

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

Skylar Ritwo

Customer Success Manager, Autodesk Construction Solutions

Aaron Grenier

Director of Preconstruction and Estimating, Ledcor Group

About the speaker

Skylar Ritwo

- Customer Success Manager at Autodesk Construction Solutions
- 10+ years of real estate operations and account management for software companies
- Help general contractors, and subcontractors integrate key Autodesk solutions into their preconstruction workflows and achieve their desired business outcomes.

My Friday lunch dilemma



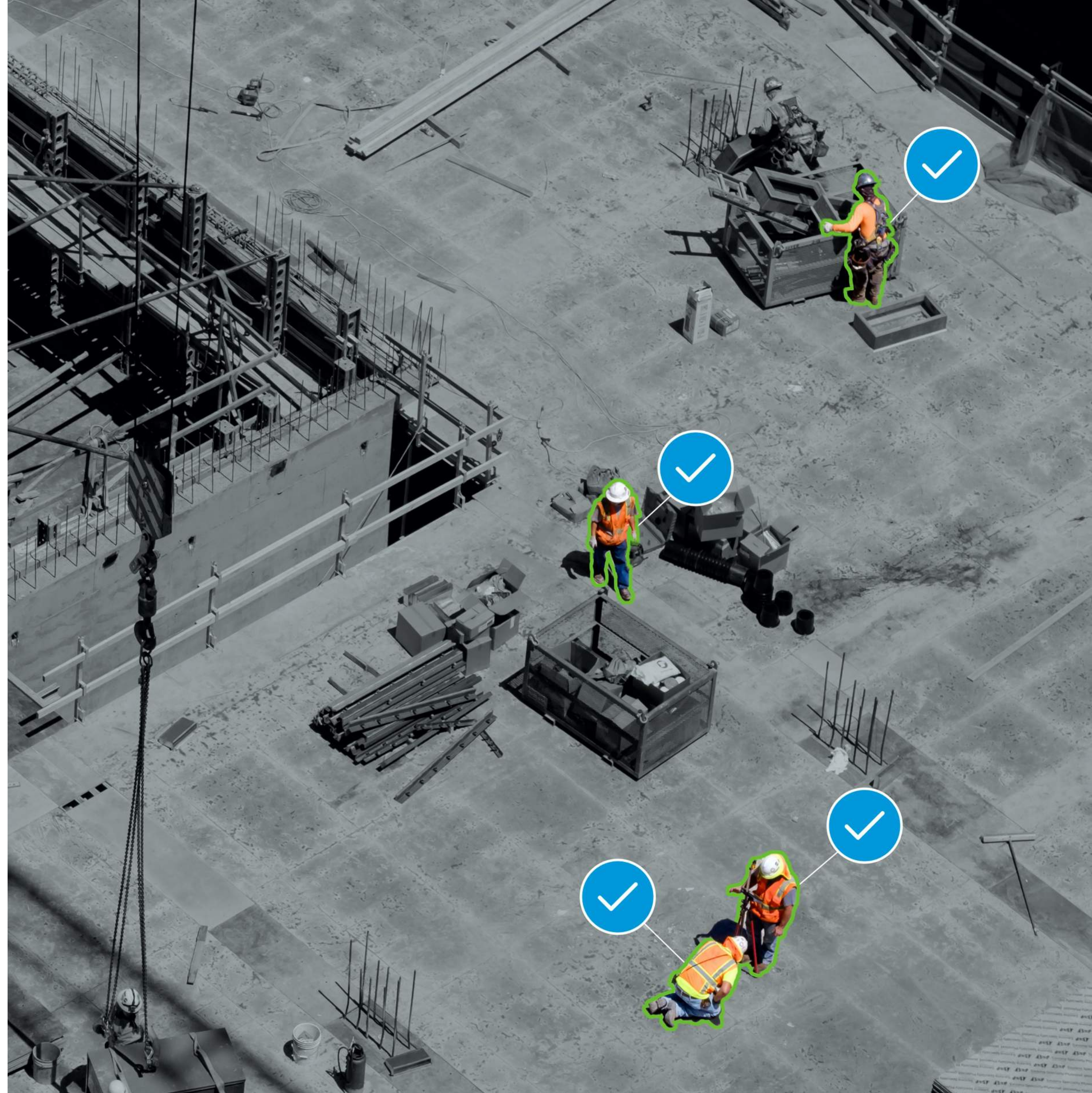
Should I ask
my coworker,
Rob?



Or would I turn
to a network
like Yelp?



Why not a network
for other problems
– like finding the
right subs?

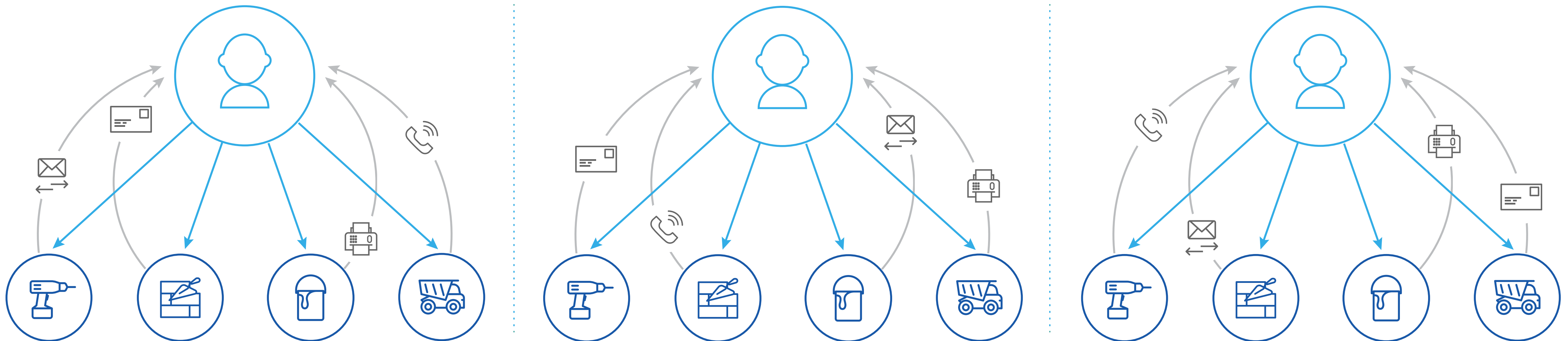


What you'll learn


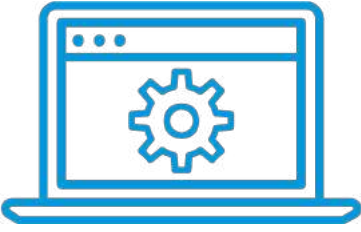

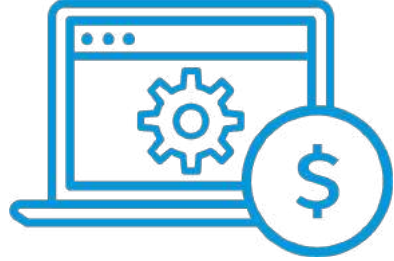
- What is a crowdsourced network of construction professionals
- How BuildingConnected connects every builder for every project
- How Ledcor Group leverages the Builders Network and BuildingConnected



Historically, construction has been one of the most collaborative, yet fragmented industries.



