How builders win more jobs: Gain a competitive advantage with crowdsourcing

Skylar Ritwo
Customer Success Manager, Autodesk Construction Solutions

Aaron Grenier
Director of Preconstruction and Estimating, Ledcor Group
About the speaker

Skylar Ritwo

- Customer Success Manager at Autodesk Construction Solutions
- 10+ years of real estate operations and account management for software companies
- Help general contractors, and subcontractors integrate key Autodesk solutions into their preconstruction workflows and achieve their desired business outcomes.
My Friday lunch dilemma
Should I ask my coworker, Rob?
Or would I turn to a network like Yelp?
Why not a network for other problems – like finding the right subs?
What you’ll learn

• What is a crowdsourced network of construction professionals
• How BuildingConnected connects every builder for every project
• How Ledcor Group leverages the Builders Network and BuildingConnected
Historically, construction has been one of the most collaborative, yet fragmented industries.
Top challenges & technology investments

**Challenges**

1. Data security
2. Effectively managing risk
3. Lack of effective technologies/outdated technologies

**Current Software Investments**

1. Enterprise resource planning
2. Project management
3. Project scheduling

**Planned Software Investments**

1. Client relationship management
2. Estimating
3. BIM-based workflows

**Innovative Tech Investments**

1. Predictive analytics/big data
2. Internet of Things
3. Augmented reality/virtual reality

Source: IDC 2019 The future of connected construction pulse survey (worldwide n=835)
What we know

- Construction is based in relationships
- Finding the right people for the right project is paramount
- Construction is shifting to tech solutions that augment, not replace, existing relationships
- Construction is responding to external conditions like a pandemic
Traditional database process
Crowd-sourced network process

Subcontractor ABC, Inc.

General Contractor 1
General Contractor 2
“BuildingConnected’s’s network is a living network compared to so many other databases which are stagnate and outdated.”

Matt Ventimiglia
Director of Preconstruction, Shiel Sexton
There’s a better way

A living, breathing network of subs, that’s always updating.

DIGITAL  CENTRALIZED  CROWD-SOURCED  UPDATED IN REAL TIME
Leveraging the Builders Network for bidding

BuildingConnected Pro

Discover Subs  Invite Subs  Choose the Best Sub

Builders Network
“BuildingConnected is focused on connecting people first, then bid management.”

Aaron Grenier
Director of Preconstruction and Estimating, Ledcor
How Ledcor Group stays competitive
Aaron Grenier

Director of Preconstruction and Estimating, Ledcor Group

- 20+ years in the construction industry
- Leader in the Canadian Construction Market with a gift for creating and cultivating positive and integrated working relationships with regional developers/owners, trades, and design teams
- Marquee projects include The Royal Alberta Museum ($260M Design Build), The Alberta Art Gallery ($88M Negotiated to Lump Sum), and 1468 Alberni PassiveHouse Residential ($450M+ Preconstruction)
9+ offices
Throughout Canada

150+
Projects a year

$3 Billion
Project revenue a year
Challenges faced before BuildingConnected:

• Finding subs used to require the estimator and project manager going to a city a month early to figure out the right people
• Information lived everywhere with disparate forms of communication
• Multiple systems were being used to track bids
• Adopted GradeBeam, but innovation stopped
The turning point

• Piloted BuildingConnected in 2015
• Now, 700 projects published across all 6 cities
• Favorite features:
  o Centralized file sharing
  o The crowdsourced network
  o Intuitive and easy to use UI
  o Can always trust constant innovation
  o Aligned with our mission: built for the customer
Quality of work > Quantity

- Streamlining preconstruction means we can get more done, faster
- Being able to set up a bid list in 15 minutes = more time to do the work they’re actually paid to do
- Covering more territory helps us get bids we might not normally do
PassiveHouse in Alberni is underway!

• One of the world’s largest passive house project in the world

• Under 50 stories, 2 towers

• Unique New York style architecture

• Will use BuildingConnected to:
  o Integrate ERP for tighter cost management
  o Roll-out TradeTapp, sub contractor prequal
What area of preconstruction do you think will evolve in the next 5 years?
What’s one piece of advice you would give to those that are still doing things the old school way when bidding?
The network can close feedback loops not only within preconstruction, but the entire process.
Our mission: to transform construction into one of the most collaborative and connected industries.
The Builders Network is ever-expanding
It should be as easy to find this as it is to find this
Learn more at BuildingConnected.com