

CS502629

From Zero to Hero: Next Steps Embracing Digital Bids and BuildingConnected

Ariel Castillo
Miller-Davis Company

Howard Williams
Miller-Davis Company

Learning Objectives

- Discover how digital bids are improving the preconstruction phase.
- Learn to set up BuildingConnected's basics, including, but not limited to, projects and creating a team and bid packages.
- Learn about the benefits of integrating project management staff and procedures during the bid solicitation process.
- Assess how to be more competitive by reviewing advance analytics and historical subcontractor data.

Description

Last year, the class *Maximizing BuildingConnected to Enhance Your Digital Bid Process* explained in detail how digital bids are taking over the industry and provided a step-by-step guide on implementing BuildingConnected. After one full year and 80+ projects under our belt, a sequel is coming! We'll share how to improve your process, develop new strategies, and identify new uses—plus, we've got tips and tricks. We'll discuss project structure, communications, bid forms, analytics, reporting, streaming bid openings, and many more features. Despite the world returning to in-person business, we've seen such success with BuildingConnected that we've decided to go all in with digital bids. No physical bids equal no more driving and no more paper—Owners and subcontractors are loving it.

Jump in! Let's continue fostering relationships with all stakeholders while minimizing risks for future projects.

Speaker(s)



Ariel Castillo is the strategic process and VDC specialist at Miller-Davis Company. Working in the industry since 2010, he has become a reference in the Latin America region. His focus is on learning and utilizing emerging technologies to create new experiences that allow companies to maximize resources, whether they're designing, building, maintaining, or selling a project. Ariel has proven his expertise by working on high-demand construction jobs, implementing new technologies, and incorporating new project delivery processes in multimillion-dollar projects. He also creates BIM content for the industry through his BIMnomad Newsletter and podcast, Shared Coordinates. Ariel was recently featured in 40 Under 40: Construction Champions of 2019.



Howard Williams is Project Executive at Miller-Davis Company with over 15 years of experience in the construction industry. Before joining the Miller-Davis team he served as a Project Manager and Owner Representative for the State of Colorado, Department of Military Affairs. Howard has a background in Architecture, and holds a degree in Environmental Design/Architecture from the University of Colorado.




What is BuildingConnected?

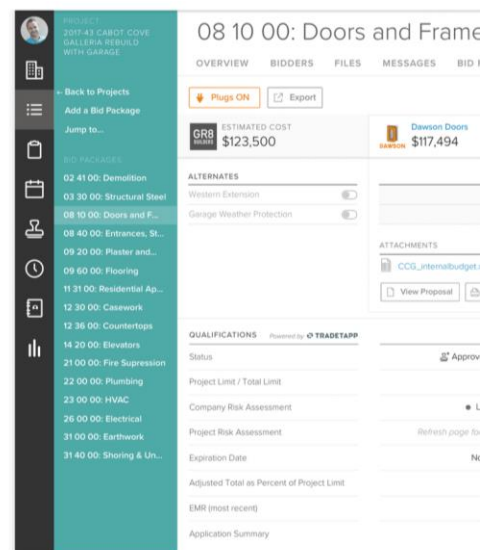
BuildingConnected is one of the featured products in the Autodesk Construction Cloud. It is a cloud-based pre-construction bidding tool that enables Owners, General Contractors, and Subcontractors to communicate easily and efficiently throughout the bidding process. The platform allows you to enhance your bidding process by easily creating projects, bid invitations, and allowing for the collecting and viewing of results in one centralized location. BuildingConnected provides cloud storage to keep project documents, and, perhaps best of all, it relies on a crowd-sourced real-time network that keeps your contacts up to date.



THE BUILDINGCONNECTED NETWORK

Connect with over 1 million construction professionals.

-  **General Contractors**
Find and qualify subcontractors.
-  **Subcontractors**
Get discovered and win bids.
-  **Owners**
Access the most extensive network of builders.












Is BuildingConnected the right tool for my company?

This depends on your company's needs. The platform is very robust and user-friendly. Nonetheless, it's always important to review a platform before making a decision. We suggest choosing a tool after doing a Choose by Advantages (CBA) assessment. CBA is a collaborative and transparent system that helps decision-makers differentiate alternatives and understand the importance of those differences.

