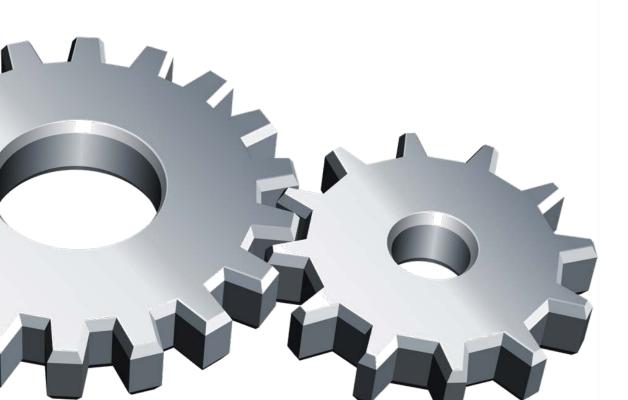


Maine ASPE Presentation



What is the average cost to bid a project?

"We typically spend \$1,500 - \$3,000 on printing and then it is about 80 hours labor, review, etc... I would estimate the typical cost to be roughly \$10k. We typically do projects in range of \$4M to \$15M."

James B. Tofel, Development Coordinator **Tofel Construction** 3555 E. 42nd Stravenue Tucson, AZ 85713

Project Admin costs too high?

PDM was designed to greatly reduce document printing and shipping (overnight/courier) costs. Say you bid 10 projects per month and spend \$1,500 on printing and shipping per project...With PDM the end user can realize a savings of \$15K per month or approximately \$180K per year!









PDM Pro for Pre-Construction One Platform, **Multiple Solutions!**

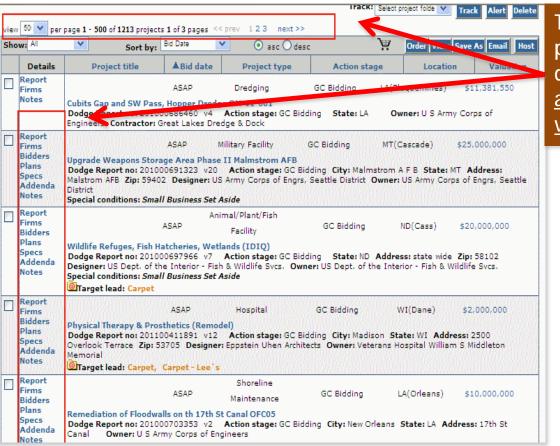
PDM Pro for Pre-Construction

Do Some of These Pain Points Sound Familiar?



MHC Network	C Network Bid Management Contact Management		Prequalification
Finding the Right Projects	Estimating Document Distribution Bid Management	Finding Companies and F	Reducing Risk
McGraw_Hill Dodge	CONSTRUCTION Network®	CONSTRUCTION Network®	CONSTRUCTION Network®
Find Opportunity / Bid Efficiently Find the right opportunity with minimal cost	Bid Management (Pre-Con Doc Control) Prepare bid packages efficiently, slash	Contact Management Reduce time and overhead to find qualified subs	Prequalification Management Reduce time and overhead to find qualified subs
Find the "right" project to bid is critical Bidding the wrong job = low margins and lost opportunities Bidding the wrong projects ties up valuable company resources	 <i>printing costs</i> Time taken to set up / administer projects/docs and send out notifications (ITB's, Addenda) Putting competitive bids together. Identifying bid gaps. The cost of being competitive 	 Finding new subs in areas of unfamiliarity or new work geographies Keeping the subs' information up to date and "private" No easy way to sort or group contacts in Outlook or Excel 	Time consuming manual process Outdated material due to delays Information hard to keep organized due to ongoing updates No centralized database for sharing records internally
	High cost of document distribution	No centralized database for sharing records internally	Error-prone contributes to project risk

Find Opportunity / Bid Efficiently Find the Right Work, Bid the Opportunity with Minimal Cost



The MHC Network has 1,200 projects bidding with indexed bid documents available with an <u>approximate total construction</u> value at over \$3 Billion!

Utilizing the host/transfer feature in the Network, a company that bids 25 projects per year can realize a <u>savings of approximately</u> \$10,000 in scanning, indexing and project upload costs!

