETAPP

Status Qualified w/ Exceptions

Project Limit / Total Limit \$200K / \$1M

Expiration Date November 15, 2019

Adjusted Total of Project Limit 57.4%

EMR (most recent) 0.98

### Application Summary

Short term approval for this project if we address the mitigation recommendations.



What if Jeff used  
BuildingConnected to find  
the golden sub?



# Product Demo

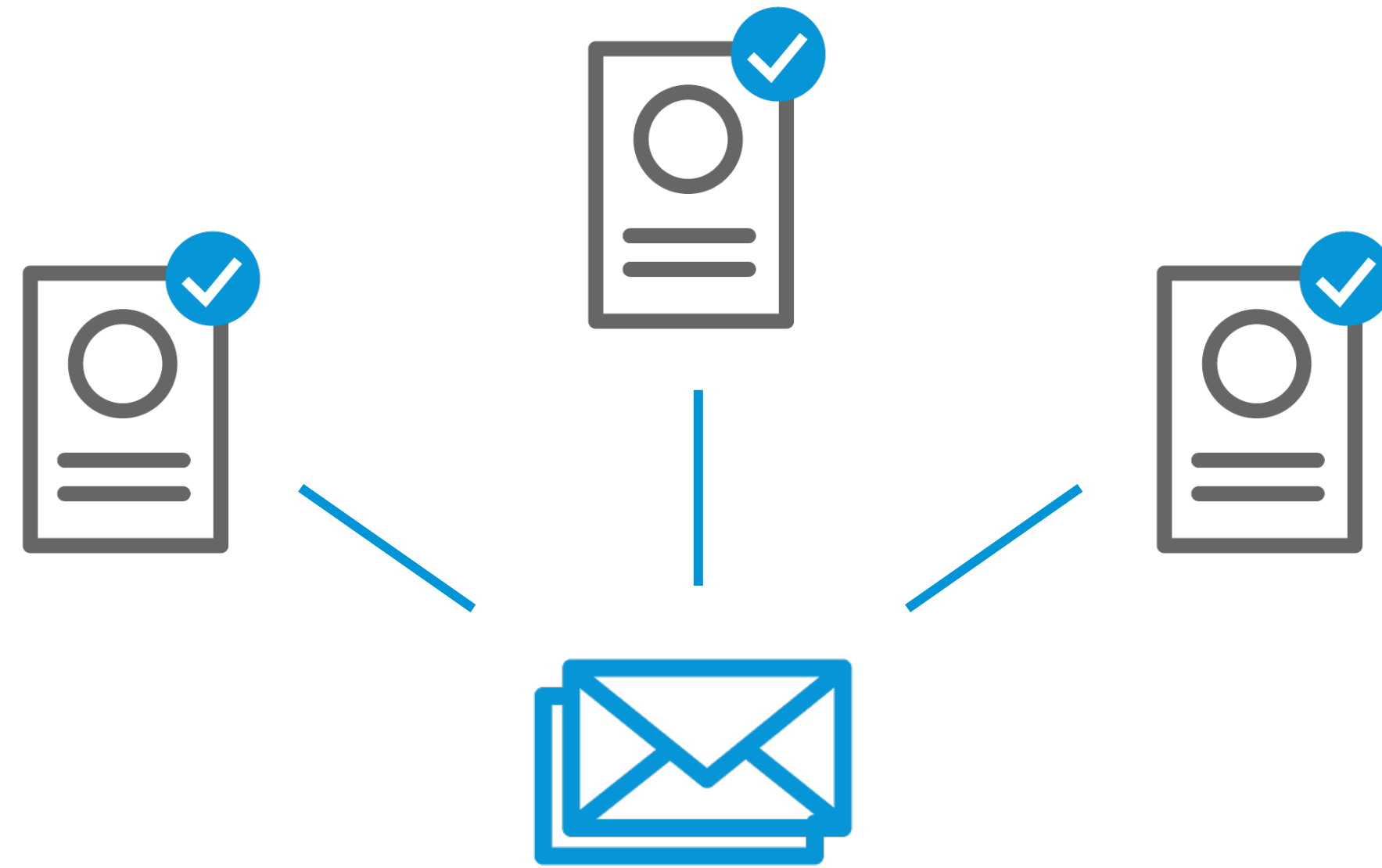


[Click here to view video demo](#)