	Requirement 1	Requirement 2	...	Requirement X
Platform 1	(0 – 10)	(0 – 10)	(0 – 10)	(0 – 10)
Platform 2	(0 – 10)	(0 – 10)	(0 – 10)	(0 – 10)
...	(0 – 10)	(0 – 10)	(0 – 10)	(0 – 10)
Platform X	(0 – 10)	(0 – 10)	(0 – 10)	(0 – 10)

The following is a summarized version of our CBA analysis when reviewing BuildingConnected:

	Bid Solicitation	Sealed Bids	Bid Leveling	Crowd-Sourced Directory	Integrations
 Platform A					
 BuildingConnected					
 Platform C					

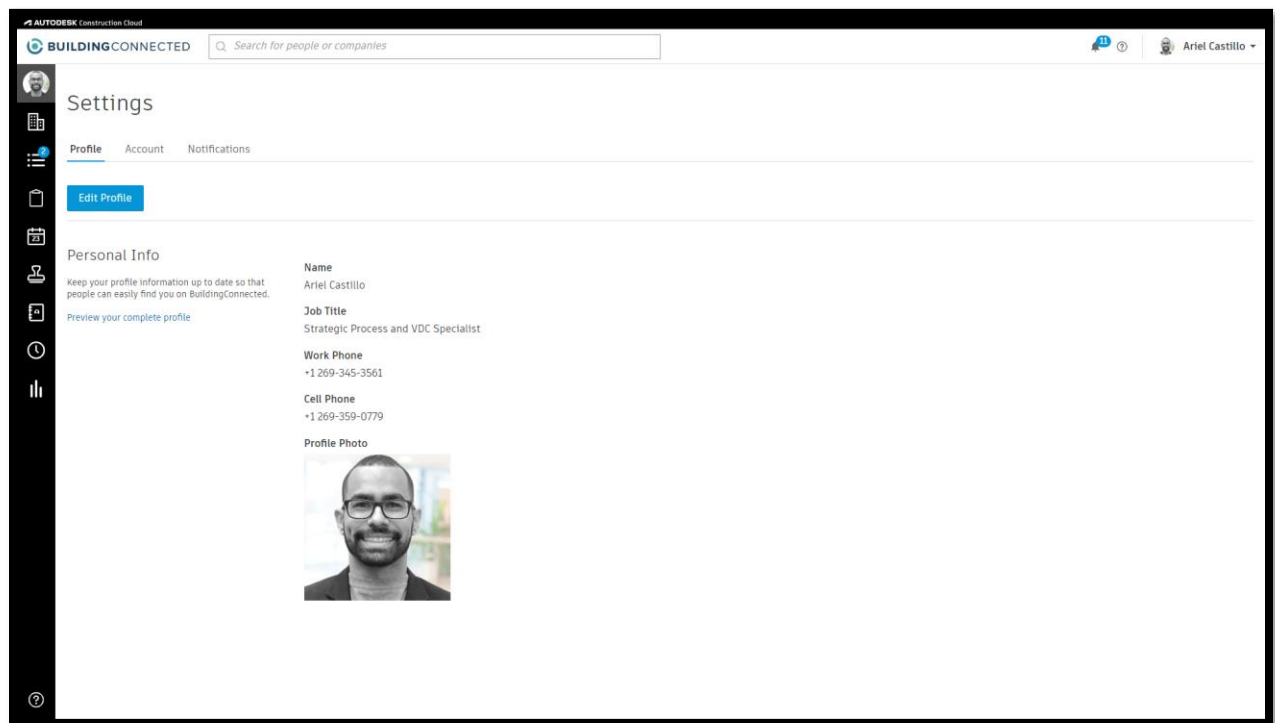
BuildingConnected Benefits

Some of the benefits you can expect to experience when using BuildingConnected are:

- A directory that automatically increases as the network keeps growing.
- Cloud-ready solutions that allow you to access information anywhere and increase productivity while working remotely.
- Minimized undelivered bid invitations.
- Updated contacts without manual input required from your staff.
- Data to identify preferred subs and target companies that actively bid on your projects.
- Bid openings can be a one-person show and require a fraction of the time.
- Integrated subcontractor qualification and post-bid interviews.
- Easy identification of subcontractors in regions where we have limited or no experience.
- Advanced analytics and reporting.
- Historical relationship tracking with subcontractors.
- Reduced friction for subcontractors.

Steps to get up and running with BuildingConnected:

1. Set up your profile
 - a. Provide your personal information such as name, title, phone, and profile photo.
 - b. Keep your profile information up to date so others can easily find you.
 - c. BuildingConnected access can be associated with your Autodesk ID, making it easy to have a single sign-on (SSO) for all Autodesk platforms you may use.