CONSTRUCTION Network®

Bid Management (Pre-Con Doc Control) Prepare Bid Packages Efficiently, Slash Printing Costs

ation



INVITATION TO BID

from Roy Anderson Corp

Sherri Wingrove - McGraw-Hill Construction,

You have been invited to bid on: 69th ADA Company Ops Facility, Ft Hood, TX

PDM was designed to greatly reduce document printing and shipping (overnight/courier) costs

Project Name:	69th ADA Co Ops Facility, Ft Hood, TX
Project Address:	, Ft Hood, TX
Project Description:	The 69th ADA Company Operations Facility at Fort Hood is the seed project for the Savannah District Corps of Engineers' MATOC for COFs for the Western Region. The seed project consists of 2 small (16,849 sf each) and 2 large (41,348 sf each) facilities. The foundation is slab on grade over drilled piers and grade beams. The framing system is pre-engineered metal building.
Bid Due Date:	4/15/2011 2:00:00 PM Central Standard Time
Project Contact:	Patrice Ferguson Phone: 228-896-4000 Fax: 228-896-4011
GC Contact Info:	Roy Anderson Corp 11400 Reichold Rd. Gulfport, MS 39503
Res	Yes, I want to bid

Say you bid 2 projects per month and spend \$1,500 on printing and shipping per project; with PDM the end-user can realize a savings of \$3,000 per month, or approximately \$36,000 per year on document distribution costs!

> CONSTRUCTION Network **Project Document Manager**

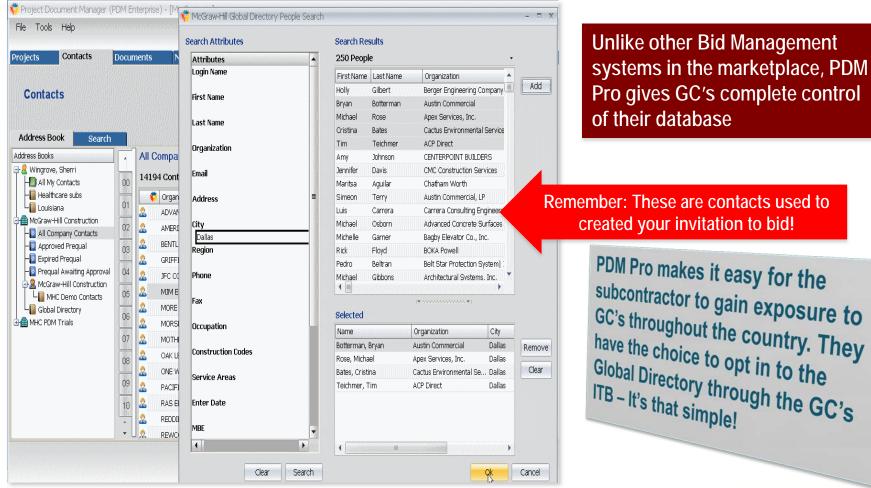
Response

Click on one of the links to the right to respond to this ITB. Your response will let us know if you intend to bid or not.

No, I do NOT want to bid

Click here to log into our Plan Room

Contact Management Reduce Time and Overhead to Find Qualified Subs



CONSTRUCTION Network®

Prequalification Management Reduce Time and Overhead to Find Qualified Subs

Review	۲	McGraw-H	lill Construc	ction		
Review History Review Changes		Company P	rofile			Prequal Expiration Date 2/10/2012
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Company Resources con't		Denver	CO	80204		Comments
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Attachments	۲	Construction Codes		Service Areas		_
Attachments						
						Subcontractor Lock Status

PDM Pro online prequalification can reduce the tedious manual process of data re-entry, risk of error and working with outdated information... a win-win for both the GC and Sub!

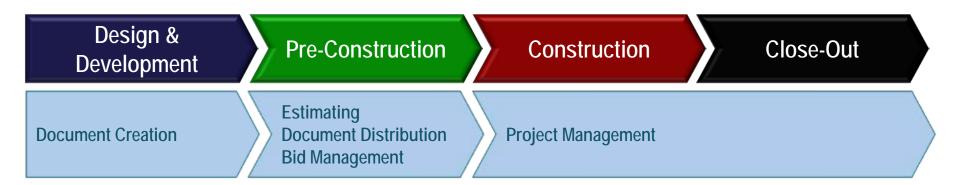
A GC uses PDM Pro to initially prequalify 400 subs in their database. The GC bids 25 projects per year. The GC's average number of updated prequalifications per project is 50. With a 75% adoption rate of the prequalification tool, in Year 1 the GC



PDM Pro Bid Management The Quantifiable Benefit



PDM Pro Bid Management Prepare Bid Packages Efficiently, Slash Printing Costs



Pre-Construction "Pain Point" Solutions

Bid Management Challenges

•Time taken to set-up/administer projects/docs and send out notifications (ITB's, Addenda)

•Putting competitive bids together, identifying bid gaps, the cost of being competitive

High cost of document distribution

Real-time availability of docs for subs

•What are the implications of subs & suppliers not having immediate access to documents?