Top challenges & technology investments

| |  Challenges |  Current Software Investments |  Planned Software Investments |  Innovative Tech Investments |
|---|--|---|---|--|
| 1 | Data security | Enterprise resource planning | Client relationship management | Predictive analytics/big data |
| 2 | Effectively managing risk | Project management | Estimating | Internet of Things |
| 3 | Lack of effective technologies/ outdated technologies | Project scheduling | BIM-based workflows | Augmented reality/virtual reality |

Source: IDC 2019 The future of connected construction pulse survey (worldwide n=835)

What we know



Construction is based
in relationships



Finding the right people
for the right project is
paramount

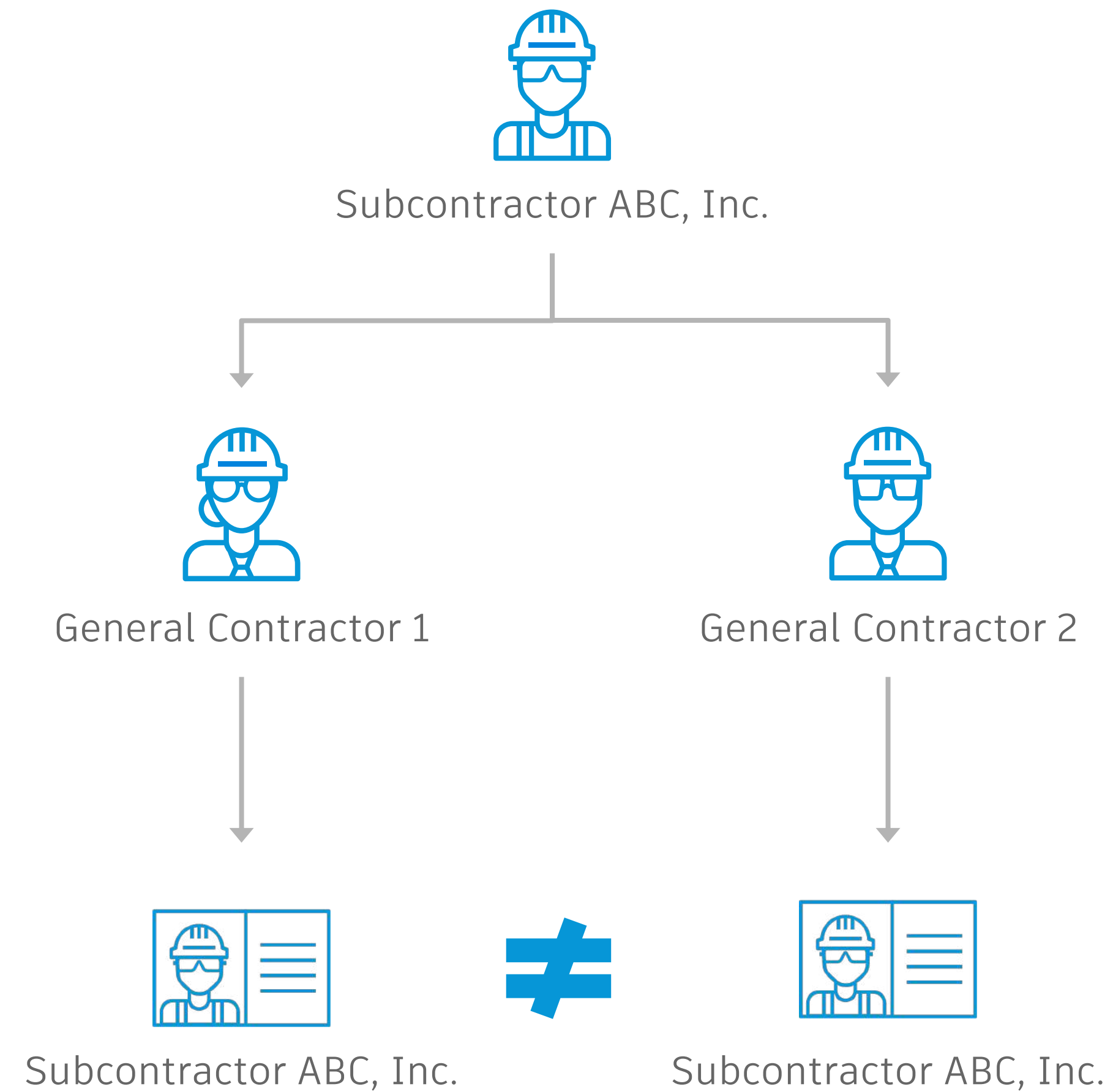


Construction is shifting to tech
solutions that augment, not
replace, existing relationships