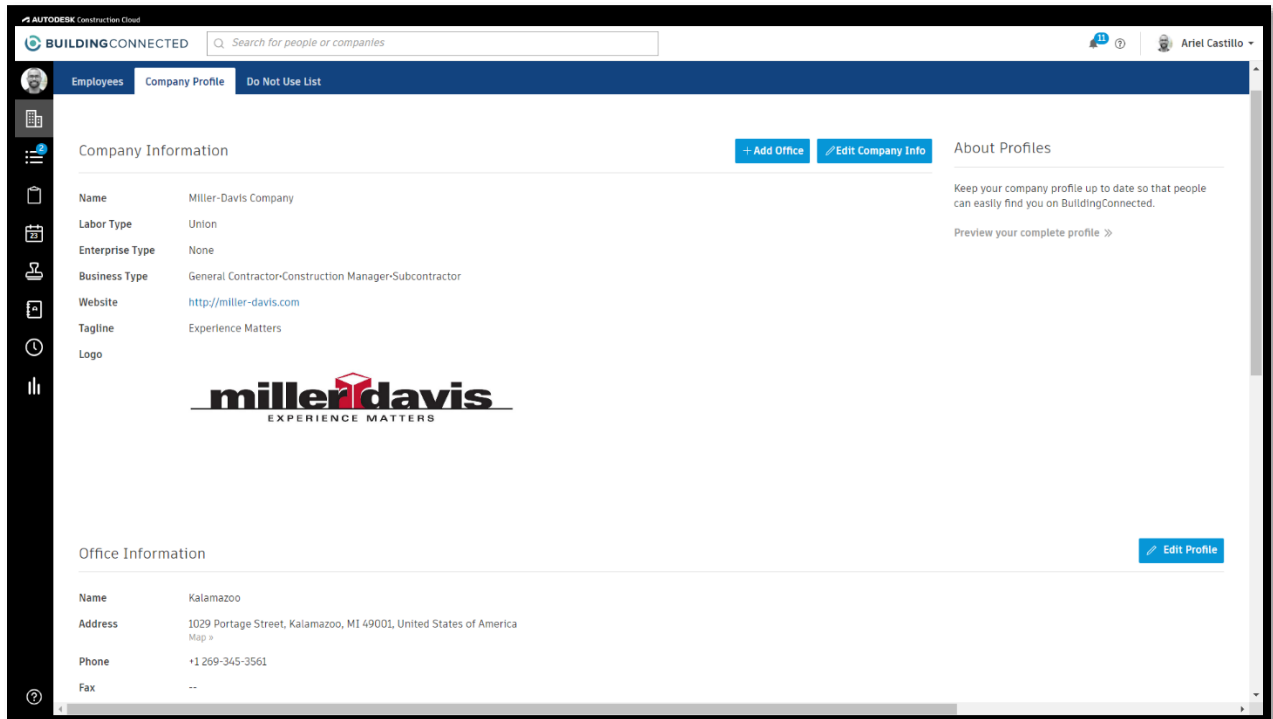
Remember that BuildingConnected is a crowd-source platform. Therefore, it's very important to provide as much information as possible about you. This is the information other BuildingConnected users will see when they select your profile.

Pro Tip: Your title is essential during your profile setup. When sending out invites we want to make sure we share the projects with the right contacts. Therefore, knowing who is an estimator, project manager, sales team, etc. can **greatly increase exposure, successful deliveries, and bid responses**.


Pro Tip: Make sure you **select the correct timezone**. BuildingConnected's default timezone is Pacific Standard Time. This could be confusing if you live in another timezone.

2. Set up your company's profile

- a. Invite all employees that need access to BuildingConnected.
- b. Provide company information such as name, labor type, enterprise type, business type, website, logo, etc.
- c. Office information is critical; this is how your work area is shared with other users.



The screenshot shows the 'Company Profile' page in the Autodesk BuildingConnected interface. The page is divided into two main sections: 'Company Information' and 'Office Information'. The 'Company Information' section includes fields for Name, Labor Type, Enterprise Type, Business Type, Website, Tagline, and Logo. The 'Office Information' section includes fields for Name, Address, Phone, and Fax. The example profile shown is for 'Miller-Davis Company'.