Preparing Bid Packages PDM: Designed to Reduce Project Set Up Time



	twork®								Thursd	ay, April 07,	2011
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After creating or hosting a project from the MHC Network, the project resides on the Project Dashboard. Projects transferred from the Network are denoted with the PDM "gear" icon.

> From here, the bid package workflow begins. Create one or multiple bid packages. With PDM's simplified tools, creation of bid packages is a snap!

Open the newly-hosted or created projects from the "Projects" tab by double-clicking on the project name.

In PDM, there are two ways that a new project can be added to your system:

Host the project into PDM from your McGraw-Hill Construction Dodge Network subscription.

Or, add the project to PDM yourself!

Either way, project set up time is reduced.

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Preparing Bid Packages PDM: Designed to Reduce Project Set Up Time



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	4/26/2011 • B:00:00 PM (GMT-06:00) Central Stand •	

In a matter of minutes you have added project details, indexed bid documents, and created a Bid Package... all transferred from the Network. <u>GC's have documented</u> time savings of up to two weeks!

Easily create a Bid Package!

Name the Bid Package, enter a brief description, enter the Bid Package contact, bid date and time, and click "Finish."

It takes less than two minutes to create a Bid Package!

The newly-created Bid Package will be displayed on the "Bid Packages" tab at the project level.

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Preparing Bid Packages PDM Offers the Flexibility to Upload Additional Files Into the Bid Package



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	Send Bid Package Notification Set Bid Package Status Reports	Bid Due 4/26/2011 19 Work Start	Pre Bid Meeting	
Display of 'Hindu Temple Phase 1	Refresh Basic Menus		Stephenson, Stu	art

GC's can add their own private projects (not transferred from Dodge). PDM allows users to quickly add documents with "drag and drop" functionality.

Did You Know... Transferring a project from the MHC Network is proven to save GC's who bid two projects per month up to \$10,000 in indexing, scanning and uploading costs.

It's easy to use the files transferred from Dodge:

When a project is transferred to PDM from the Network, the plans, specifications and addenda are transferred along with the project details.

Simply copy (or mirror) the Dodge folders in to the Bid Package.

Need to distribute other documents? Any file type (excluding .exe) can be uploaded into the Bid Package.

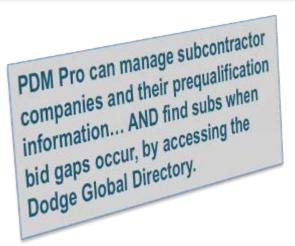
Drag individual files or entire folders.

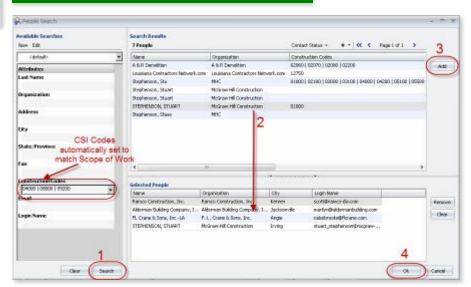
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Preparing Bid Packages Define the Scope of Work using MasterFormat 95, 2004 MasterFormat, or Custom CSI Codes

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When searching for invitees, the companies will be filtered by the Scope of Work previously defined in the Bid Package.





Preparing Bid Packages PDM: Designed to Reduce Document Printing and Shipping Costs



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ay you bid 2 projects per mo 1,500 on printing and shippi vith PDM the end-user can re 53,000 per month, or approxi ber year on document distribution	L. \$36 000

Easily send the Invitation to Bid (ITB) to the bid package invitees.

Those contractors who receive an ITB via email can easily link from the message to access your online plan room.

Select the ITB from the notification list & complete the notification wizard by clicking "Finish."

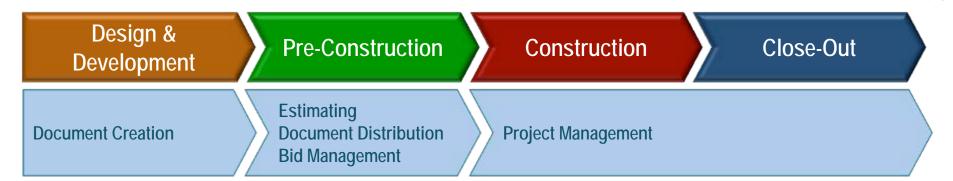
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Attributes	Folder Notification	Alert contacts about specific project folders.
	Innue Notification	Notify project contacts about a new issue within the project.
	TTB Notification	Notify contacts that project bidding has started and invite them to surve
Advanced Steps	4	11. F
itep 5: Attachmenta itep 6: Web Page	×	
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PDM Pro Bid Management Sub View (Web)