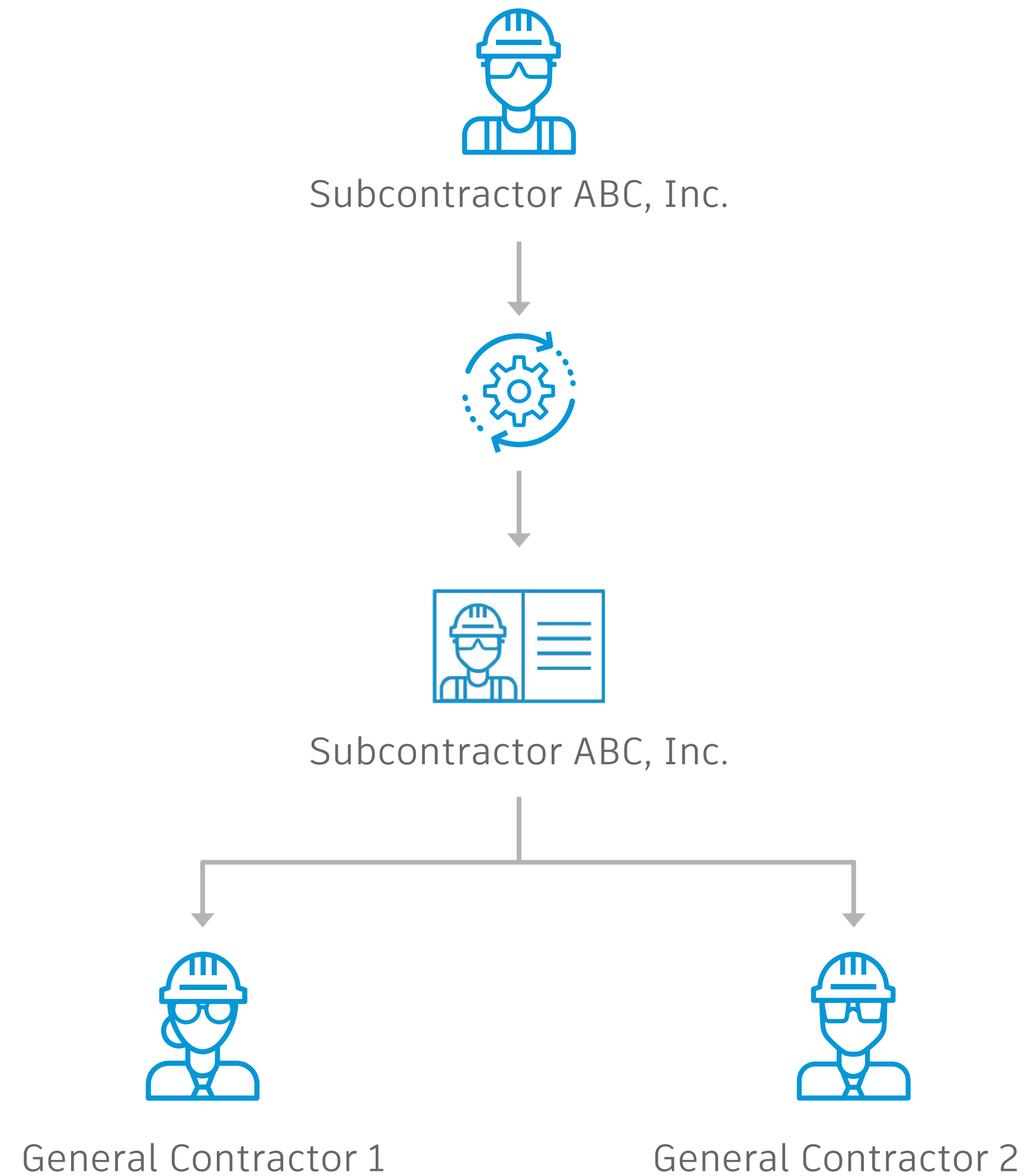


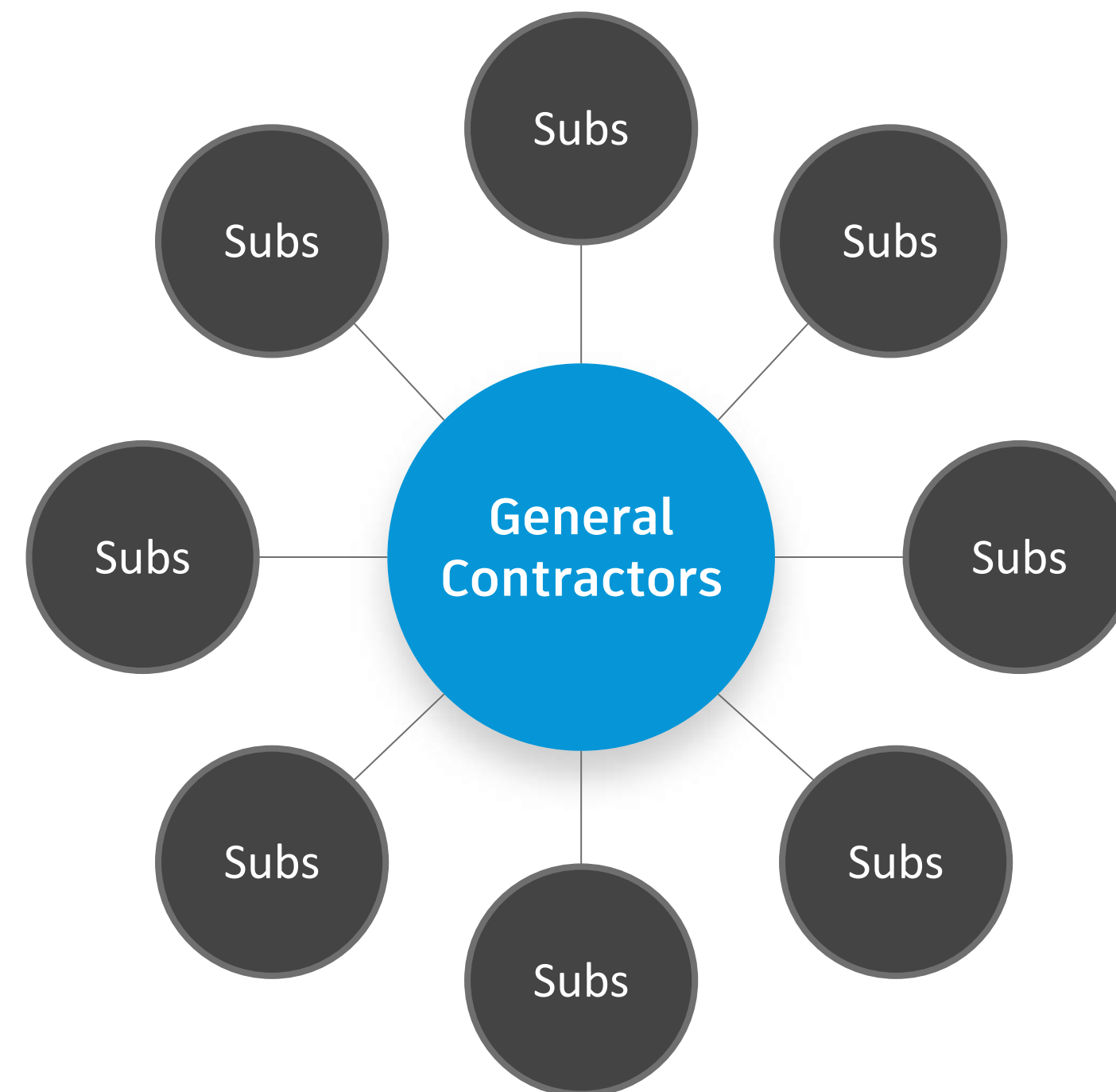
Construction is responding
to external conditions like
a pandemic