Company Information	
Name	Miller-Davis Company
Labor Type	Union
Enterprise Type	None
Business Type	General Contractor-Construction Manager-Subcontractor
Website	http://miller-davis.com
Tagline	Experience Matters
Logo	

Office Information	
Name	Kalamazoo
Address	1029 Portage Street, Kalamazoo, MI 49001, United States of America Map »
Phone	+1 269-345-3561
Fax	--

The information provided on your profile will be shown to other users when they review your company. The most important field is “Work Performed” since this is how companies will be able to find you. The system matches the work you do with the work needed by the CM/GC. This is critical to make sure you get invites that appeal to you. Trust me, concrete subcontractors don’t want to receive electrical opportunities.

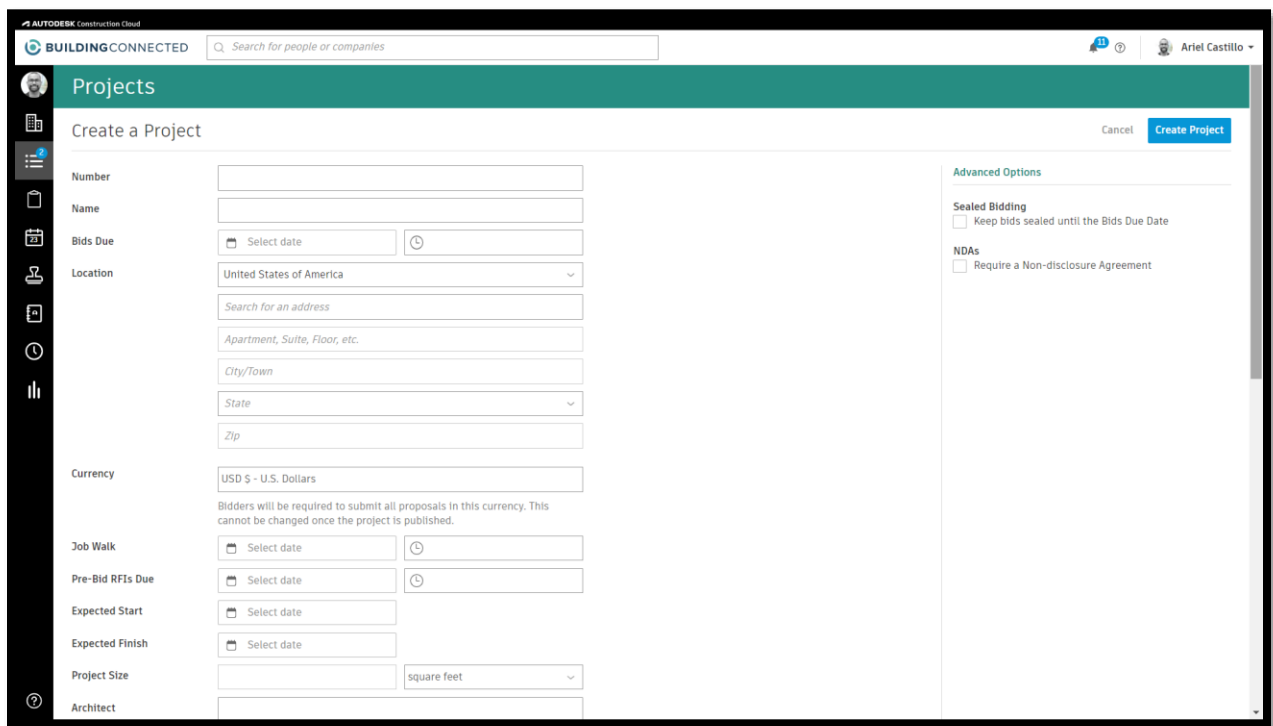
Additionally, make sure to indicate your enterprise type, since BuildingConnected helps tagging business that are MBE, SBE, WBE, etc.

This menu is where you can add your company employees. Depending on the amount of users/licenses available, you may want to discuss who should be an active BuildingConnected user with your team.

Pro Tip: We found value incorporating our Business Development team as BuildingConnected users. They can review the companies we have worked with, use the directory to review our DEI efforts, and utilize project photos to share on social media. Think about how others employees can leverage BuildingConnected data regardless of their department.

3. Set up your first project

- a. When creating a new project, complete as many fields as possible.
- b. Information such as location, job-walk date, pre-bid RFIs due date, expected start date, and project size, are all relevant to subcontractors you will invite. This allows them to understand the scope of work and critical dates.
- c. Private information such as client, market sector, competitive bidding, among others, are relevant for internal insights provided by BuildingConnected. This data can help you make decisions and understand the type of projects that make the most sense to your company.



