



CS502629

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

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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?

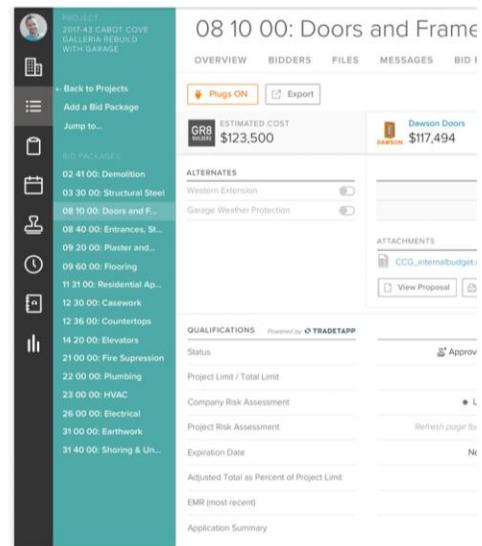
BuildingConnected is one of the featured products in the Autodesk Construction Cloud. It is a cloud-based pre-construction bidding tool that enables Owners, General Contractors, and Subcontractors to communicate easily and efficiently throughout the bidding process. The platform allows you to enhance 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					

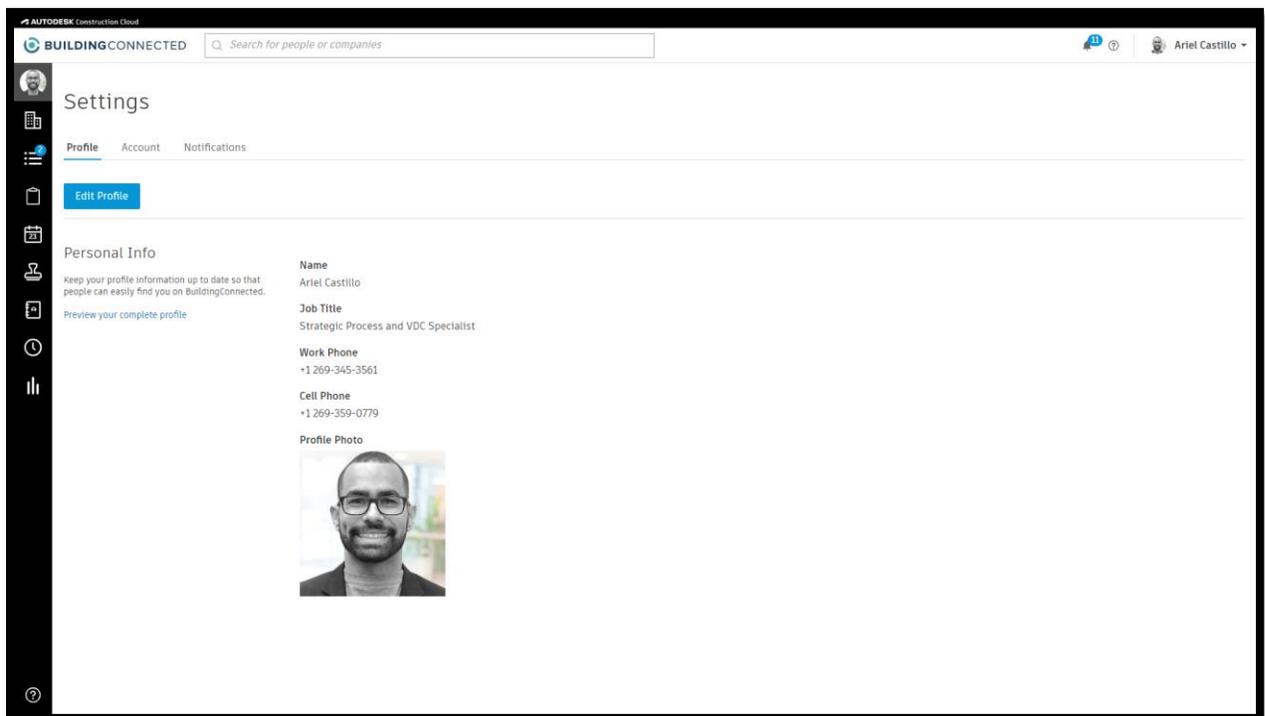
BuildingConnected Benefits

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.



