



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

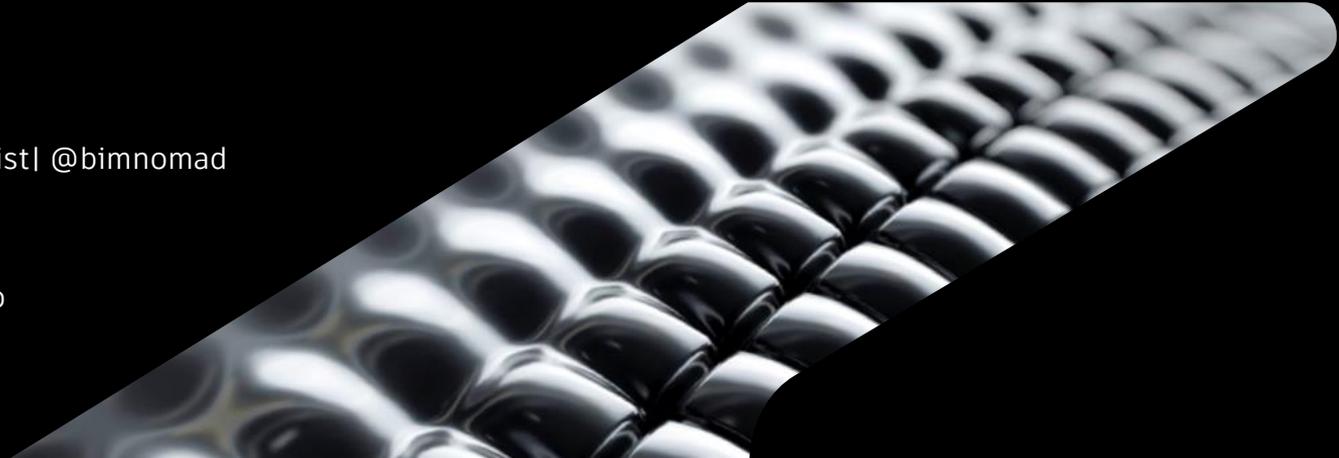
CS502629

Ariel Castillo

Strategic Process and VDC Specialist | @bimnomad

Howard Williams

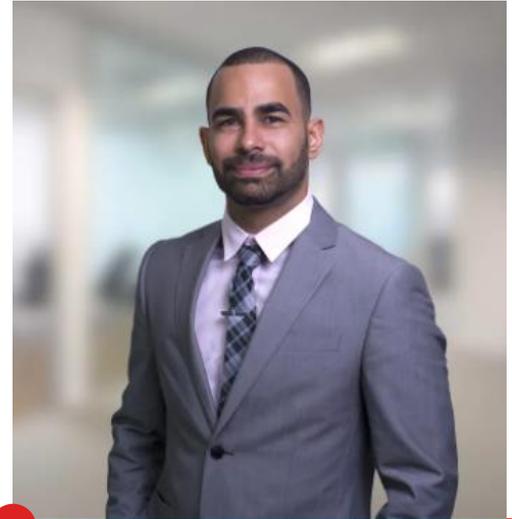
Project Executive | @millerdavisco



Ariel Castillo

Strategic Process and VDC Specialist

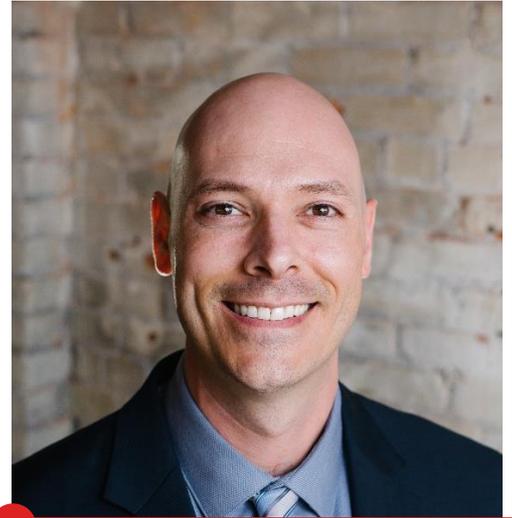
Working in the industry since 2010, he has become a reference in the Latin America region. His focus is on promoting and utilizing emerging technologies to create new experiences that allow companies to maximize resources, whether they're designing, building, maintaining, or selling a project.



Howard Williams

Project Executive

Over 15 years of experience in the construction industry. Howard has a background in Architecture and holds a degree in Environmental Design/Architecture from the University of Colorado.