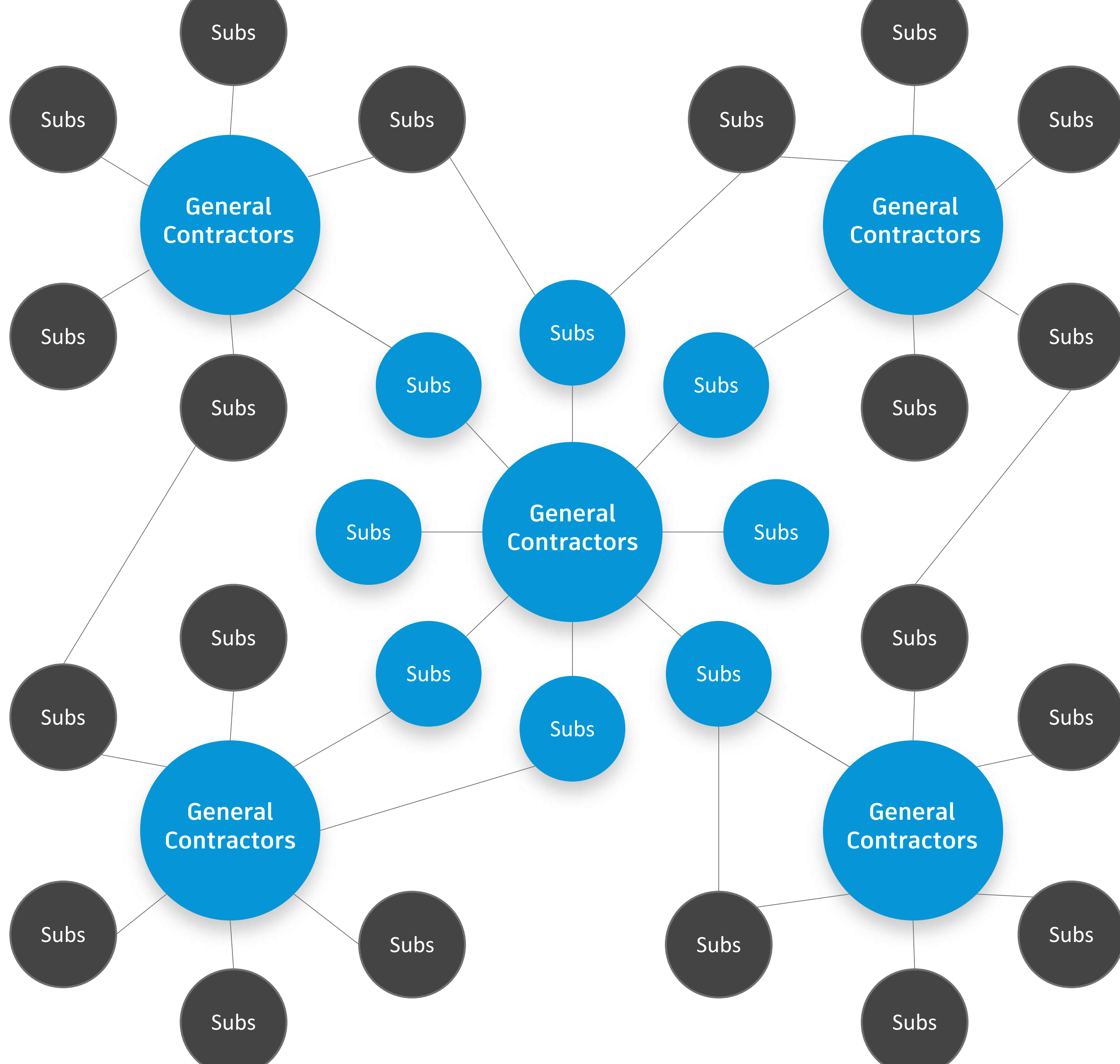
Traditional database process

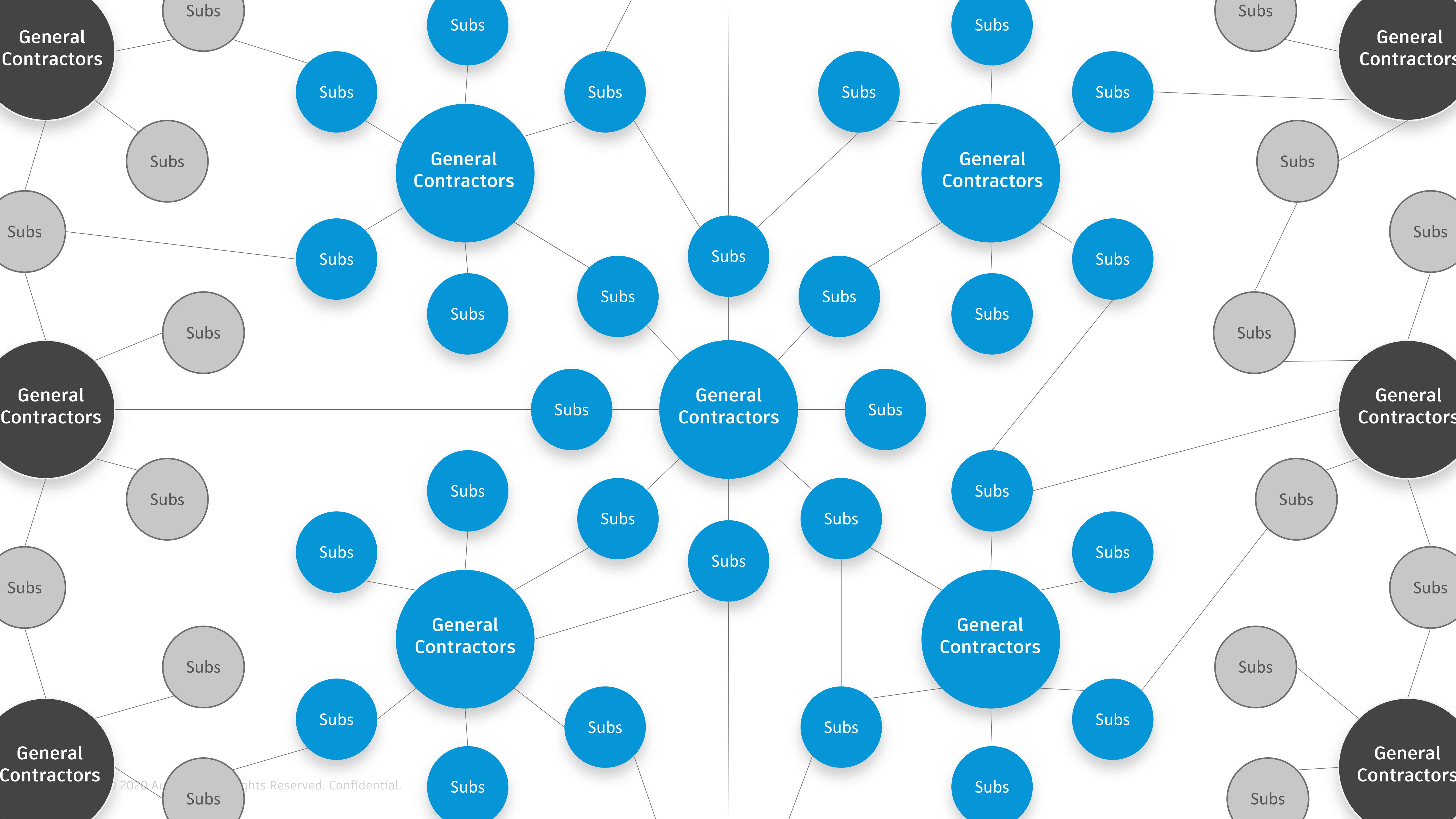


Crowd-sourced network process





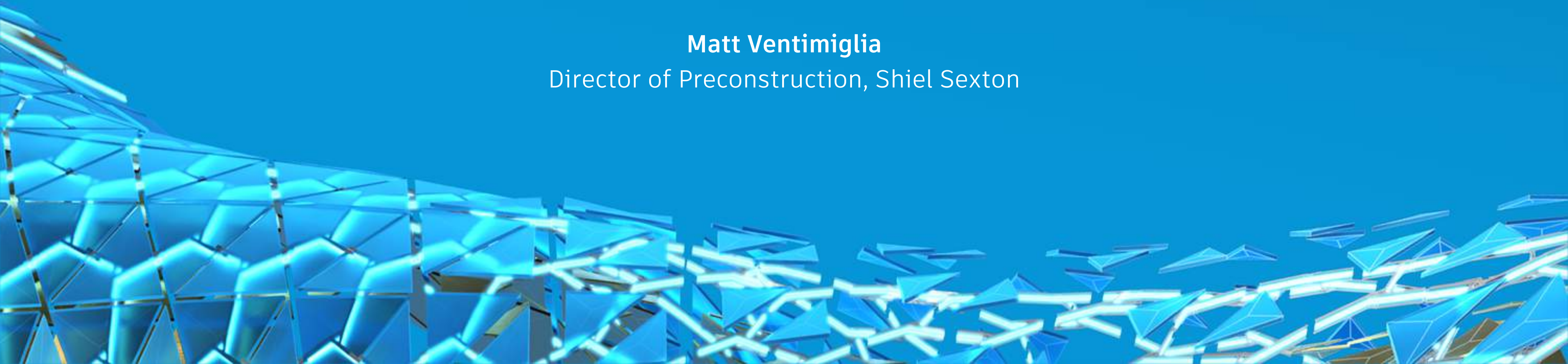




“BuildingConnected’s network is a living network compared to so many other