PDM Pro Bid Management – Sub View (Web) Prepare bid packages efficiently, Slash Printing Costs



Pre-Construction "Pain Point" Solutions

Bidding Challenges for Subcontractors

•Real time availability of current construction documents for subs

Access to documents to view, download or print

•Ability to provide timely response on whether they will bid to the GC

Invitation to Bid Quick Response Links Are Available to Save Time; Often the GC and Sub have Previously Discussed the Project

Project Name: 69th ADA Co Ops Facility, Ft Hood, TX Project Address: , Ft Hood, TX Project Description: The 89th ADA Company Operations Facility at Fort Hood is the see project to rthe Savannah District Corps of Engineers' MATOC for COFs for the Western Region. The seed project consists of 2 sm (16,849 sf each) and 2 large (41,348 sf each) facilities. The founds is slab on grade over drilled piers and grade beams. The framing system is pre-engineered metal building.	
Project Description: The 69th ADA Company Operations Facility at Fort Hood is the ser project for the Savannah District Corps of Engineers' MATOC for COFs for the Western Region. The seed project consists of 2 sm (16,849 sf each) and 2 large (41,348 sf each) facilities. The found is slab on grade over drilled piers and grade beams. The framing	
project for the Savannah District Corps of Engineers' MATOC for COFs for the Western Region. The seed project consists of 2 sm (16.849 sf each) and 2 large (41.348 sf each) facilities. The founda is slab on grade over drilled piers and grade beams. The framing	
	tion 🥢
Bid Due Date: 4/15/2011 2:00:00 PM Central Standard Time	
Project Contact: Patrice Ferguson Phone: 228-858-4000 Fax: 228-856-4011	
GC Contact Info: Roy Anderson Corp 11400 Reichold Rd. Guitport, MS 39503	
Response. Yes I want to bid	

The Invitation to Bid is sent to the sub via email or fax. Receiving via email is the preferred medium as it is less expensive, and the sub can view, print the bid documents, and respond to the GC on whether they will bid.

			Performance Since 1955
Log In User Name (case sensitive) [sherri_wingrove@mcgraw-hill.co	лт]	Do more with your PDM account
Password (case sensitive)			Contact Management 🗸
Login		R	Prequalification Process 🗸
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Forgot Your Password? Enter your email and have it se	nt to you		Electronic Submittal Management 🗸
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	Did you receive a Fax?		Risk Mitigation & Accountability 🖌
to the GC's Plan	I don't know my login info.		

McGraw_Hill Netw

Project Document Manager

but I have a fax key

Click Here

When the sub responds in a timely manner back to the GC, this helps prevent bid gaps and saves the GC time!

Logging in to the GC's Plan Room is simple! Enter your email address and password, then click on "login" button.

Invitation to Bid PDM: Designed to Reduce Document Distribution Costs



	ACTORS		Performance Sir	nce 1955		
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The sub lands directly on the project to which they have been invited to bid!

Sub response is very simple, and informs the GC on whether they will bid the project, reducing bid gaps

Click on any Drawing folder to access the documents that are available to be viewed and downloaded. The subs print their own documents!

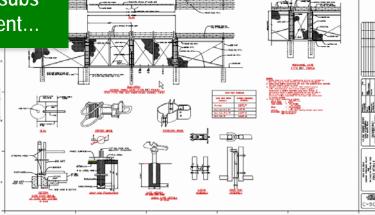
"Add to Cart" groups documents to be sent to the Reprographer for printing – payment is via sub's credit card!

The sub can view the Adobe file, or click on the "Take Off" tab to download the free version of OnCenter software!

With a project's bid documents available in the GC's Plan Room 24/7, invitees have the benefit of printing what is required from one site!

Now let's take a look at what subs see when they view a document... For convenience, the sub can

download the entire set to their hard drive, jump/thumb drive, external hard drive, or their server!

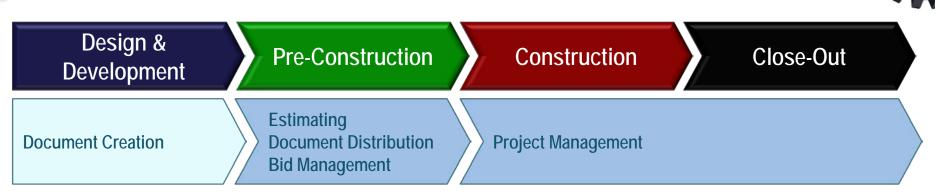




PDM Pro Prequalification & Contact Management



PDM Pro Contact Management Reduce Time and Overhead to Find Qualified Subs



Pre-Construction "Pain Point" Solutions

Contact & Prequalification Challenges – Does This Sound Familiar?

