

Centralize your Bid Management: How Subcontractors can ditch their spreadsheets

Marlo Aghazarian

Technical Solutions Specialist, Autodesk Construction Solutions



About the speaker

Marlo Aghazarian

- Technical Sales Specialist at Autodesk Construction Solutions
- Help general contractors, and subcontractors integrate key Autodesk solutions into their preconstruction workflows and achieve their desired business outcomes.



Due Date	Project Name	OC #	Re-Bid	Est	Plans & Pages	GC	Contact	Phone Number
Cayman								
Monday, January 4, 2016	<u>Chili's - Palm Springs</u>	N/A			*	Frontier Building Corp.	Don Williams	754-885-1111
Monday, January 4, 2016	<u>Platinum</u>	2015 4th #250		DF	5	Kaufman Lynn	James Lee	407-481-1719
ASAP	<u>Camp Carnival</u>	2015 4th #252		DF	7	Lebolo Construction	Mark Lebolo	407-742-1800
ASAP	<u>Carnival Café / Pantry/Kitchen Renovations</u>	2015 1st #230	Waiting For ID	DF	7	Lebolo Construction	Mark Lebolo	407-742-1800
Monday, January 4, 2016	<u>WorldPac</u>	2015 4th #220		DF	12	G3 Construction	Thomas G3	407-225-1798
Monday, January 4, 2016	<u>Vertical Bridge Holdings Expansion</u>	2015 4th #235			13	DPR Construction	James DPR	407-777-0000
Monday, January 4, 2016	<u>Solara</u>	2015 4th #229			6	Dade Construction	James Dade	786-561-7800
Tuesday, January 5, 2016	<u>Ideal Image - Plantation</u>	N/A			*	RCC Associates	James RCC	407-225-1719
Tuesday, January 5, 2016	<u>Arden Amenities Clubhouse</u>	2015 4th #206		JF	29	ational Design & Construction,	James Arden	407-481-1800
Wednesday, January 6, 2016	<u>Alorica</u>	2015 4th #245			23	Holt Lee Construction, Inc.	Michael Holt	407-742-1800
Wednesday, January 6, 2016	<u>Uta Beauty #160 - Miami</u>	2015 4th #242			31	Lakeview Construction, Inc.	Mark Lakeview	407-481-1800
Wednesday, January 6, 2016	<u>Fire House (Caracol Station)</u>	2015 4th #227		MB	33	U.S.Construction Corp	Steve US	407-777-0000
Wednesday, January 6, 2016	<u>JCPenney - Pembroke Pines</u>	N/A			*	Asa Carlton, Inc	Jim Carlton	772-488-1188 / 772-488-1888
Wednesday, January 6, 2016	<u>Parkland Tennis Center @ Quigley Park</u>	2015 4th #254		MB	40	West Construction	William West	407-225-1719 / 407-225-1719
Wednesday, January 6, 2016	<u>Kay Jewelers - Pompano Beach</u>	2015 4th #231			33	Construction One	Don Construction	407-481-1111
Wednesday, January 6, 2016	<u>Kay Jewelers - Pompano Beach</u>	2015 4th #231			33	De Jager Construction, Inc.	Don DeJager	407-742-1800
Thursday, January 7, 2016	<u>RUE 21 (Miami International Mall)</u>	2015 4th #240			18	Caliber 1 Construction, Inc.	John Caliber	772-488-1888 / 407-777-0000
Thursday, January 7, 2016	<u>RUE 21 (Miami International Mall)</u>	2015 4th #240			18	Ryan Contractors, Inc.	Don Ryan	407-481-1111
Thursday, January 7, 2016	<u>(Giorgio) Armani Collezioni - BCC</u>	2015 4th #249			26	Sachse Construction	Michael Sachse	407-742-1800
Thursday, January 7, 2016	<u>(Giorgio) Armani Collezioni - BCC</u>	2015 4th #249			26	Brodson Construction	Michael Brodson	407-777-0000 / 407-777-0000
Thursday, January 7, 2016	<u>Dr. Lampert Surgical Facility</u>	2015 4th #207		JF	3	Miller Construction Company	James Miller	407-742-1800
Thursday, January 7, 2016	<u>Wells Fargo (Palm Beach) Budget</u>	2015 4th #213			76	Anderson-Moore	Michael Anderson	407-742-1800 / 407-742-1800
Thursday, January 7, 2016	<u>34th Floor Corridor @ the Wells Fargo Center</u>	2015 4th #246		MB	7	Mc Gowan	Tom McGowan	407-742-1798
Thursday, January 7, 2016	<u>34th Floor Corridor @ the Wells Fargo Center</u>	2015 4th #246		MB	7	City Construction Group	Thomas City	407-481-1111