databases which are stagnate and outdated.”

Matt Ventimiglia

Director of Preconstruction, Shiel Sexton

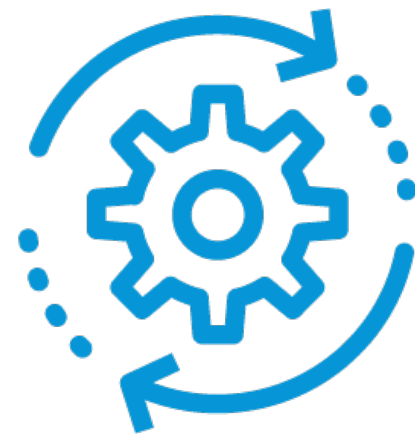


There's a better way

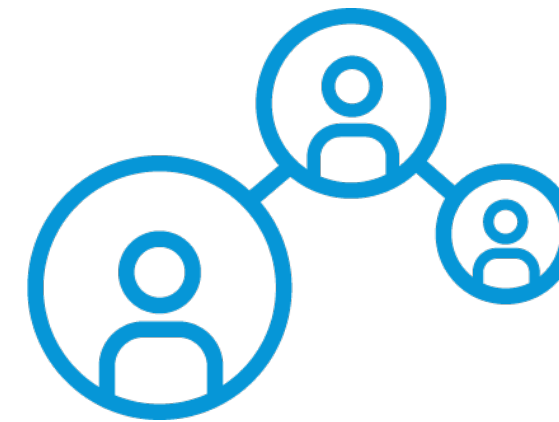
A living, breathing network of subs, that's always updating.



