

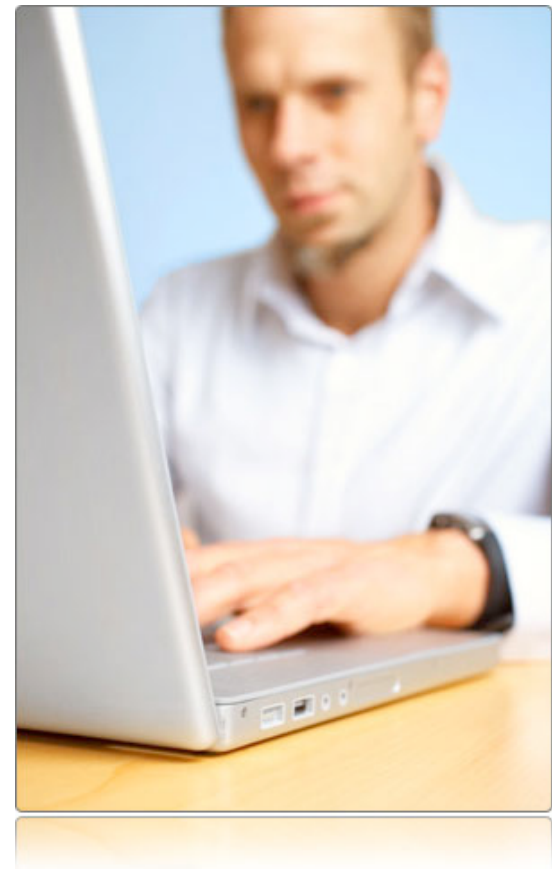


USING TECHNOLOGY FOR BETTER PRE-CONSTRUCTION



What we'll discuss

- ITB/Vendor/Plan Management
- BIM
- Other cool tools
- Q&A



ITB/Vendor/Plan Management

- Management of:
 - **Documents**
 - Plans, Specs, Addenda, Contracts, Proposals
 - **Communication**
 - Invitation, Addenda, RFI, Project Communication
 - **Vendors**
 - Updates, Pre-qualification, HUB tracking, Analytics
 - **Reporting**
 - Project Acceptance Rates, Sub Data Analysis



History of ITB/Plan Mgmt

- History of ITB and Plan Management
 - 50 years ago
 - the 1980s
 - the 1990s
 - the 2000s



The Typical ITB Cycle





Old School Methods

- Vendors in an excel sheet
- Manually faxing, or sending out broadcast faxes
- Ordering Prints for all Subs
- Burning CDs
- Phone calls to place print orders
- Scrambling on bid day to find out who is bidding
- No post bid analysis of vendor performance

Typical Headaches

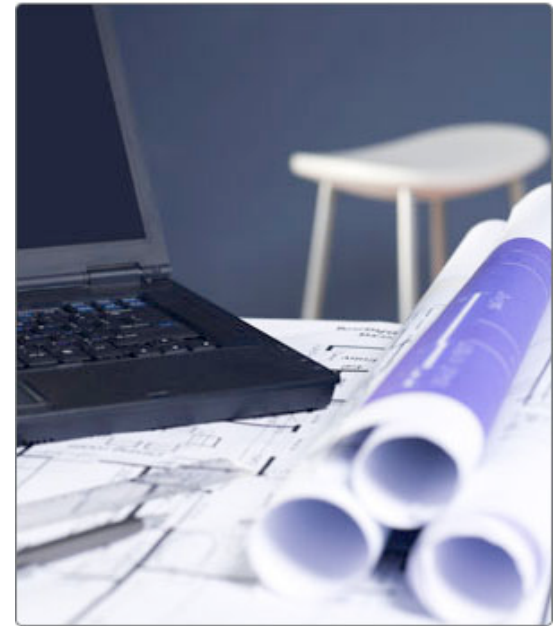
- No centralization of vendor databases
- Different offices/different software
- Maintaining multiple copies of plans
- Difficulty distributing/ordering plans
- Managing/tracking/logging communication
- Managing sub-contractor bid status/notes
- Dealing with the sub qualification process
- Tracking historical bid data
- Keeping sub info current





Technology Driven Solutions

- Centralized Vendor Management
- Web based file management and distribution
- Email and fax communication management
- Integration with reprographers for print ordering
- Integration with takeoff tools
- Proposal and sub bid status management
- Easy exporting for bid day/reporting





Challenges to Automation

- Technology skill level of users
- Buy-in from Architects, Engineers and Owners
- Non-acceptance of CSI codes
- No standardization of Plan File names
- Persistence of the fax machine
- Lack of pre-qualification processes
- Slow adoption of digital take-offs

Market Analysis

- Providers are either:
 - Lead Based
 - Plan Based
 - Pure Software
- There are still large numbers of GCs performing these tasks on a manual basis
- Subs are capable of dealing with technological change





The Companies (other than us)

- iSqFt
- McGraw Hill Bid Manager
- Adenium PDM (with McGraw Hill and ReproMax)
- eBid Exchange
- Pipeline
- PlanExpress
- Blue Book
- GradeBeam
- Bid Runner
- ARC Planwell/SubHub
- Builders Exchanges

What's on the Horizon?