2018 BIDS		
2019 BIDS		
2020 BIDS		
View		
s PC > Estimating (\\cmfqs) (O:) > ITB's > 1_Josh ITBs >		
Name		Date mod
07.10.20 _ Waltbilig & Hood _ ITB Esplanade at Tradition.msg		7/10/2020
07.13.20 _ Black Diamond _ MorseLife - PACE Program Expansion.msg		7/14/2020
07.13.20 _ JF To Review _ 2800 Ponce De Leon Building Renovation.msg		7/10/2020
07.15.20 _ Parkway _ Addendum Notification for Ramblewood Square Redevelopment Phase II.msg		7/14/2020
07.15.20 _ Sajo _ ITB Lululemon - Rosemary Square @ West Palm Beach.msg		7/7/2020
07.15.20 _ Seawood Builders _ Rebid EDGEWATER HOTEL PROPOSAL.msg		7/13/2020
07.15.20 _ Sullivan _ Addendum for Mayweather Boxing + Fitness.msg		7/8/2020
07.16.20 _ Embree _ ITB Public Storage - North Bay Village FL.msg		7/14/2020
07.16.20 _ Management Resource Systems (MRS) _ Follow Up ITB Lululemon - WPB.msg		7/8/2020
07.17.20 _ ACA _ ITB from Al Canales.msg		7/2020
07.17.20 _ Autobuilders _ Addendum 2 Tesla Ft Lauderdale Service Plus.msg		7/2020
07.17.20 _ Clark _ Draft Scope Sheet - Sawyer's Landing Block 55 - CD100% (Do we bid this GC).msg		7/2020
07.17.20 _ Clark _ Project Alternates - Sawyer's Landing Block 55 - CD100%.msg		7/16/2020
07.17.20 _ Hendrix Brothers _ ITB Service Writer's Stations Braman Honda.msg		7/13/2020
07.17.20 _ Republic _ Addenda - Rowe Community Center Improvements.msg		7/16/2020
07.19.20 _ Millicon _ Renovate Space for Geriatric Mental Health and Suicide Prevention (Tampa) ITB.msg		7/14/2020
07.20.20 _ Cast _ Faulk Senior Residences.msg		6/29/2020
07.20.20 _ Kast _ Addenda - Faulk Senior Residences - 50% CD.msg		7/17/2020
07.20.20 _ Kast _ ITB Faulk Senior Residences @ West Boca Raton.msg		7/8/2020
07.20.20 _ West _ ITB New Concession Building at Whispering Pines Park.msg		7/16/2020
07.21.20 _ Link _ REMINDER Agape Women's Village (Are we Rebidding This).msg		7/16/2020
07.22.20 _ Kaufman Lynn _ Revised Life Safety Drawings - Lighthouse Point Fire.msg		7/16/2020
07.23.20 _ Anderson-Moore _ IVF Florida Clinic and Lab - REBID.msg		7/14/2020
07.23.20 _ Robey _ ITB Quest Diagnostics (Clearwater).msg		7/16/2020
07.27.20 _ Lego _ Addenda - Coral Springs High School.msg		7/14/2020
07.28.20 _ Burke _ CORAL SPRINGS HIGH SCHOOL (SMART RENOVATION).msg		7/14/2020
07.28.20 _ H A _ Bid Date Changed to 7.28 - Coral Spring HS- SMART Program(Are We Bidding This).msg		7/14/2020
07.29.20 _ Waltbilig & Hood _ Gulf Coast Humane Society Isolation Building.msg		7/14/2020
07.30.20 _ D. Stephenson _ Help with 50% Budget Pricing - Canyon Branch Library - Boynton Beach.msg		7/8/2020
08.03.20 _ Heartland _ ITB for Harbor Freight Tools.msg		7/16/2020
08.08.20 _ Joe Friedman _ ITB Aspen Dental Clermont FL.msg		7/14/2020

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Size: 36.5 KB
Date modified: 7/8/2020 6:28 PM

- 07.10.20 _ Waltbilig & Hood _ ITB Esplanade at Tradition.msg
- 07.13.20 _ Black Diamond _ MorseLife - PACE Program Expansion.msg
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- 07.23.20 _ Robey _ ITB Quest Diagnostics (Clearwater).msg



How much time have you
wasted on spreadsheets and
file management like these?