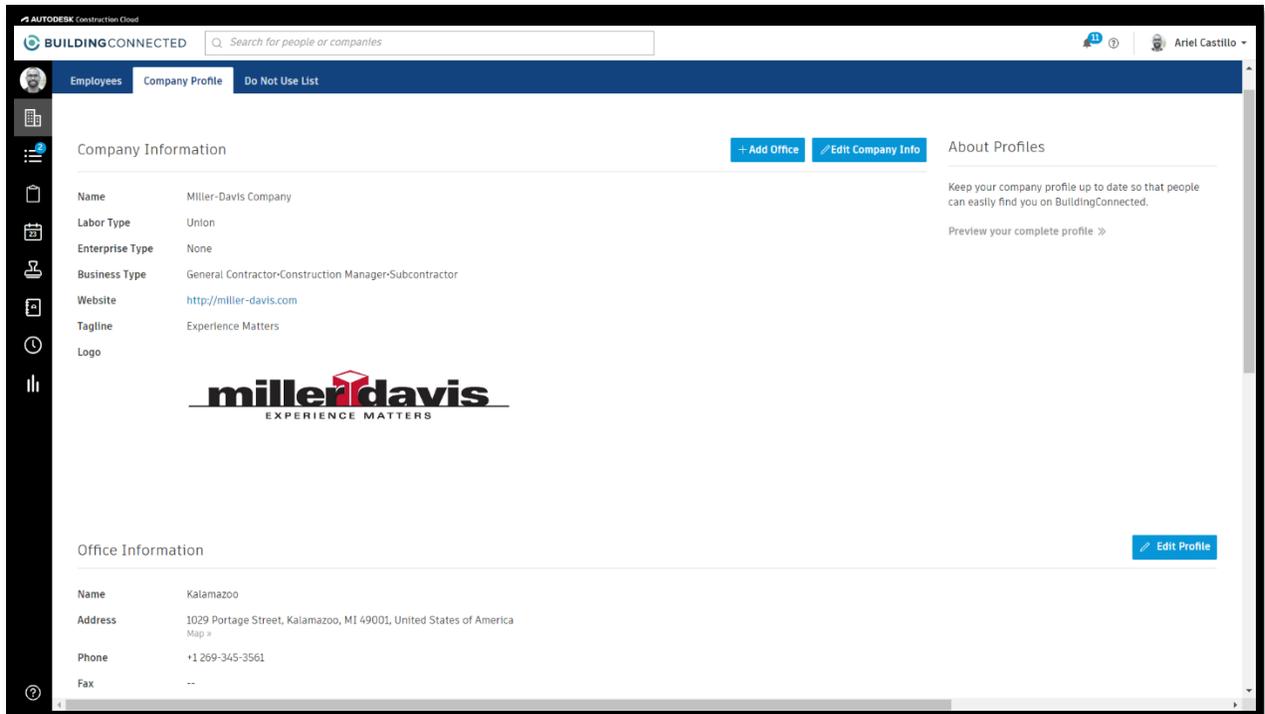
Remember that BuildingConnected is a crowd-source platform. Therefore, it's very important to provide as much information as possible about you. This is the information other BuildingConnected users will see when they select your profile.

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 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.