- **Vendor Analytics**
 - Recommending vendors based on performance and rating history
 - Expert systems to help make better decisions
- **Field integration**
 - Integration with project management systems to allow PMs to give active, current feedback on subs
- **Business Development Integration**
- **Building Information Modeling (BIM) Integration**





BIM (A Brief Overview)

- Building Information Modeling
- Implications for Estimators
- Tools

Revit

Google SketchUp

DProfiler



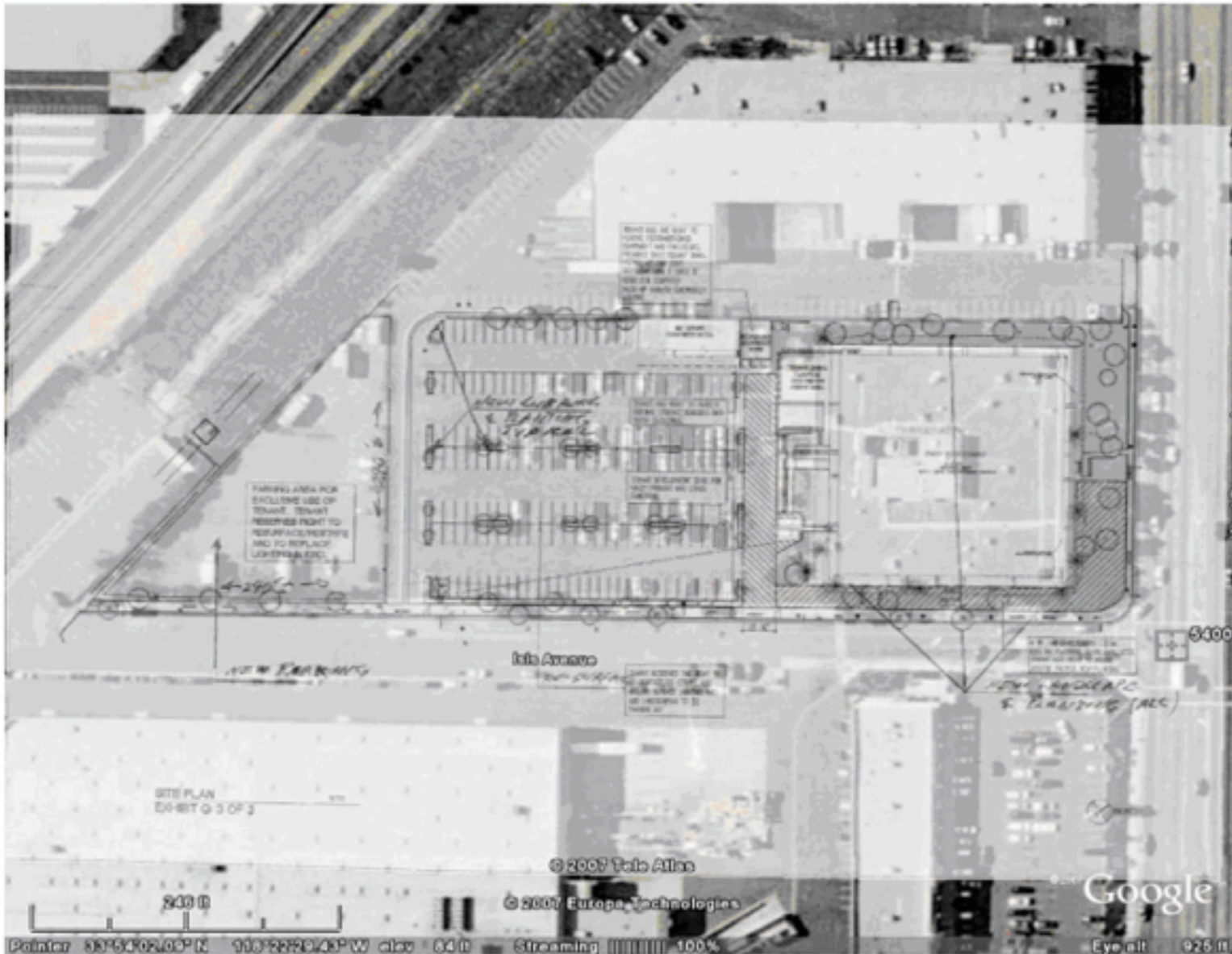
Other Products I Like

- DProfiler from Beck Technology
- Explorer Extended and Advisor from Eos Group
- Revit from Autodesk
- Planswift



Some Cool Sites

- Cool Websites to Use
 - **earth.google.com** - Google Earth, Google Maps
 - **Street View** - Satellite and Street Images
 - **CalendarHome.com** - calculate calendar days
 - **GetaQuote.Net** - online construction costs
 - **Construction-Cost.com** - a site linking to other construction cost websites
 - **ConstructionNotebook.com** - CSI Reference
 - **FCGov.com** - Find Building Permit Costs, Muni. Fees, etc
 - **NationalContractors.com** - find jobs



History Bookmarks Tools Window Help

5400 rosecrans , hawthorne, ca - Google Maps

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W Rosecrans Ave





Summary

- Technology can help drive better process
- Good data can help you make better decisions
- Web based technologies can reduce large amounts of manual data labor

THANKS!



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