Wouldn't you rather be spending
your time doing more productive things?



Chitchatting with
coworkers about their
weekend plans



Drinking
yet another
cup of coffee



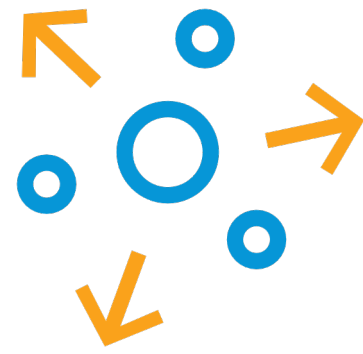
Actually bidding
on jobs and winning
more work

What you'll learn

- Why you need a centralized bid management solution
- How BuildingConnected helps subcontractors win more business
- Product demo: See BuildingConnected in action



Challenges for contractors



Scattered bidding
information



Difficulty
managing invites



Inefficiencies
bidding out work

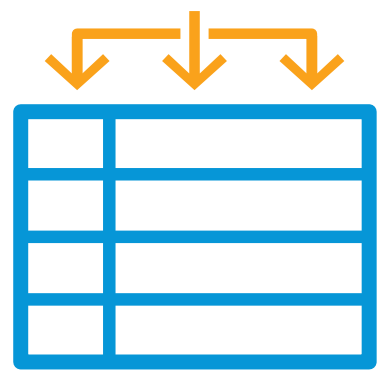


Limited collaboration
between team members



Lack of data-driven
bidding strategy

Negative consequences



Manual
data entry



Duplicative
work


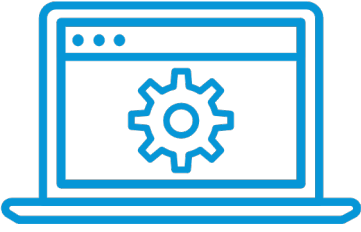

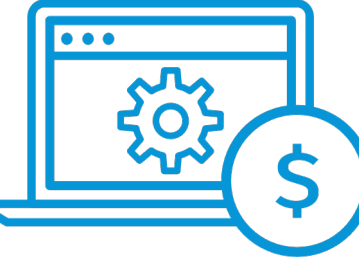


Slower turnaround
for creating
proposals



Lower
hit rates

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)

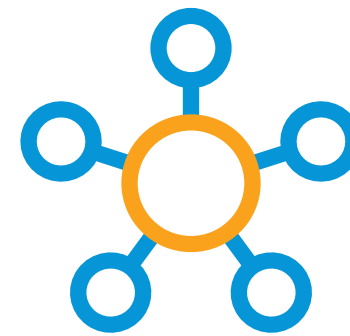


There's a better way

A centralized and streamlined bid management solution.



Digital



Centralized



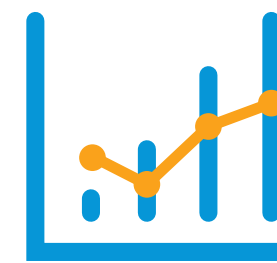
Updated in
real time

The benefits of centralized bid management



Single source of truth

See where everything
stands in one place



Data-driven bidding strategy

Make decisions using
real-time business insights



Fewer manual errors

Automate manual
and repetitive processes

BuildingConnected

The first centralized bid management solution that helps you easily bid on and bid out work.