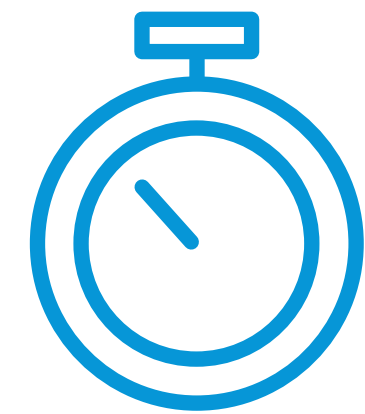
DIGITAL



CENTRALIZED

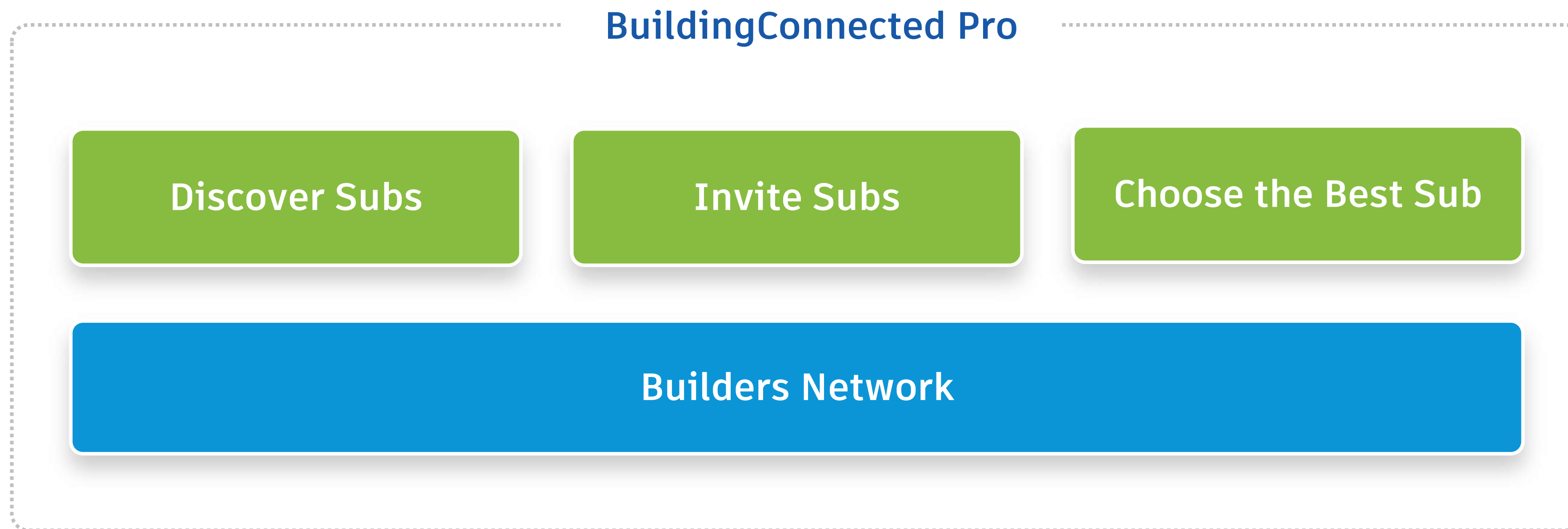


CROWD-SOURCED



UPDATED IN
REAL TIME

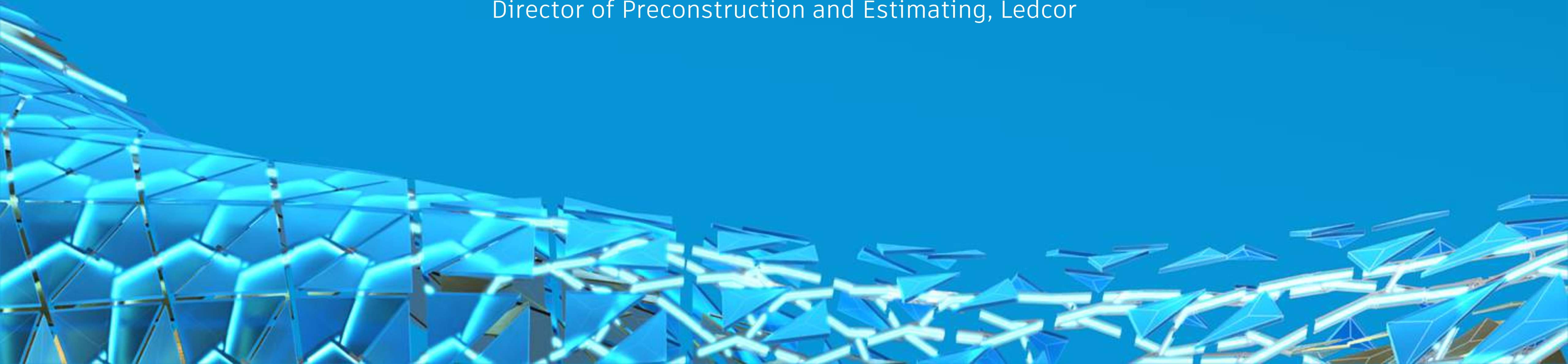
Leveraging the Builders Network for bidding



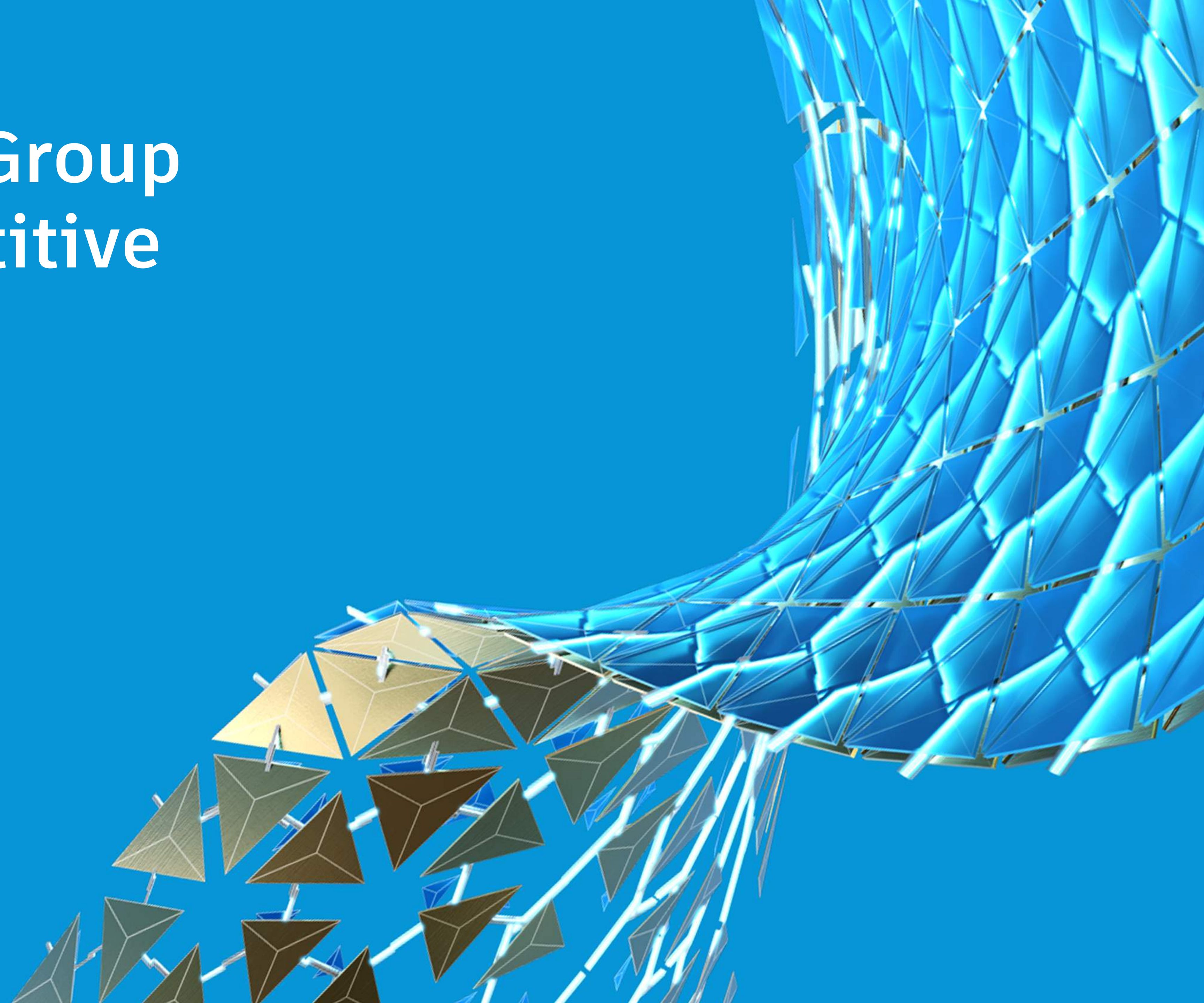
“BuildingConnected is focused on connecting people first, then bid management.”

