

CLASS015

Centralize your Bid Management: How Subcontractors can ditch their spreadsheets

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Learning Objectives

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

Description

Subcontractors have been stuck managing job opportunities and bids with manual processes and outdated digital systems, none of which are built for the modern construction professional. Hours are spent manually creating and updating spreadsheets, keeping track of projects, resources, files and deadlines. Time and resources are increasingly in short supply for subcontractors, and the inefficiencies resulting from decentralized bid management processes continue to add risk to projects. There is a better way with BuildingConnected.

In this session, you'll learn how BuildingConnected's world-class technology centralizes and streamlines the bid management process. You can track bid invites, who's working on what, bid analytics, and due dates across the entire office while quickly generating 2D takeoffs and bidding out work to vendors. By reducing manual entry and tracking business performance in real-time, BuildingConnected empowers you to bid smarter and secure desired work faster.

Speaker

Marlo Aghazarian is a Technical Sales Specialist with Autodesk Construction Solutions based in San Francisco, USA. While she started off in sales for BuildingConnected, today she supports all of Autodesk Construction Cloud, including Plangrid, Assemble, and BIM 360. She uses her product and industry experience to helping customers achieve their desired business outcomes.

How BuildingConnected helps subcontractors win more business

Many subcontractors are still using manual and outdated processes and systems to keep track of their bids and manage their business.

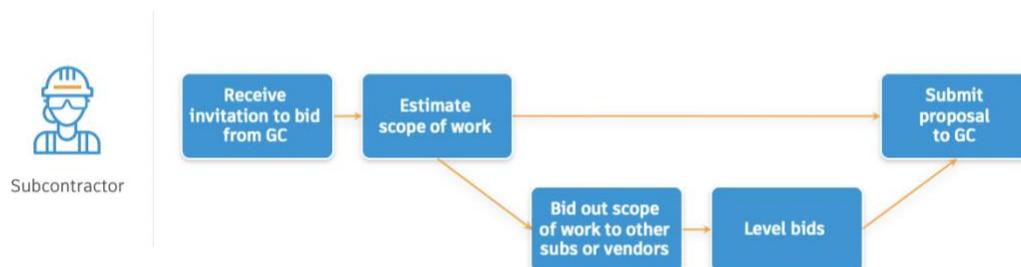
This leads to many challenges, including:

- Scattered bidding information
- Difficulty managing invites
- Inefficiencies bidding out work
- Limited collaboration between team members
- Lack of data-driven bidding strategy

When the bidding process takes place in so many different places, there is more manual entry, duplicative work, slower turnaround for creating proposals, and lower hit rates.

Centralize the bidding process

With BuildingConnected, subcontractors can identify opportunities and track bids online at every stage of the bidding process from one centralized place. They can easily bid on and bid out work, keep track of files and deadlines, and collaborate with team members.



Subcontractors who use BuildingConnected can bid smarter and secure work faster with:

- **Single source of truth:** Stay on the same page with team members and see where everything stands in one place.
- **Data-driven bidding strategy:** Make informed business decisions using real-time business insights and analytics.
- **Fewer manual errors:** Automate manual and repetitive processes to save time and increase efficiency.



To learn more, please visit BuildingConnected.com.