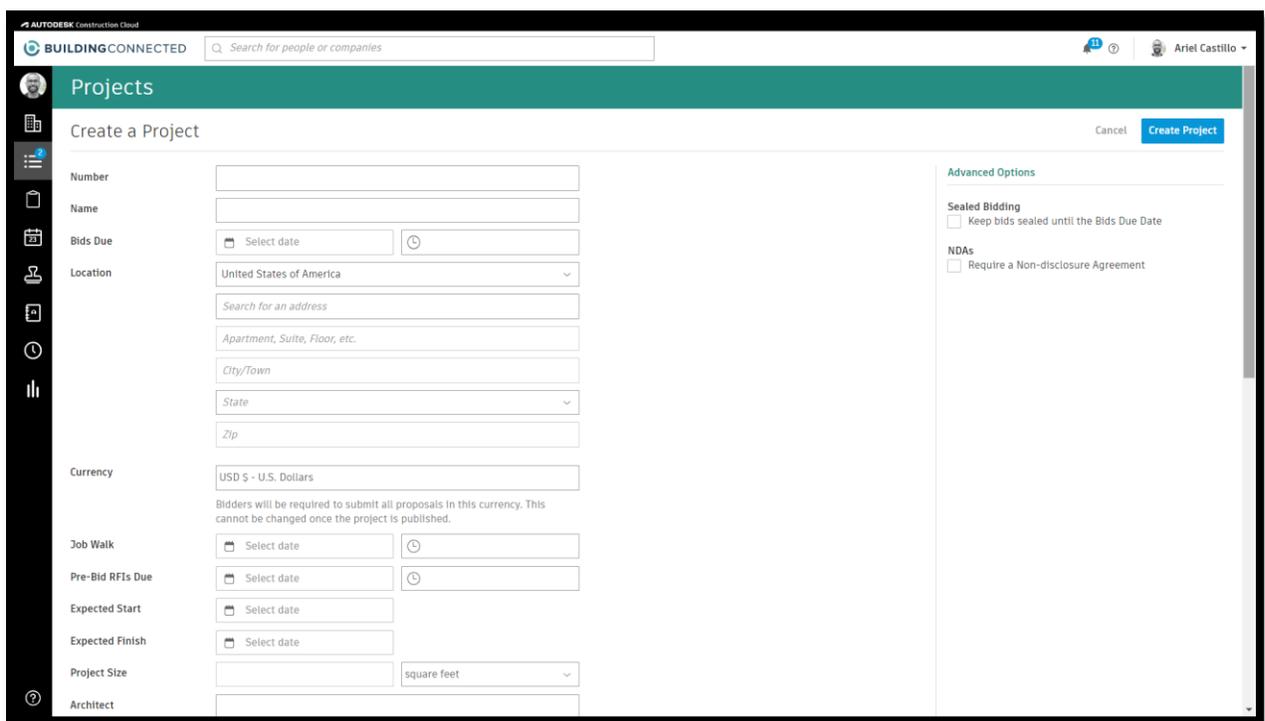
Additionally, make sure to indicate your enterprise type, since BuildingConnected helps tagging business that are MBE, SBE, WBE, etc.

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' form in the Autodesk BuildingConnected interface. The form is divided into several sections:

- Number:** A text input field.
- Name:** A text input field.
- Bids Due:** A date selector with a calendar icon and a clock icon.
- Location:** A dropdown menu for 'United States of America', followed by a search bar for 'Search for an address', and input fields for 'Apartment, Suite, Floor, etc.', 'City/Town', 'State', and 'Zip'.
- Currency:** A dropdown menu for 'USD \$ - U.S. Dollars'. Below it, a note states: 'Bidders will be required to submit all proposals in this currency. This cannot be changed once the project is published.'
- Job Walk:** A date selector with a calendar icon and a clock icon.
- Pre-Bid RFIs Due:** A date selector with a calendar icon and a clock icon.
- Expected Start:** A date selector with a calendar icon.
- Expected Finish:** A date selector with a calendar icon.
- Project Size:** A text input field followed by a dropdown menu for 'square feet'.
- Architect:** A text input field.

On the right side, there is an 'Advanced Options' section with two checkboxes:

- Sealed Bidding:** A checkbox labeled 'Keep bids sealed until the Bids Due Date'.
- NDAs:** A checkbox labeled 'Require a Non-disclosure Agreement'.