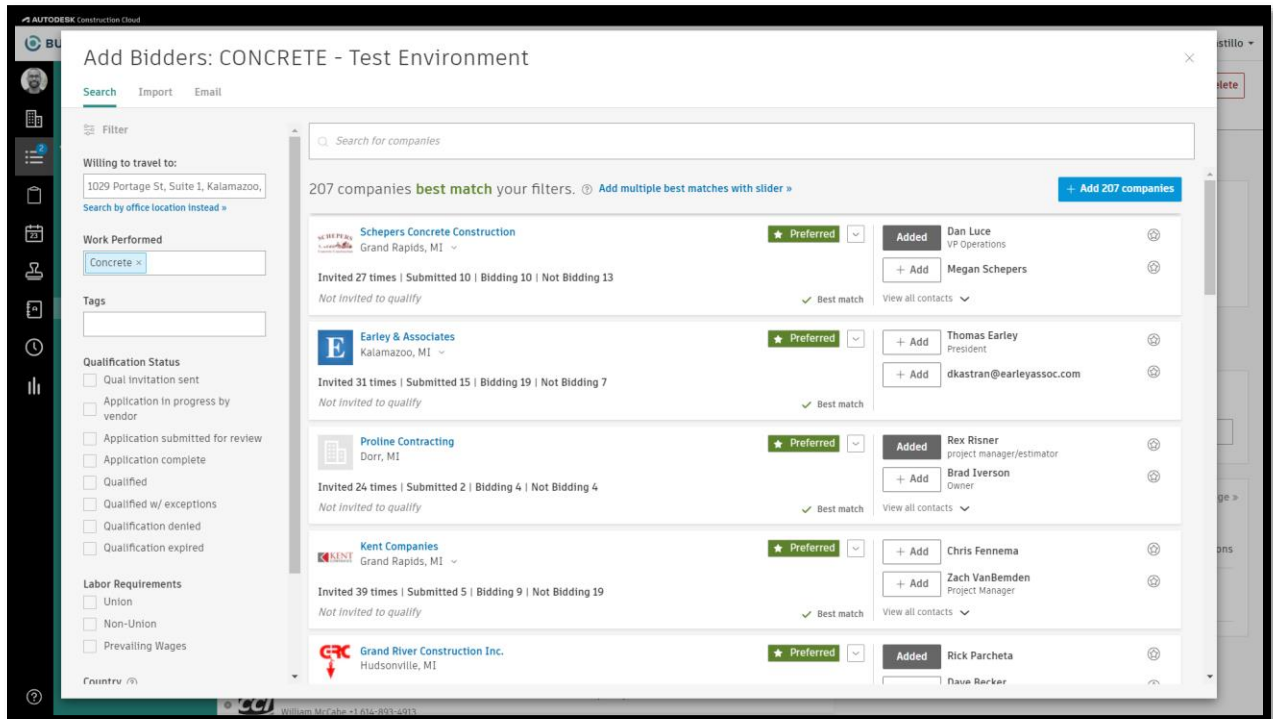
The screenshot shows the 'Create a Project' interface in the Autodesk BuildingConnected web application. The form is titled 'Create a Project' and includes a 'Cancel' button and a 'Create Project' button. The form fields are organized into two columns. The left column contains fields for 'Number', 'Name', 'Bids Due' (with a date picker), 'Location' (with a dropdown for 'United States of America' and a search bar for address details like 'Apartment, Suite, Floor, etc.', 'City/Town', 'State', and 'Zip'), 'Currency' (set to 'USD \$ - U.S. Dollars'), 'Job Walk' (with a date picker), 'Pre-Bid RFIs Due' (with a date picker), 'Expected Start' (with a date picker), 'Expected Finish' (with a date picker), 'Project Size' (with a dropdown for 'square feet'), and 'Architect'. The right column contains an 'Advanced Options' section with two checkboxes: 'Sealed Bidding' (with the option 'Keep bids sealed until the Bids Due Date') and 'NDAs' (with the option 'Require a Non-disclosure Agreement'). A note below the currency field states: 'Bidders will be required to submit all proposals in this currency. This cannot be changed once the project is published.'

Creating a project is pretty straightforward and user-friendly. Here, you will add as much information as possible to keep your company informed as well as external users that will receive an invitation. The information provided can be edited at any given time.