Aaron Grenier

Director of Preconstruction and Estimating, Ledcor



How Ledcor Group stays competitive





Aaron Grenier

Director of Preconstruction and Estimating, Ledcor Group

- 20+ years in the construction industry
- 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 Design Build), The Alberta Art Gallery (\$88M Negotiated to Lump Sum), and 1468 Alberni PassiveHouse Residential (\$450M+ Preconstruction)



9+ offices

Throughout Canada

150+

Projects a year

\$3 Billion

Project revenue a year





Challenges faced before BuildingConnected:

- Finding subs used to require the estimator and project manager going to a city a month early to figure out the right people
- Information lived everywhere with disparate forms of communication
- Multiple systems were being used to track bids
- Adopted GradeBeam, but innovation stopped



8x On The Park





The turning point

- Piloted BuildingConnected in 2015
- Now, 700 projects published across all 6 cities
- Favorite features:
 - Centralized file sharing
 - The crowdsourced network
 - Intuitive and easy to use UI
 - Can always trust constant innovation
 - Aligned with our mission: built for the customer



Fraser Commons
Used BuildingConnected



Quality of work > Quantity

- Streamlining preconstruction means we can get more done, faster
- Being able to set up a bid list in 15 minutes = more time to do the work they're actually paid to do
- Covering more territory helps us get bids we might not normally do



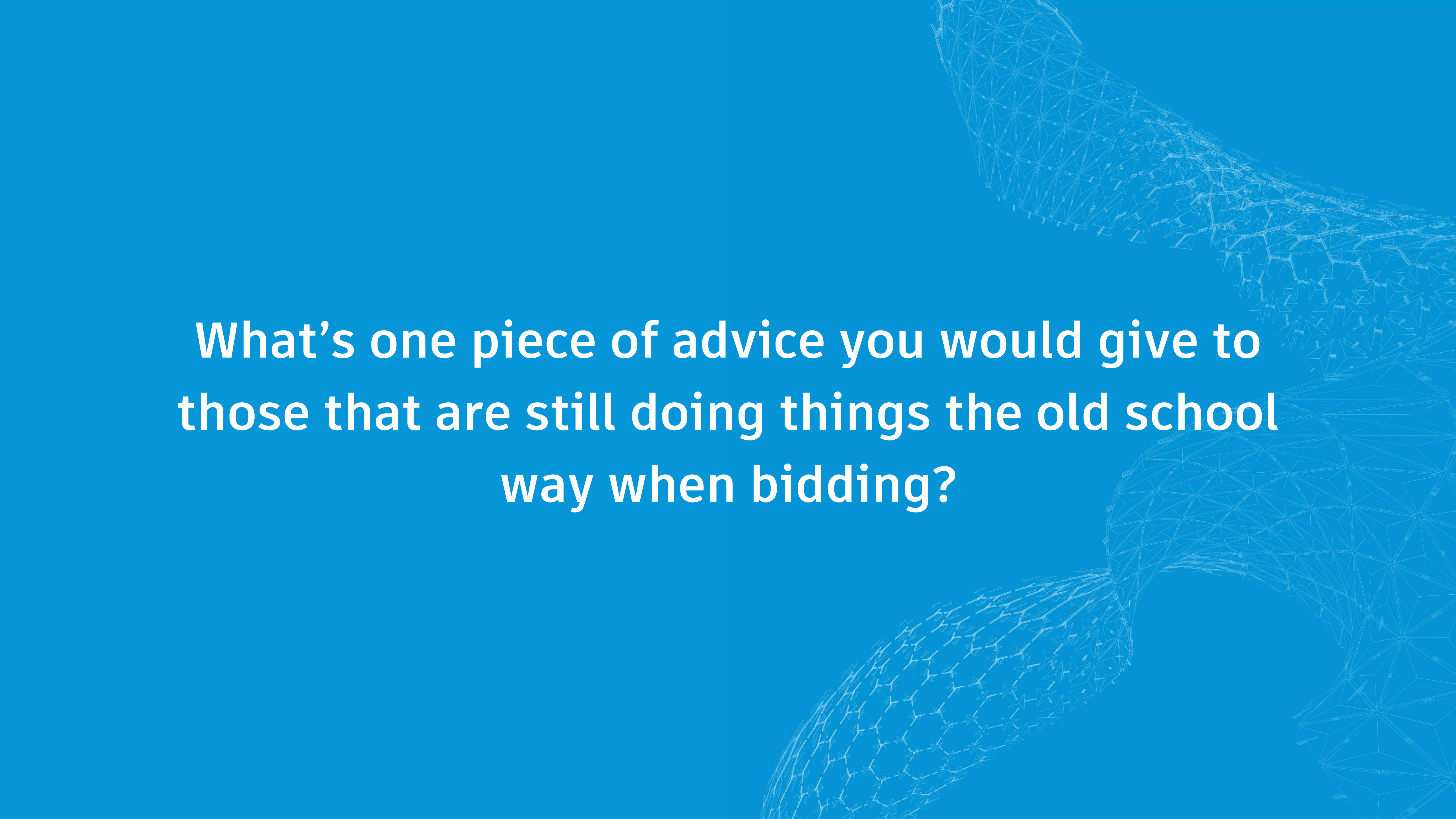
PassiveHouse in Alberni is underway!