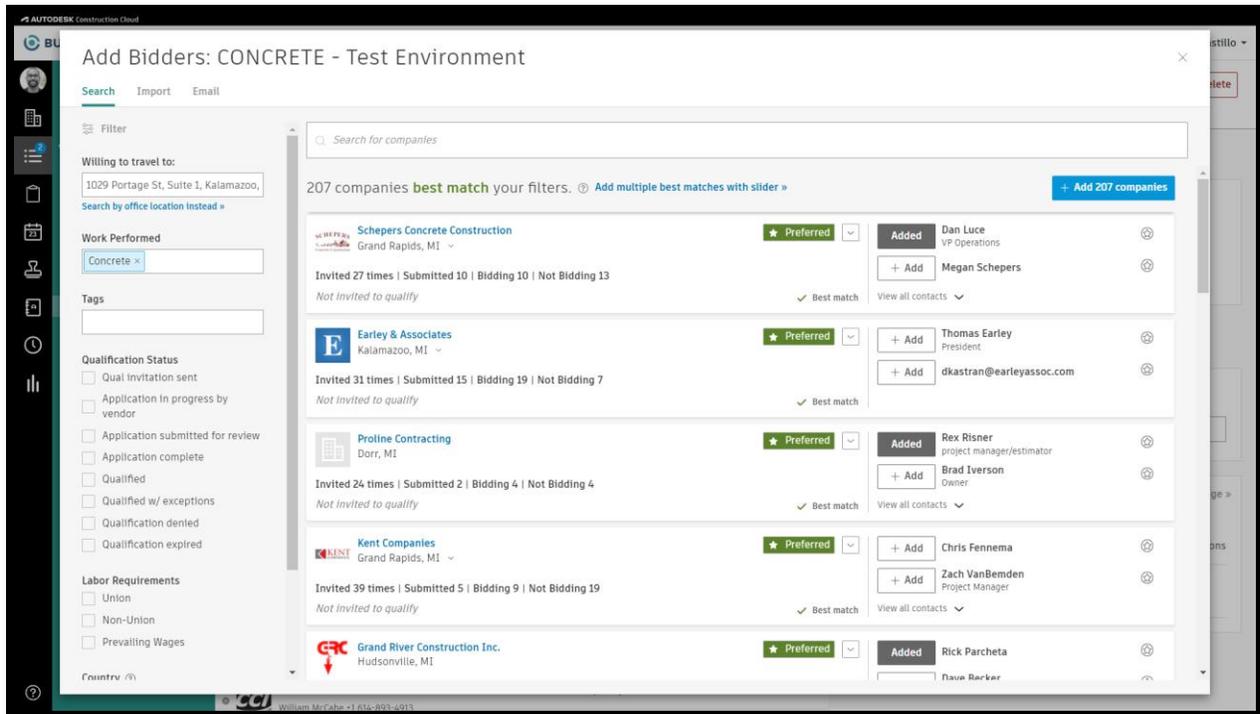
At the top right of the form, there are 'Cancel' and 'Create Project' buttons.

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.