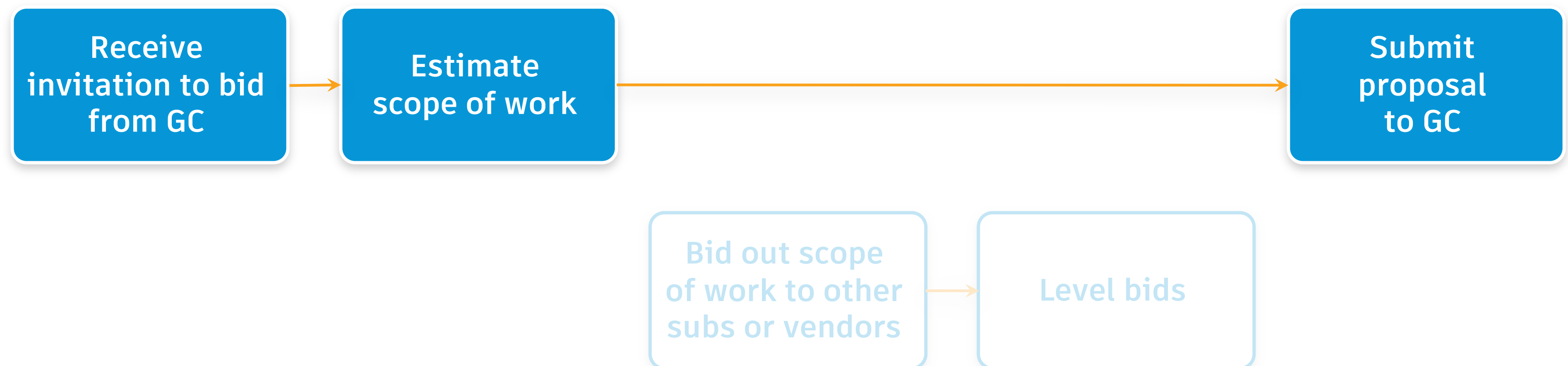


Centralized bidding process



Subcontractor

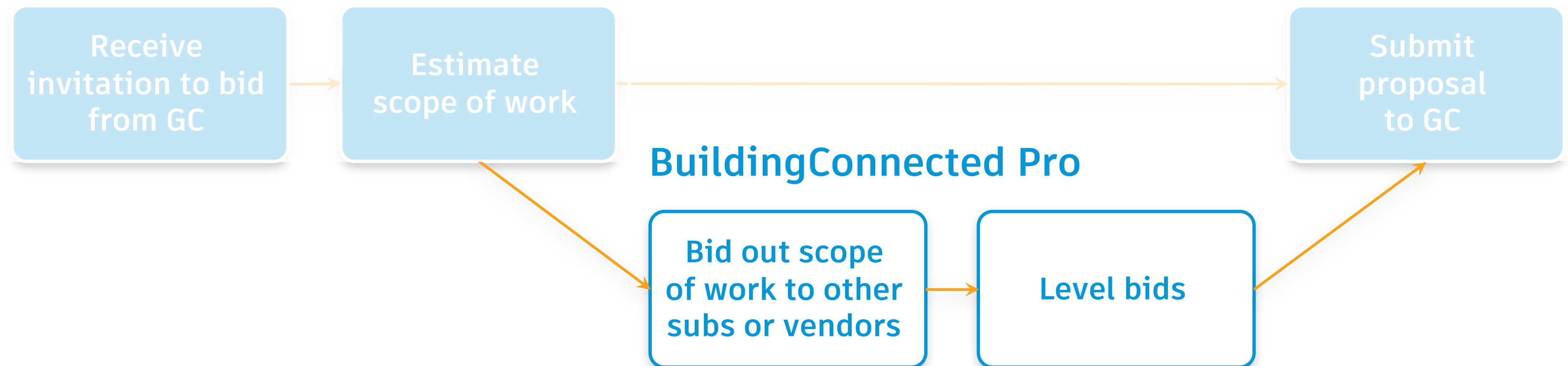
Bid Board Pro



Centralized bidding process



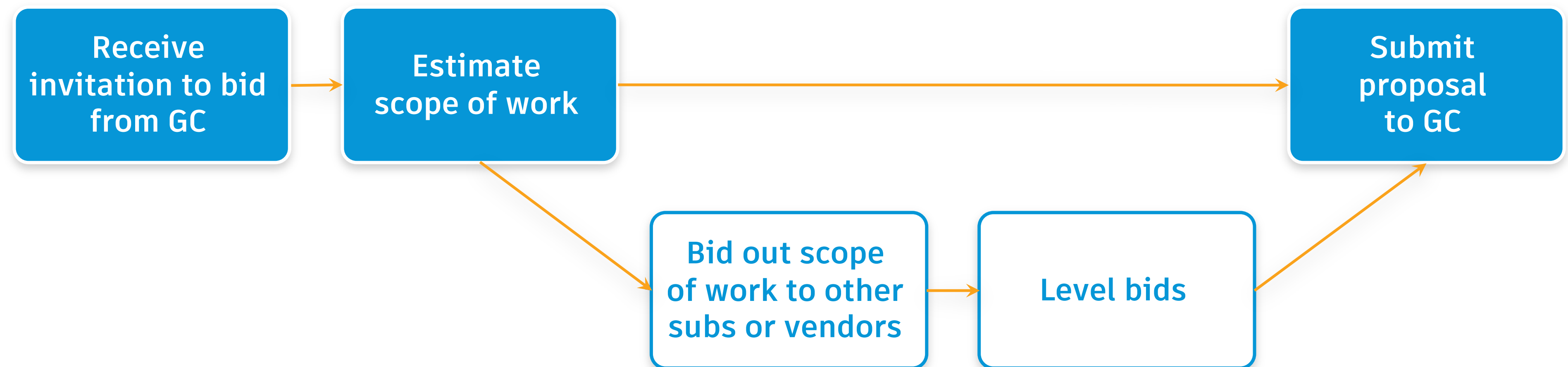
Subcontractor



Centralized bidding process



Subcontractor



Let's see BuildingConnected in action





Bid Board



Find

+ Bid Invite

BID BOARD

CALENDAR

LEADERBOARD

ANALYTICS

REPORTS

SETTINGS

Undecided8

Accepted14

Submitted17

Won82


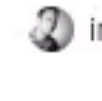


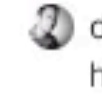




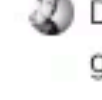









Archived

Customize Views

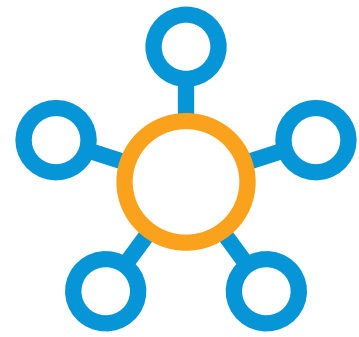
Tell your client if you intend to submit

Filtered by:

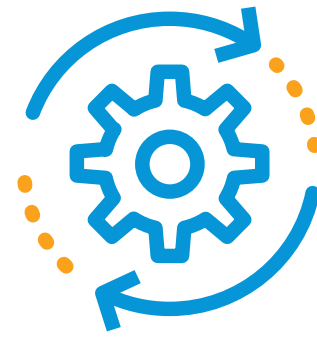
All opportunities, All offices

Assign	Number	Name	Due Date ↑	Project Size	Location	Comments	Client	Action
Track bid invites from outside BuildingConnected Add bid invite								
	—	Cinemark Movie Theater - Frisco, TX : All Trades FWD Demolition	9/12/2020 4:00 PM PDT	—	Frisco Texas	 invites@bidboard.buildingconnected.com	1  EMJ Corporation Ryan Fisher	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	GROUP OF 2 San Pedro Rec Center —	11/19/2020 12:00 PM PST	—	