Not all fields are required. However, I encourage you to take advantage of the fields if the data is available. You may find it useful in the future.

Pro Tip: If your project requires sealed bids, **you must select the “Sealed Bidding” option** before publishing. Otherwise, you will have to create a new project. You can’t change this option halfway because of the way the system collects the bids.

4. Use BuildingConnected's directory
 - a. Create all the bid categories needed for your job. Make sure your Project Managers are involved in this process as much as possible.
 - b. Invite companies by type of work. BuildingConnected will show a list of subcontractors that fit the scope of work indicated.
 - c. Identify key contacts on each company and make sure to tag them as preferred. In future jobs, this will make it easy to identify the best contact to send invites.

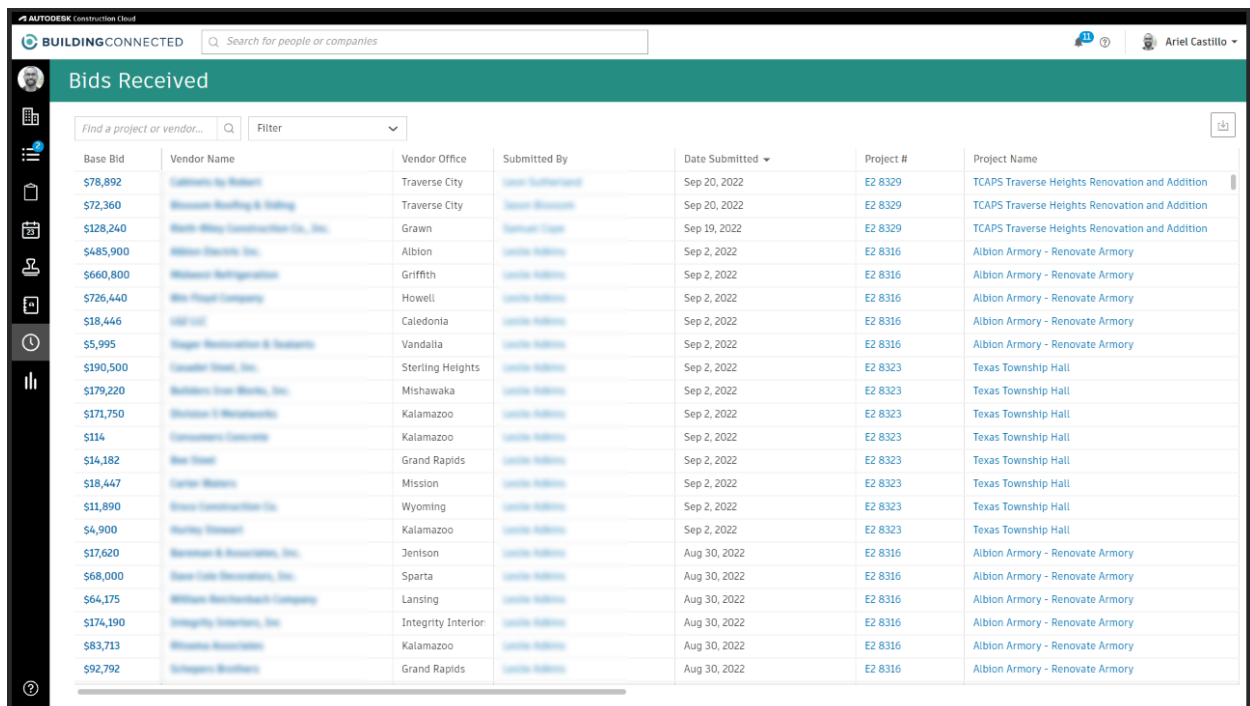


This is where BuildingConnected shines. Even if you started your company today, you have the ability to connect with over 1 million construction professionals. Also, since the directory is crowd-source, most of the information will be up to date and contacts should be valid.

It's critical to associate the bid category with the work performed. This will allow you to connect with companies that will match the scope of work. Use filters to explore contacts and new companies. Last but not least, keep the crowd-source up and running by reporting contacts that need an update.

Pro Tip: If you prefer to work with specific companies (ie. a high percentage of bid responses) and would like to notify internal employees, you can star the entity; this will place them above other companies on the list. You also can highlight specific employees within the company. This is very useful when you know a specific person that manages the bids.