113-Years
In Business



Construction Management,
General Contracting, and
Self-Perform Services



Headquartered
In Kalamazoo
Michigan



100+ Projects
Started/Completed
During the Pandemic

COMMERCIAL



INDUSTRIAL

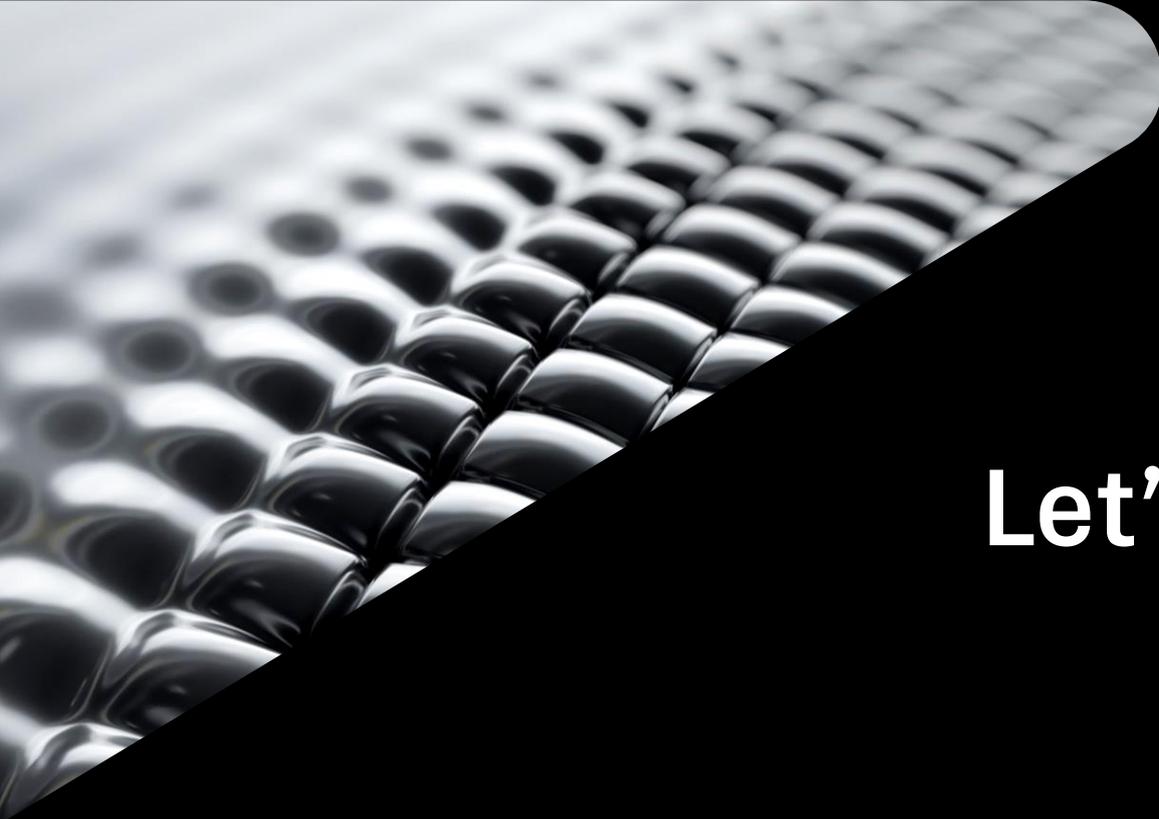


EDUCATION



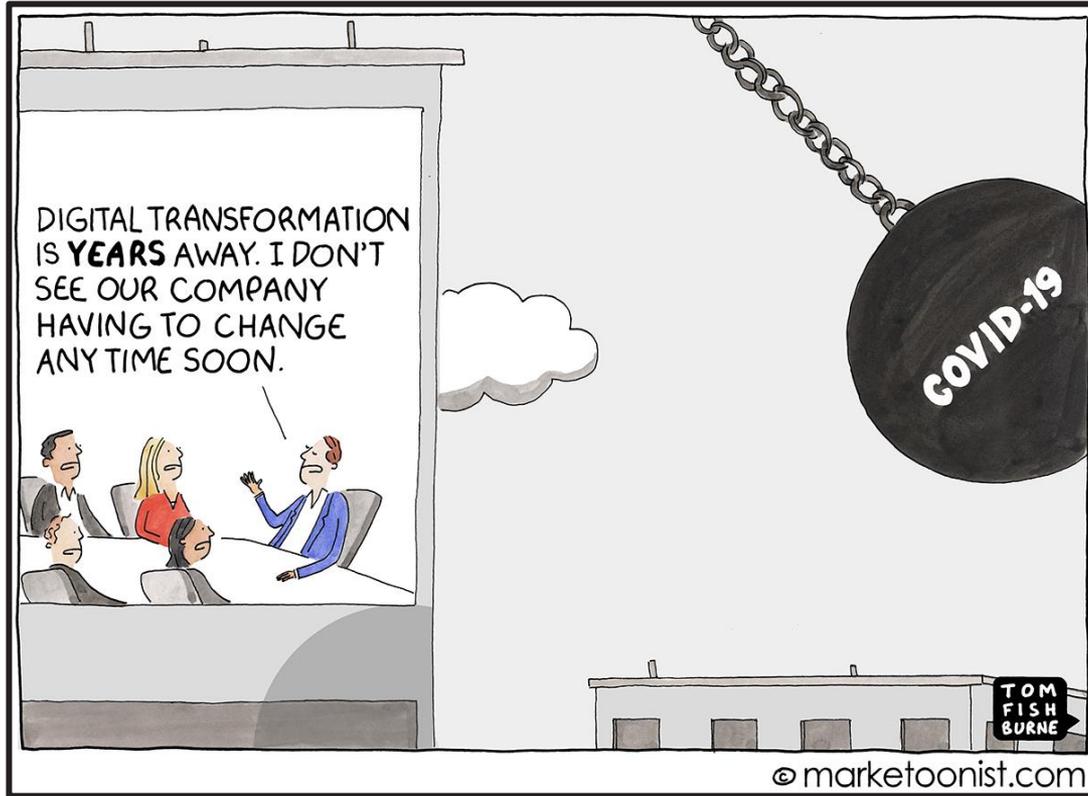
GOVERNMENT





Let's get started!

Background and Challenges



Pain Points



Mosquito Bite



Shark Bite

Challenges

The main obstacles we had during our CM bid process:



Ever-changing
directory



Contractor
participation data



Limitations on
digital bids

The Ideal Candidate



SMART TOOLS



IMPROVED
DIRECTORY



EASIER BIDS



LEGAL EBIDS



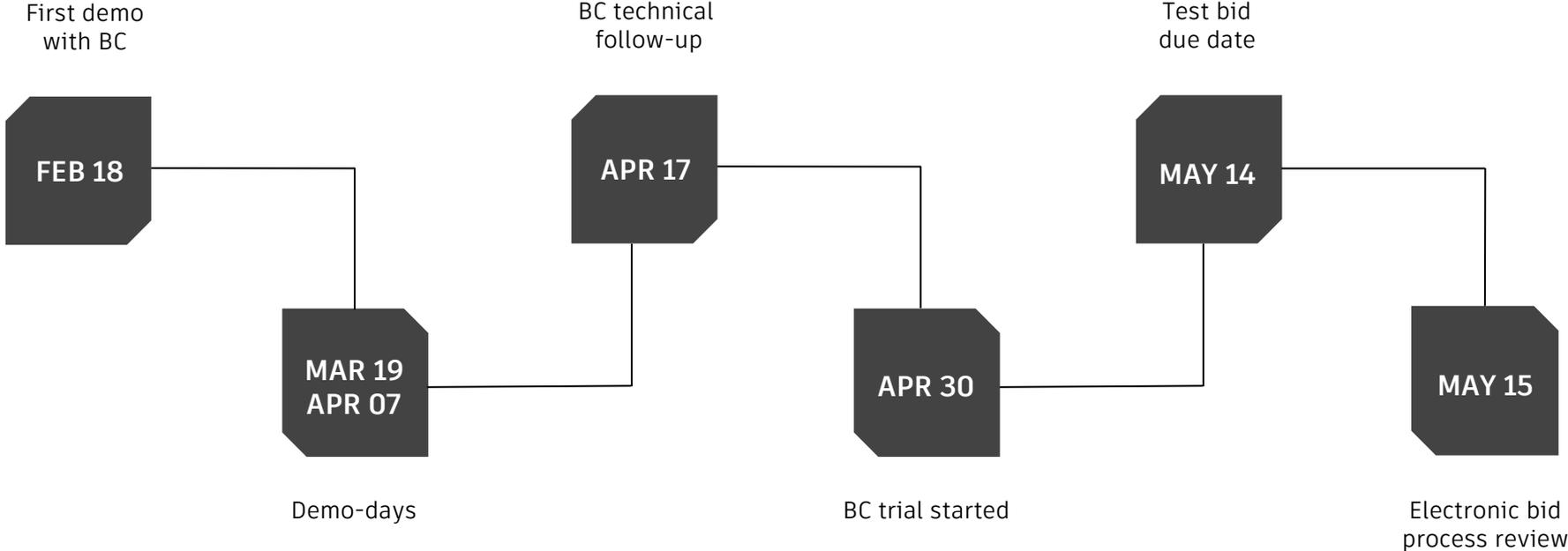
ASSIST PMs



INTEGRATIONS

Timeline

2020



Companies selling
tech...

But once they get
the job...



Choosing by Advantages

Requirements Matrix

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

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.



PROJECT:
2017-43 CABOT COVE
GALLERIA 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: Doors and F...**
- 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...

08 10 00: Doors and Frame

OVERVIEW BIDDERS FILES MESSAGES BID P...

Plugs ON **Export**

GR8 ESTIMATED COST
\$123,500

DAWSON Dawson Doors
\$117,494

ALTERNATES

- Western Extension
- Garage Weather Protection

ATTACHMENTS

- CCG_internalbudget...
- [View Proposal](#)

QUALIFICATIONS Powered by **TRADEAPP**

- Status
- Project Limit / Total Limit
- Company Risk Assessment
- Project Risk Assessment
- Expiration Date
- Adjusted Total as Percent of Project Limit
- EMR (most recent)
- Application Summary



PERFECT SOLUTION?