- One of the world's largest passive house project in the world
- Under 50 stories, 2 towers
- Unique New York style architecture
- Will use BuildingConnected to:
 - Integrate ERP for tighter cost management
 - Roll-out TradeTapp, sub contractor prequal



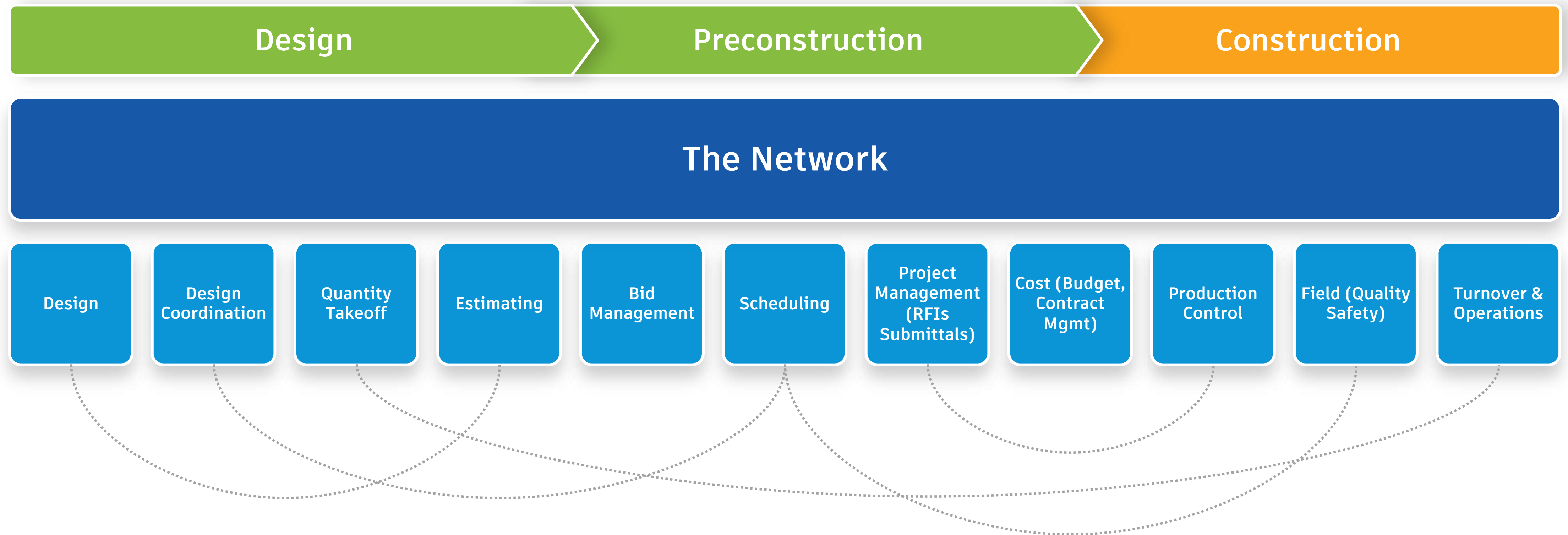


**What area of preconstruction do you think will
evolve in the next 5 years?**

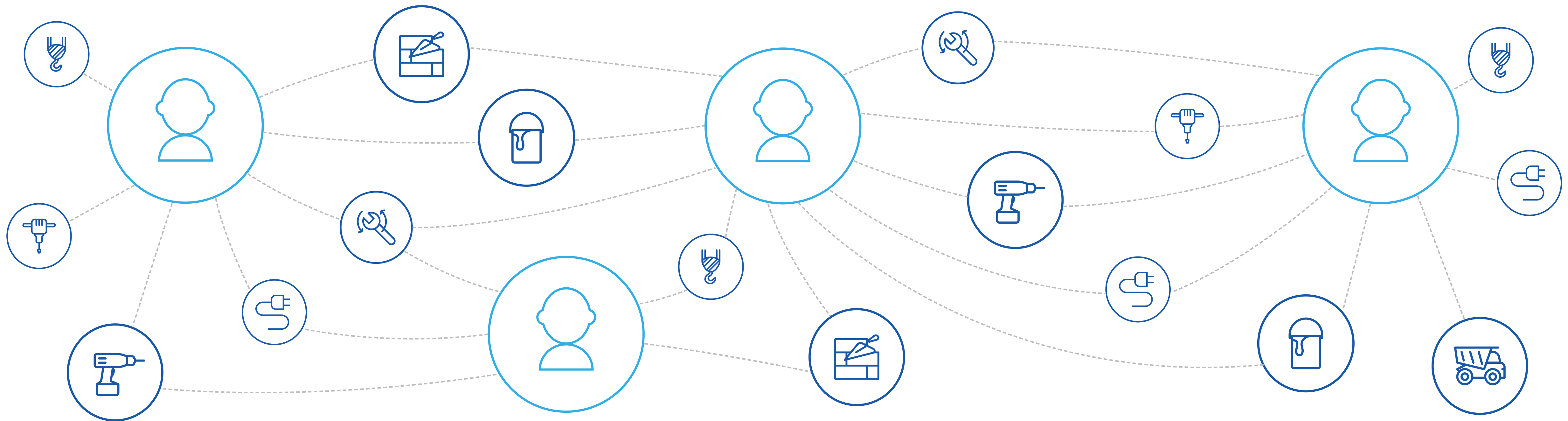


**What's one piece of advice you would give to
those that are still doing things the old school
way when bidding?**

The network can close feedback loops not only within preconstruction, but the entire process



Our mission: to transform construction into one of the most collaborative *and* connected industries.



The Builders Network is ever-expanding



It should be as easy to find this as it is to find this



Learn more at
BuildingConnected.com





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