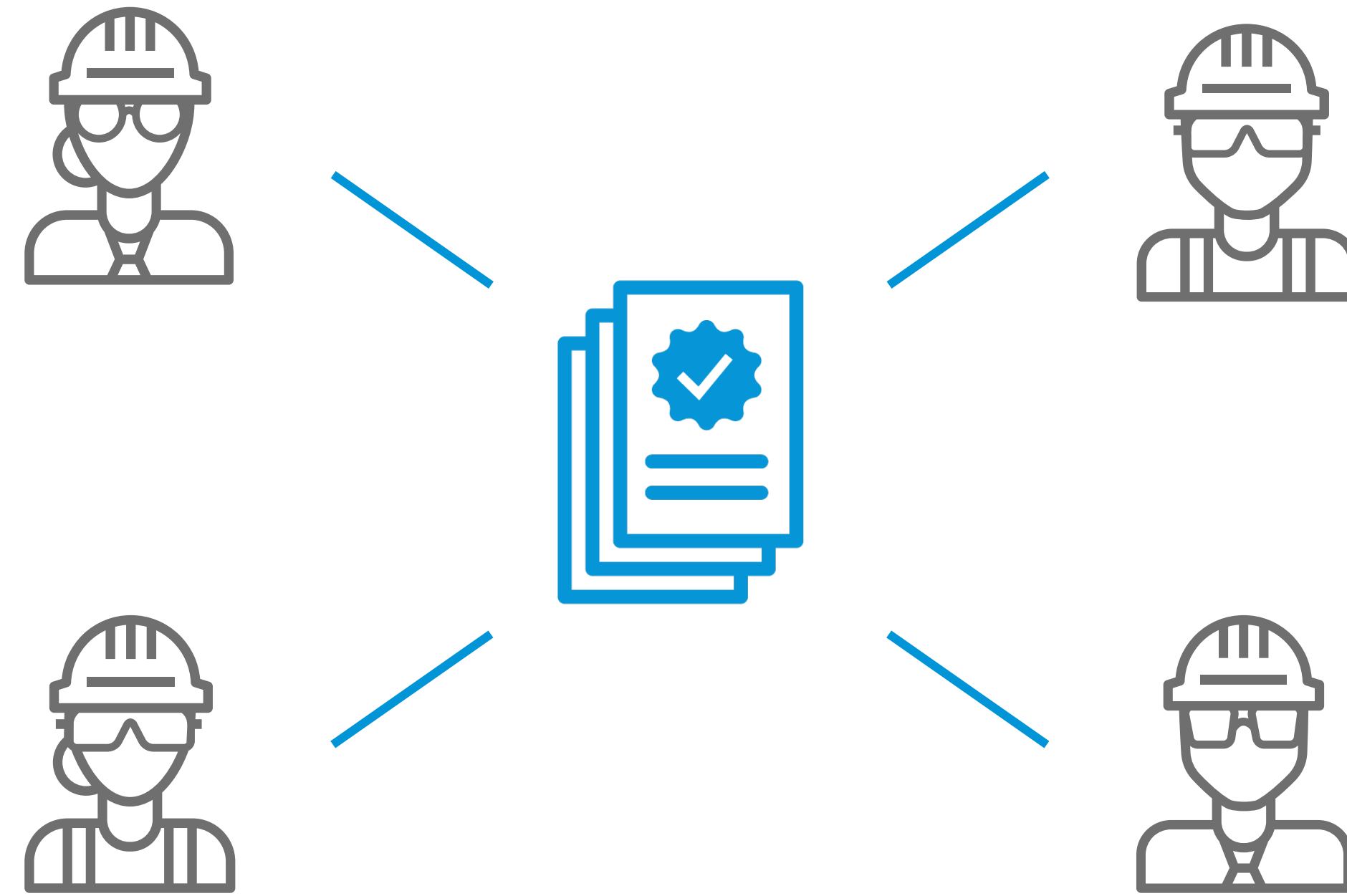
# 5 Best practices for finding the best bid.





1. Get your bids to match as much as possible.





2. Diversify your bids.





3. Don't get seduced by the lowest bid  
(it's not always the best).





4. Communicate openly with stakeholders.





5. Build trusting relationships.

Q&A



# Thanks!

Want to learn more about Autodesk's  
suite of preconstruction solutions?

Learn more by visiting us at the  
Construction Quad in the Expo Hall.