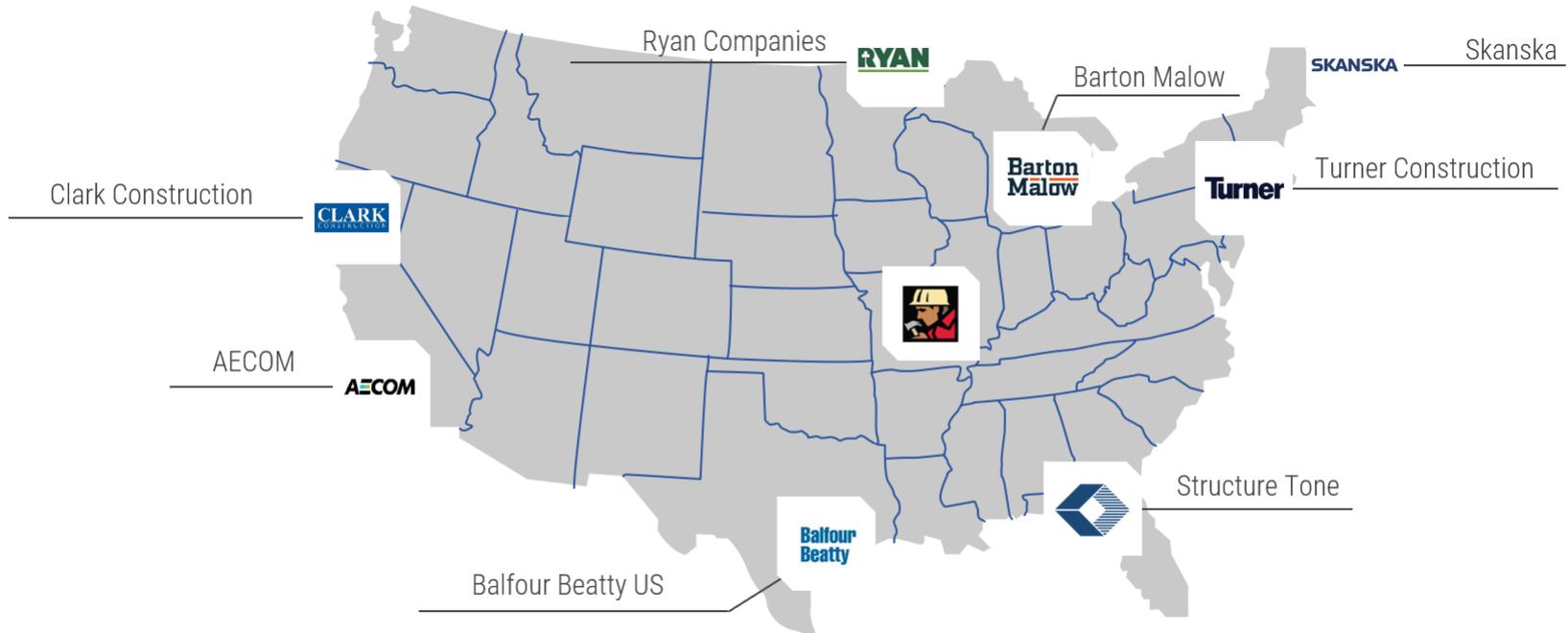
Should we abandon a platform we have used for 2 years?

What if a new shiny software comes out next year?

Why change our process if it works?