—	 didn't catch him, need to meet inperson at his office	2  2 Clients 2 Contacts	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	GROUP OF 4 Average Joe's Gym —	11/23/2020 12:00 PM PST	90,000 sq. ft.	Kansas City Missouri	—	 4 Clients 4 Contacts	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	Main Street College [SoCal, Hawaii, Nevada] Demolition	11/23/2020 12:00 PM PST	69,500 sq. ft.	Atherton California	 Do you think you'll have the bandwidth to get this done?	1  Gr8 Builders Teri Bruno	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	Travis AFB Demolition	11/27/2020 12:00 PM PST	750,000 sq. ft.	San Francisco California	—	 Gr8 Builders Julian Osuna	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	300 Park Avenue - New Construction Trailer Rental	11/30/2020 12:00 PM PST	500,000 sq. ft.	San Francisco California	—	 Gr8 Builders David Nichols	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	Autodesk Office, Floor 12 MANUAL Electrical	12/15/2020 12:00 PM PST	—	—	—	 Gr8 Builders Marlo Aghazarian	<div>✓ Bidding</div> <div>✗ Decline</div>
	—	CDOT I-5 [SoCal, Hawaii, Nevada] Demolition	4/23/2021 12:00 PM PDT	—	New York New York	—	 Gr8 Builders Justin Lingenfelter	<div>✓ Bidding</div> <div>✗ Decline</div>