5. Analyze the data provided on the Analytics and Bid History pages
 - a. BuildingConnected will collect data throughout all your projects. This is valuable information that can help you better understand the companies that you may collaborate with in the future.
 - b. Bid History shows data collected by each subcontractor and helps understand who is bidding your jobs, how often bids are provided, and their success rate.
 - c. Project Analytics allows you to understand company data. This is valuable to identify which market sectors and clients are most valuable to the company.

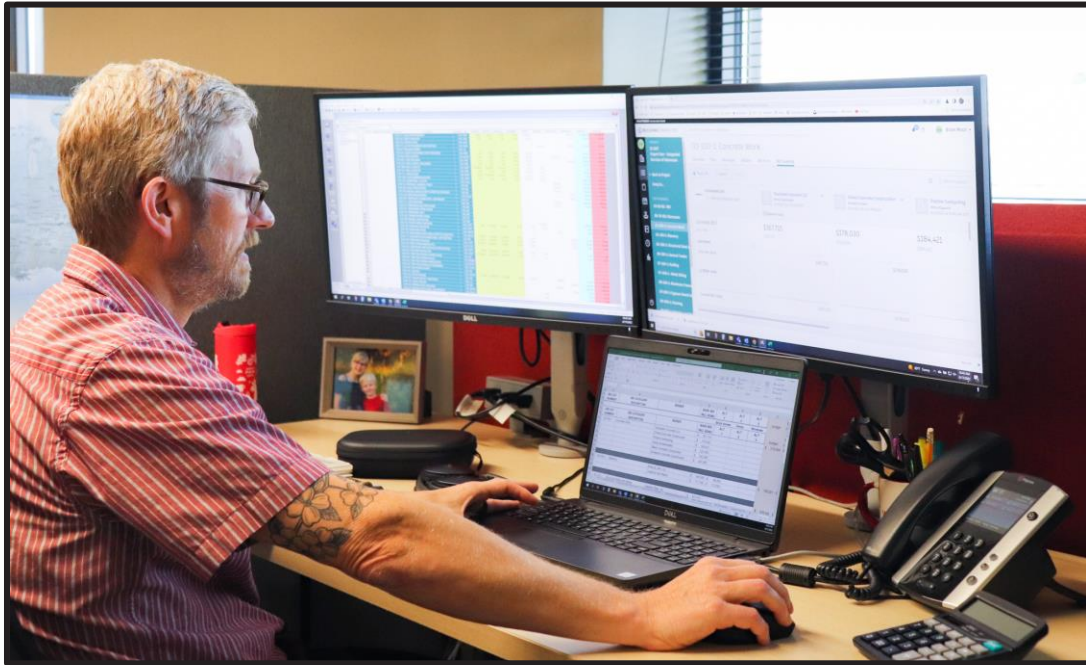


Base Bid	Vendor Name	Vendor Office	Submitted By	Date Submitted	Project #	Project Name
\$78,892	Calabria Co. Inc.	Traverse City	Calabria Co. Inc.	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$72,360	Reynolds Building & Siding	Traverse City	Reynolds Building & Siding	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$128,240	North-Way Construction Co., Inc.	Grawn	North-Way Construction Co., Inc.	Sep 19, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$485,900	Wilson Electric, Inc.	Albion	Wilson Electric, Inc.	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$660,800	Midwest Refrigeration	Griffith	Midwest Refrigeration	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$726,440	Wheeler Company	Howell	Wheeler Company	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$18,446	WHL Inc.	Caledonia	WHL Inc.	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$5,995	Stager Restoration & Interiors	Vandalia	Stager Restoration & Interiors	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$190,500	Coastal Steel, Inc.	Sterling Heights	Coastal Steel, Inc.	Sep 2, 2022	E2 8323	Texas Township Hall
\$179,220	Buildings One Works, Inc.	Mishawaka	Buildings One Works, Inc.	Sep 2, 2022	E2 8323	Texas Township Hall
\$171,750	Shawco S. Manufacturing	Kalamazoo	Shawco S. Manufacturing	Sep 2, 2022	E2 8323	Texas Township Hall
\$114	Construction Concepts	Kalamazoo	Construction Concepts	Sep 2, 2022	E2 8323	Texas Township Hall
\$14,182	Big Steel	Grand Rapids	Big Steel	Sep 2, 2022	E2 8323	Texas Township Hall
\$18,447	Garner Motors	Mission	Garner Motors	Sep 2, 2022	E2 8323	Texas Township Hall
\$11,890	Travis Construction Co.	Wyoming	Travis Construction Co.	Sep 2, 2022	E2 8323	Texas Township Hall
\$4,900	Harley Stewart	Kalamazoo	Harley Stewart	Sep 2, 2022	E2 8323	Texas Township Hall
\$17,620	Reynolds & Associates, Inc.	Jenison	Reynolds & Associates, Inc.	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$68,000	Steel Case Structures, Inc.	Sparta	Steel Case Structures, Inc.	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$64,175	Midwest Refrigeration Company	Lansing	Midwest Refrigeration Company	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$174,190	Integrity Interiors, Inc.	Integrity Interior	Integrity Interiors, Inc.	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$83,713	Midwest Refrigeration	Kalamazoo	Midwest Refrigeration	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$92,792	Reynolds Building	Grand Rapids	Reynolds Building	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory