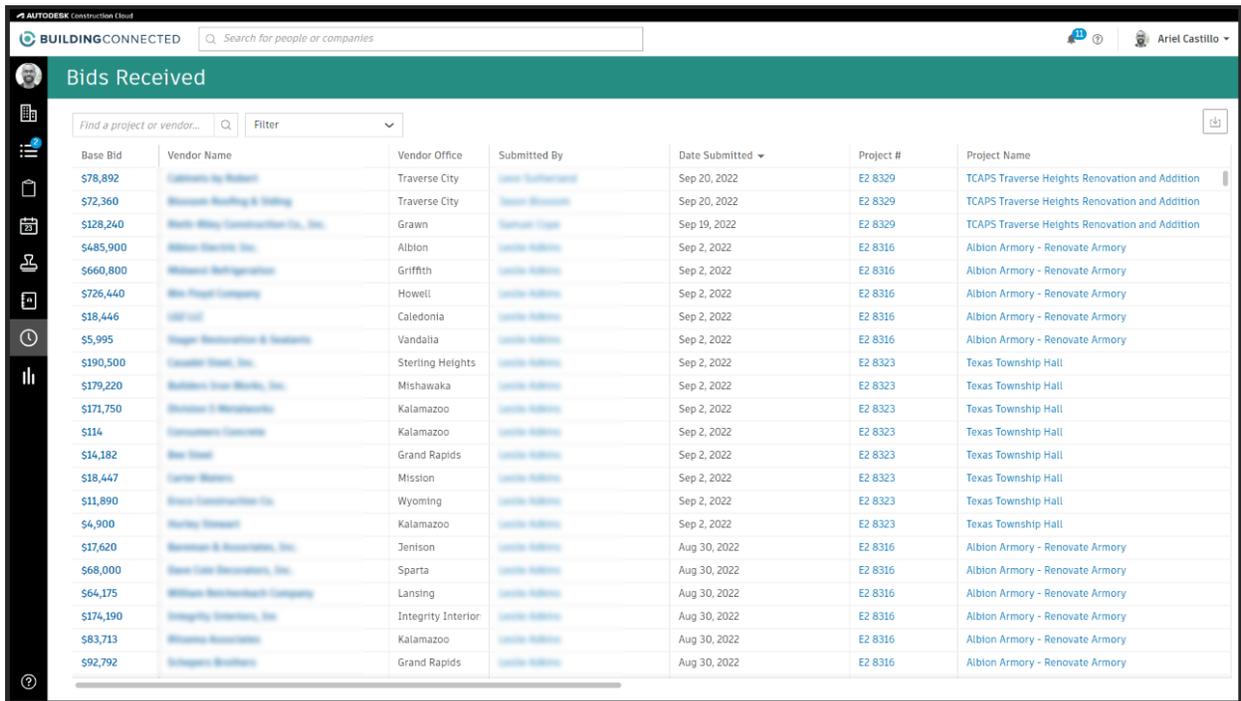


This is where BuildingConnected shines. Even if you started your company today, you have the ability to connect with over 1 million construction professionals. Also, since the directory is crowd-source, most of the information will be up to date and contacts should be valid.

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.

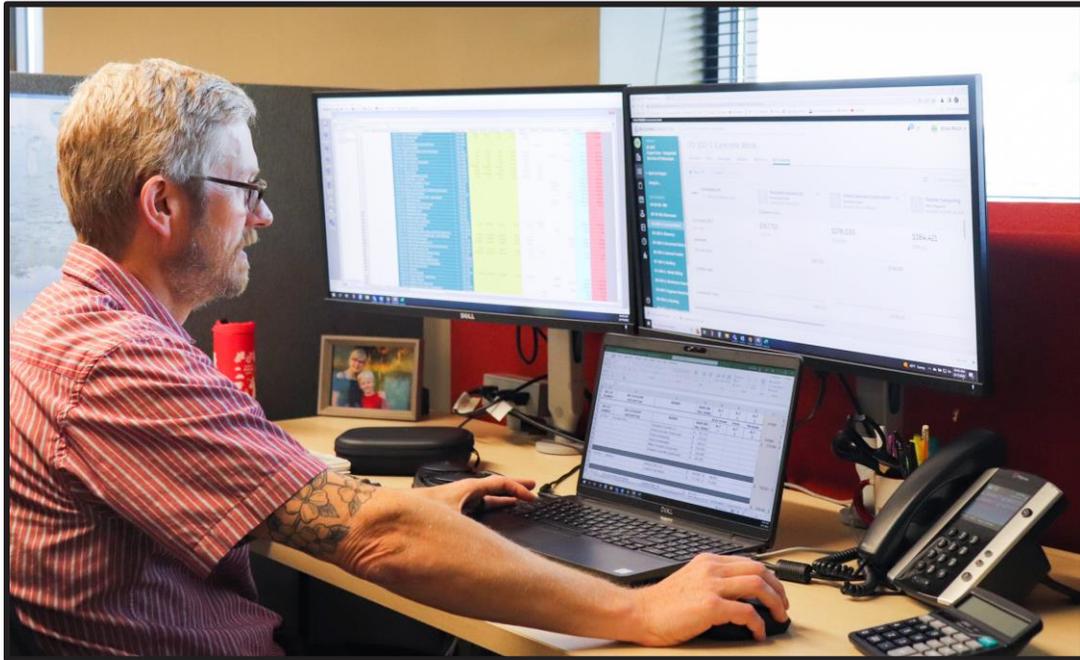


Base Bid	Vendor Name	Vendor Office	Submitted By	Date Submitted	Project #	Project Name
\$78,892	Carlson Co. Inc.	Traverse City	John Hoffmann	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$72,360	Reynolds Building & Siding	Traverse City	David Reynolds	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$128,240	Mark-Way Construction Co., Inc.	Grawn	Samuel Gage	Sep 19, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$485,900	Albion Armory, Inc.	Albion	Justin Hildner	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$660,800	Albion Armory, Inc.	Griffith	Justin Hildner	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$726,440	Howell Construction	Howell	Justin Hildner	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$18,446	Albion Armory, Inc.	Caledonia	Justin Hildner	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$5,995	Albion Armory, Inc.	Vandalia	Justin Hildner	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$190,500	Albion Armory, Inc.	Sterling Heights	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$179,220	Albion Armory, Inc.	Mishawaka	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$171,750	Albion Armory, Inc.	Kalamazoo	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$114	Albion Armory, Inc.	Kalamazoo	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$14,182	Albion Armory, Inc.	Grand Rapids	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$18,447	Albion Armory, Inc.	Mission	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$11,890	Albion Armory, Inc.	Wyoming	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$4,900	Albion Armory, Inc.	Kalamazoo	Justin Hildner	Sep 2, 2022	E2 8323	Texas Township Hall
\$17,620	Albion Armory, Inc.	Jenison	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$68,000	Albion Armory, Inc.	Sparta	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$64,175	Albion Armory, Inc.	Lansing	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$174,190	Albion Armory, Inc.	Integrity Interior	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$83,713	Albion Armory, Inc.	Kalamazoo	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$92,792	Albion Armory, Inc.	Grand Rapids	Justin Hildner	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory