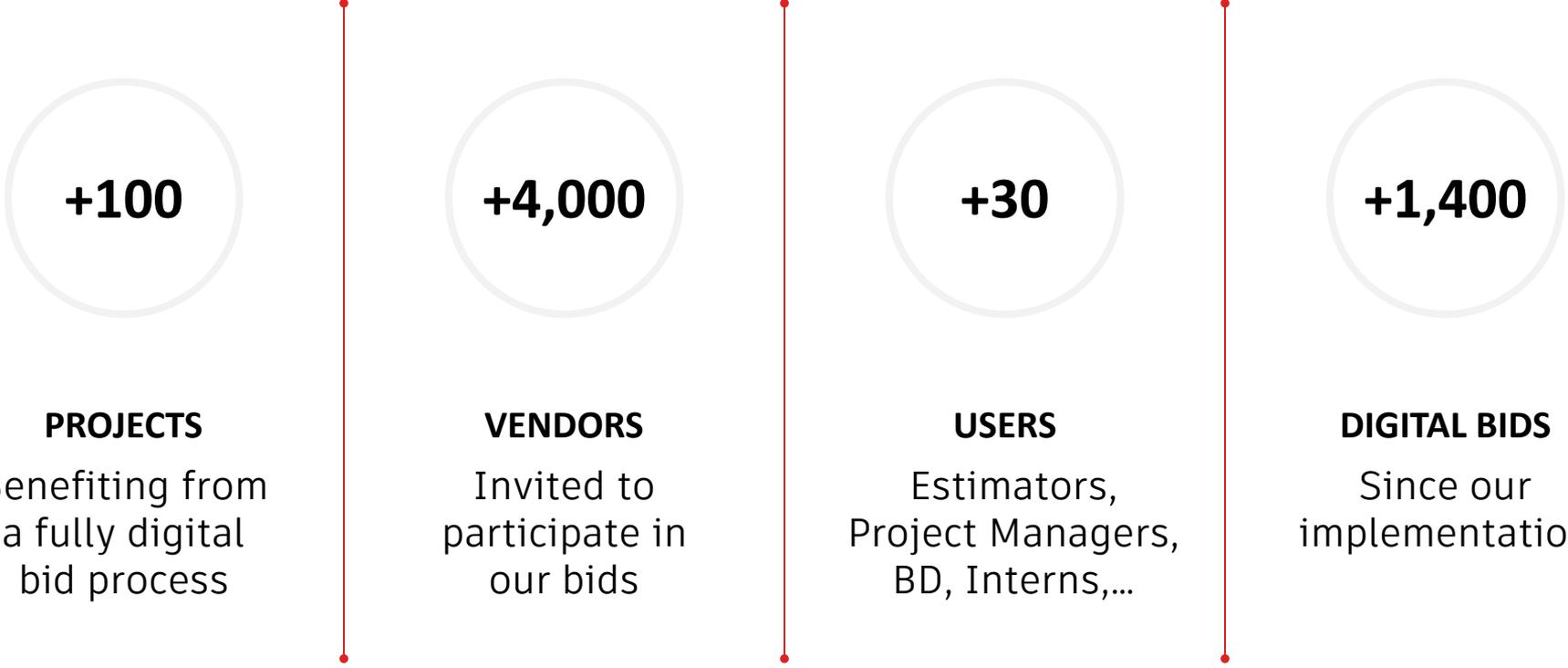
It's a Proven Platform

13 of the Top 20 ENR use BuildingConnected



Stats & Fun Facts

Where are we after 2.5 years using BuildingConnected?



+100

PROJECTS

Benefiting from
a fully digital
bid process

+4,000

VENDORS

Invited to
participate in
our bids

+30

USERS

Estimators,
Project Managers,
BD, Interns,...

+1,400

DIGITAL BIDS

Since our
implementation

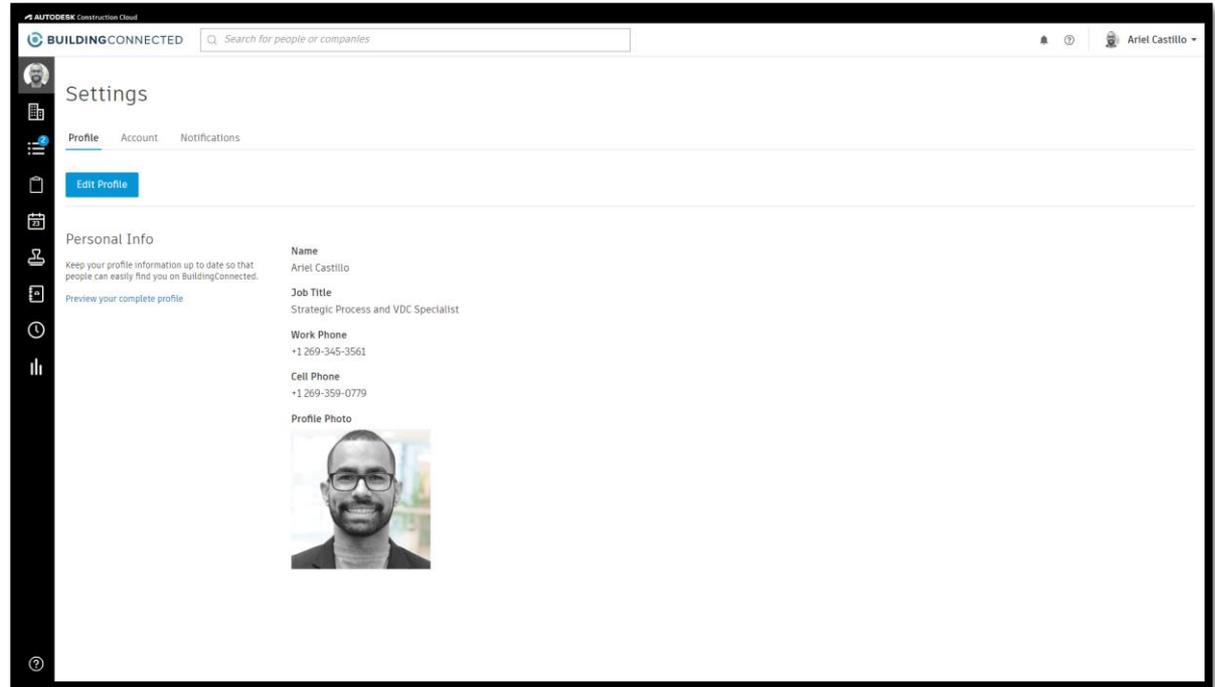


Hands On

Instructional Demo

Profile Setup

- Provide your personal information such as name, title, phone, and profile photo.
- Keep your profile information up to date so others can easily find you.
- 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.