All the data managed through BuildingConnected is collected and stored as a historical database. This information can help you identify which companies, bid categories, types of projects, etc. are performing better. The use of this data can be leveraged by different departments. This type of analytics is processed on Excel (best case scenario) or will stay within an estimator's brain—potentially problematic if that individual goes on leave or isn't available.

Pro Tip: Discuss with your preconstruction staff and other departments how this data can help their workflows, minimize their pain points, and promote the use of Business Intelligence for better decision making.

6. Explore and share the love
 - a. The platform has a lot of features that can enhance your preconstruction department—make sure you explore and share your findings with the community.



Our preconstruction staff hosting a digital bid opening.

PROJECT:

2017-43 CABOT COVE
GALLERY REBUILD
WITH GARAGE

Back to Projects

Add a Bid Package

Jump to...

BID PACKAGES

02 41 00: Demolition

03 30 00: Structural Steel

08 10 00: Concrete

08 40 00: Entrances, St...

09 20 00: Plaster and...

09 60 00: Flooring

11 31 00: Residential Ap...

12 30 00: Casework

12 36 00: Countertops

14 20 00: Elevators

21 00 00: Fire Supression

22 00 00: Plumbing

23 00 00: HVAC

26 00 00: Electrical

31 00 00: Earthwork

31 40 00: Shoring & Un...

02900: Landscape

OVERVIEW BIDDERS BID FORM FILES MESSAGES PROPOSALS

Plugs OFF

Export to Excel

Submitted Total

BREAKOUTS

Irrigation

Plantings

Mulch

Soil Prep & Fine Grade

Site Furnishings

Misc / Other

SUBTOTAL

ALTERNATES

Playground

Bioswale

Flagstone pavers

EXCLUSIONS

Supervision

Additional Information

CMP Landscape

Chelsea Hodge

Revision 1, 01/11/2018 at 3:59 PM PST

\$ APPARENT LOW

\$356,339

150 cubic yards @ \$33

192,064

41,200

12,350

1,120

Excluded

Frank and Sons

Chelsea Hodge

01/11/2018 at 4:02 PM PST

\$330,773

215 cubic yards @ \$32

247,856

47,220

\$1

1,480

Excluded

Star Landscapers

Chelsea Hodge

01/11/2018 at 4:05 PM PST

\$359,728

525 cubic yards @ \$30

359,729

\$52,430

Excluded

A screenshot of the bid leveling module. (Courtesy of BuildingConnected)

Final words

I hope this guide and overview have provided enough content to motivate you, and your team, to get started with BuildingConnected. It's a unique platform and it has transformed the way Miller-Davis conducts bids while integrating our preconstruction and project management departments.

We didn't cover the Qualifications module and TradeTapp as we consider them a different product, but that's something you can check in the documentation.

A big shout-out to all the estimators and project managers at Miller-Davis Company, all the knowledge we can share is thanks to the hard work you have done over the past two years.

Additional References

- Autodesk University 2021 – BuildingConnected Instructional Demo
 - Maximizing BuildingConnected to Enhance Your Digital Bid Process
 - <https://www.autodesk.com/autodesk-university/class/Maximizing-BuildingConnected-Enhance-Your-Digital-Bid-Process-2021>
- BuildingConnected Zendesk
 - <https://buildingconnected.zendesk.com/hc/en-us>
- Autodesk's BuildingConnected User Guide
 - <https://buildingconnected.zendesk.com/hc/en-us/articles/360023941014-New-user-guide-Get-the-most-out-of-your-BuildingConnected-account->
- Choosing by Advantages
 - https://leanconstruction.org/media/learning_laboratory/Choosing_by_Advantages/Choosing_by_Advantages.pdf