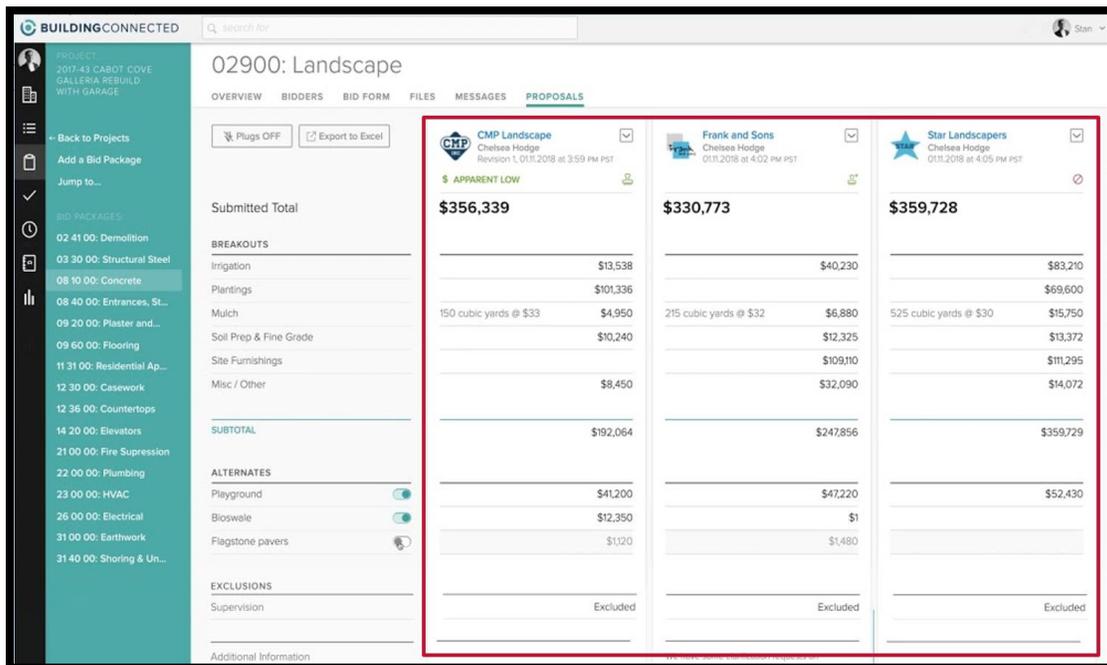
All the data managed through BuildingConnected is collected and stored as a historical database. This information can help you identify which companies, bid categories, types of projects, etc. are performing better. The use of this data can be leveraged by different departments. This type of analytics 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.



Item	CMP Landscape Chelsea Hodge Revision 1, 01/11/2018 at 3:59 PM PST	Frank and Sons Chelsea Hodge 01/11/2018 at 4:02 PM PST	Star Landscapers Chelsea Hodge 01/11/2018 at 4:05 PM PST
Submitted Total	\$356,339	\$330,773	\$359,728
BREAKOUTS			
Irrigation	\$13,538	\$40,230	\$83,210
Plantings	\$101,336		\$69,600
Mulch	150 cubic yards @ \$33 \$4,950	215 cubic yards @ \$32 \$6,880	525 cubic yards @ \$30 \$15,750
Soil Prep & Fine Grade	\$10,240	\$12,325	\$13,372
Site Furnishings		\$109,110	\$111,295
Misc / Other	\$8,450	\$32,090	\$14,072
SUBTOTAL	\$192,064	\$247,856	\$359,729
ALTERNATES			
Playground	\$41,200	\$47,220	\$52,430
Bioswale	\$12,350	\$1	
Flagstone pavers	\$1,120	\$1,480	
EXCLUSIONS			
Supervision	Excluded	Excluded	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