Company Profile

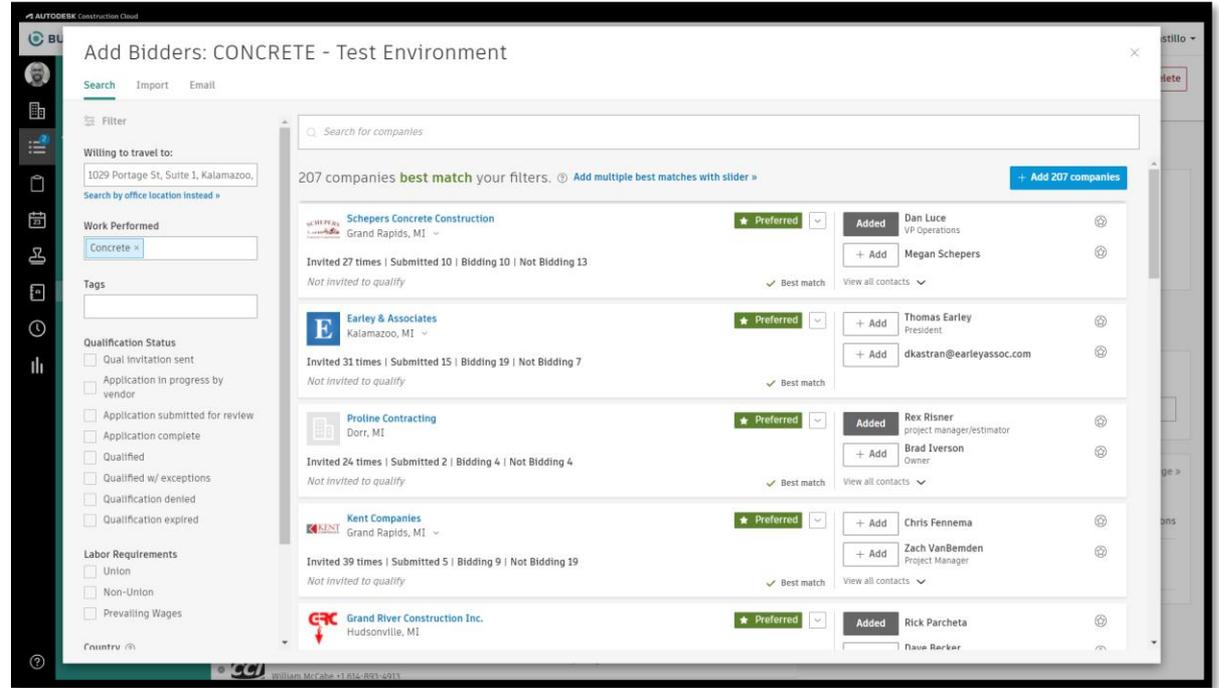
- Invite all employees that need access to BuildingConnected.
- Provide company information such as name, labor type, enterprise type, business type, website, logo, etc.
- Office information is critical; this is how your work area is shared with other users.

The screenshot displays the Autodesk BuildingConnected interface for the Miller-Davis Company profile. The interface is divided into several sections:

- Header:** "AUTODESK Construction Cloud" and "BUILDINGCONNECTED" with a search bar and user profile "Ariel Castillo".
- Navigation:** "Employees", "Company Profile", and "Do Not Use List" tabs.
- Company Information:** A table listing details for Miller-Davis Company, including labor type (Union), enterprise type (None), business type (General Contractor-Construction Manager-Subcontractor), website (http://miller-davis.com), tagline (Experience Matters), and logo.
- Buttons:** "+ Add Office" and "Edit Company Info" buttons are present.
- About Profiles:** A section with instructions to keep the profile up to date and a "Preview your complete profile" link.
- Office Information:** A section listing office details for Kalamazoo, including address (1029 Portage Street, Kalamazoo, MI 49001, United States of America) and phone number (+1 269-345-3561).
- Footer:** "AUTODESK UNIVERSITY" logo.

Setup Your First Project

- When creating a new project, complete as many fields as possible.
- 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.
- 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.



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.