Bid smarter and secure work faster



Centralized bidding
information



Automated
bid tracking



Expedited
bidding

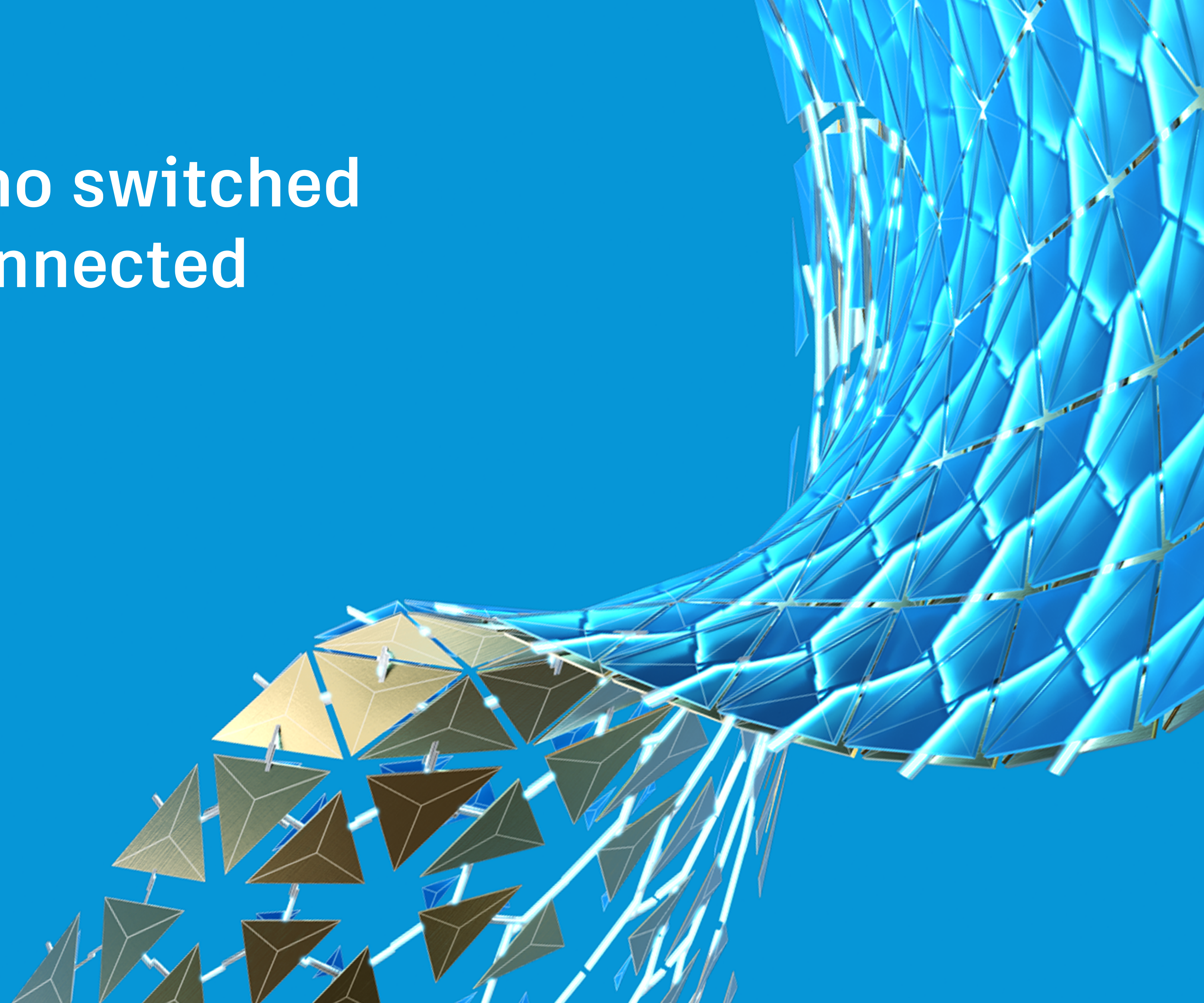


Easy collaboration
with stakeholders



Robust analytics
to win more business

Customers who switched to BuildingConnected



“We track hundreds of bids every month so tracking where they are, who they're assigned to, the due dates and where we're at was very hard, if not impossible before BuildingConnected.”

KEVIN MORTENSON
VP OF PRECONSTRUCTION, COMPLETE MILLWORK



“It used to take us 4 hours
to send an invite out. Now it
takes us 10 minutes”

MIRNA ZAPPIN

DEPT MANAGER OF PRECONSTRUCTION, BCCI BUILDER



Bowman Flooring Company

- Used to lose jobs because of inefficient data management
- Increased win rate by 25% and increased revenue by \$9 million
- Moved away from Excel to an online bid board



Learn more at
BuildingConnected.com





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