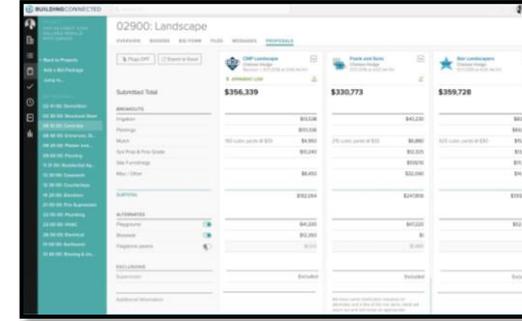
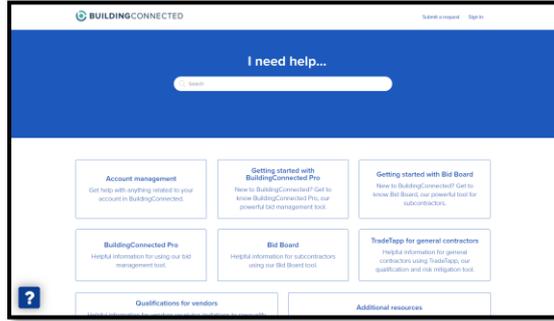
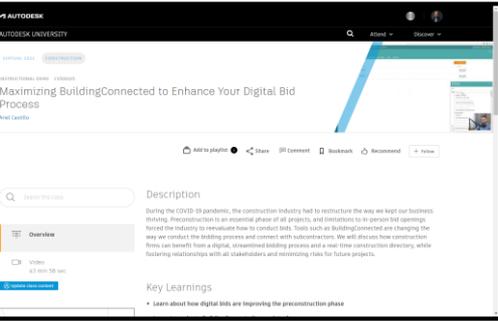
Base Bid	Vendor Name	Vendor Office	Submitted By	Date Submitted	Project #	Project Name
\$78,892	Carroll Co. Builders	Traverse City	Carroll Co. Builders	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$72,360	Blount Building & Milling	Traverse City	Blount Building	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$128,240	North Blue Construction Co., Inc.	Grawn	North Blue	Sep 19, 2022	E2 8320	TCAPS Traverse Heights Renovation and Addition
\$485,900	Albion Builders, Inc.	Albion	Albion Builders	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$660,800	McKean Contractors	Griffith	Albion Builders	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$726,440	McLeod Construction	Howell	Albion Builders	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$18,446	WFC LLC	Caledonia	Albion Builders	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$5,995	Wagner Remodeling & Services	Vandalia	Albion Builders	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$190,500	Carroll Steel, Inc.	Sterling Heights	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$179,220	McKean Iron Works, Inc.	Mishawaka	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$171,750	McKean Iron Works, Inc.	Kalamazoo	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$114	Construction Concepts	Kalamazoo	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$14,182	McLeod	Grand Rapids	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$18,447	Carroll Builders	Mission	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$11,890	Carroll Construction Co.	Wyoming	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$4,900	McLeod	Kalamazoo	Albion Builders	Sep 2, 2022	E2 8323	Texas Township Hall
\$17,620	McKean & Associates, Inc.	Jenison	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$68,000	Steel Case Structures, Inc.	Sparta	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$64,175	McKean Contractors Company	Lansing	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$174,190	McKean Builders, Inc.	Integrity Interior	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$83,713	McKean Builders	Kalamazoo	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$92,792	McKean Builders	Grand Rapids	Albion Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory

Analyze Data

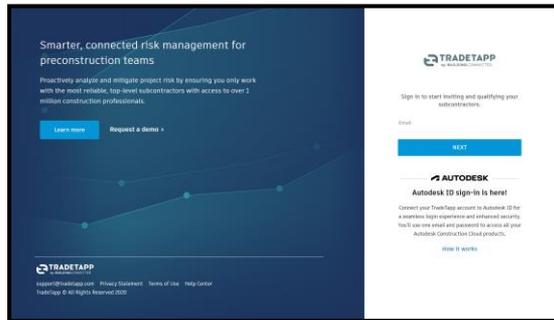
- a. BuildingConnected will collect data throughout all your projects. This is valuable information that can help you better understand the companies that you may collaborate with in the future.
- b. Bid History shows data collected by each subcontractor and helps understand who is bidding your jobs, how often bids are provided, and their success rate.
- c. 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	Garrett Co. Builders	Traverse City	Garrett Co. Builders	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$72,360	Blount Building & Siding	Traverse City	Blount Building	Sep 20, 2022	E2 8329	TCAPS Traverse Heights Renovation and Addition
\$128,240	North Way Construction Co., Inc.	Grawn	North Way	Sep 19, 2022	E2 8320	TCAPS Traverse Heights Renovation and Addition
\$485,900	Albion Electric, Inc.	Albion	Albion Electric	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$660,800	Midwest Mechanical	Griffith	Midwest Mechanical	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$726,440	McLeod Construction	Howell	McLeod Construction	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$18,446	ACE CO	Caledonia	ACE CO	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$5,995	Wagner Mechanical & Heating	Vandalia	Wagner Mechanical	Sep 2, 2022	E2 8316	Albion Armory - Renovate Armory
\$190,500	Landmark Steel, Inc.	Sterling Heights	Landmark Steel	Sep 2, 2022	E2 8323	Texas Township Hall
\$179,220	Midwest Iron Works, Inc.	Mishawaka	Midwest Iron Works	Sep 2, 2022	E2 8323	Texas Township Hall
\$171,750	Winters Construction	Kalamazoo	Winters Construction	Sep 2, 2022	E2 8323	Texas Township Hall
\$114	Construction Concepts	Kalamazoo	Construction Concepts	Sep 2, 2022	E2 8323	Texas Township Hall
\$14,182	New Steel	Grand Rapids	New Steel	Sep 2, 2022	E2 8323	Texas Township Hall
\$18,447	Garco Electric	Mission	Garco Electric	Sep 2, 2022	E2 8323	Texas Township Hall
\$11,890	Steel Construction Co.	Wyoming	Steel Construction Co.	Sep 2, 2022	E2 8323	Texas Township Hall
\$4,900	Northway Steel	Kalamazoo	Northway Steel	Sep 2, 2022	E2 8323	Texas Township Hall
\$17,620	Blount & Associates, Inc.	Jenison	Blount & Associates	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$68,000	Steel Case Structures, Inc.	Sparta	Steel Case Structures	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$64,175	Midwest Mechanical Company	Lansing	Midwest Mechanical	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$174,190	Midwest Mechanical, Inc.	Integrity Interior	Midwest Mechanical	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$83,713	Midwest Mechanical	Kalamazoo	Midwest Mechanical	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory
\$92,792	Shelburne Builders	Grand Rapids	Shelburne Builders	Aug 30, 2022	E2 8316	Albion Armory - Renovate Armory

Explore and Share the Love



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



Digital Bid Openings



Stats & Fun Facts

Where are we after 2.5 years using BuildingConnected?

+100

PROJECTS

Benefiting from
a fully digital
bid process

+4,000

VENDORS

Invited to
participate in
our bids

+30

USERS

Estimators,
Project Managers,
BD, Interns,...

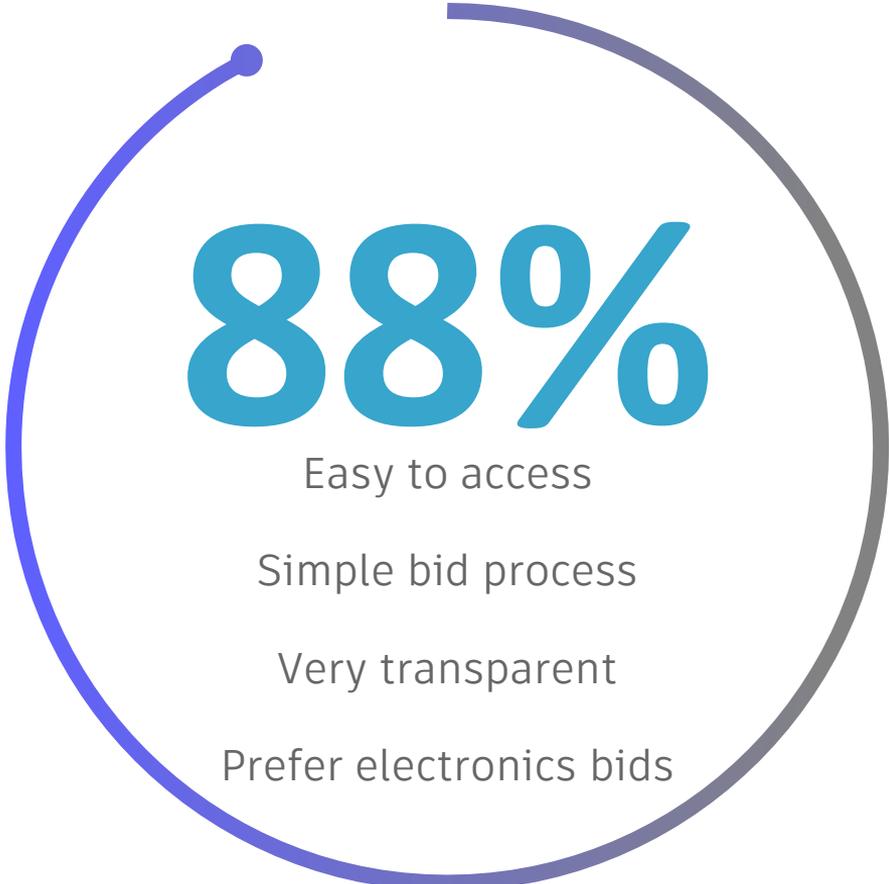
+1,400

DIGITAL BIDS

Since our
implementation

Subcontractor Feedback

Post-Bid Surveys



88%

Easy to access

Simple bid process

Very transparent

Prefer electronics bids

“The digital experience with M-D using BuildingConnected was great.”

“Very seamless.”

“Glad to see Miller-Davis using this platform.”

Additional Benefits



Better
Directory



Cloud-
Ready



Minimized
Undelivered Invites



One-Person
Show



Preferred
Subs



Identifying
Subs



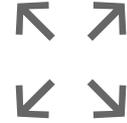
Analytics



No Driving
Time



Training



Expand

What's next?



Partners



Integrate



THANK YOU!

#AU2022

@bimnomad

@millerdavisco

Q&A



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