•Finding new subs in areas of unfamiliarity or new work geographies

•Keeping the subs' information up-to-date and "private"

•No easy way to sort or group contacts in Microsoft Outlook or Excel

•No centralized database for sharing records internally. Silo-type scenarios, where divisions within a company manage their own databases

PDM Pro Contact Management Eliminate Multiple Databases With One Central Repository



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- 1. The contacts can be grouped by Organization, Last Name, City, State, or Construction Code
- 2. The view can be changed to show the fields of interest for each end-user
- 3. These fields in the view can then be sorted and sub-sorted by column header

Contact management is handled on the "Contacts" Tab:

Here we can create groups – static or dynamic

Static lists are "drag and drop" groups of companies

Dynamic lists are groups of contacts that meet specific criteria

PDM Pro's robust contact management gives the GC flexibility to sort directory data that works best at the project level! Eliminate multiple databases in your company with one central repository of vendor information through PDM Pro!

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PDM Pro Contact Management Giving the GC Complete Control Over Their Database



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When you open the edit contact window there are several tabs of information; General, Construction Codes, Services areas and Advanced

The screen is divided between your contact information version and the McGraw-Hill Construction Global Directory information on the contact. Differences are highlighted

The GC can easily update their private database with new subcontractor information or not...it is the GC's choice!

Editing is made simple in PDM Pro:

Simply right-click on the highlighted contact, then select "Edit Contact"

Jnlike other Bid Management systems in the marketplace, PDM Pro gives GC's complete control of their database

Remember: These are contacts used to created your invitation to bid!

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PDM Pro Contact Management GCs: Find New Subs – Even Prequalify Them! Subs: Opt In to the Global Directory for Great Exposure!



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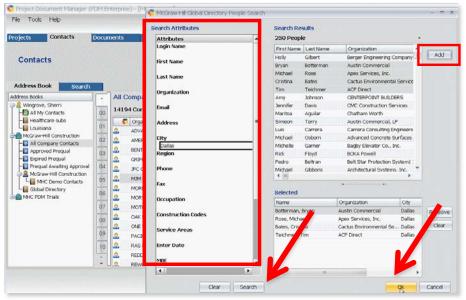
Easily search for contacts by using any combination of filters. To search for subcontractors in Dallas, simply type in "Dallas" and click "Search." Once the list populates, choose "Subs" and click "OK!"

Side-step the risk of inviting subcontractors that you have not worked with, by taking advantage of PDM Pro's online subcontractor prequalification! There is no additional module to purchase, since online prequalification is a standard feature of PDM Pro!

Find subcontractors in new markets with PDM Pro:

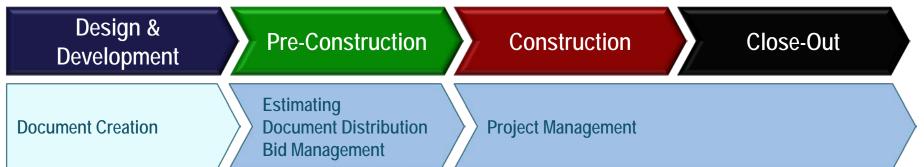
To find new contacts, simply right-click on the contact list and select "Search McGraw-Hill" for contacts. This takes the user to the Global Directory, where a growing list of 75,000+ contacts is available!

PDM Pro makes it easy for the subcontractor to gain exposure to GC's throughout the county. They have the choice to opt in to the Global Directory through the GC's ITB... It's that simple!



PDM Pro Prequalification Management Reduce Time and Overhead to Find Qualified Subs





Pre-Construction "Pain Point" Solutions

Prequalification Challenges

•Time-consuming and manual process to create prequalification, send out packets, wait for subs to fill out and return

•Full-time employee to enter data, review, approve

•Outdated material due to delays

·Information hard to organize due to ongoing updating and reviewing

•Once data is entered, how do I know what has changed?

•How do I store all of the documents that go with prequalification: Minority certificates, bonding letters, etc.?

PDM Pro Prequalification Management The GC's View



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Links on the left allow you to review the company-supplied prequalification information, including required document attachments.

Area on the right is where the GC can set prequal expire date, review status and approve companies, rate the company and enter comments. Reviewer name is captured.

Prequalification information is private and belongs to the GC. It can be locked or unlocked by the GC 24/7.

Begin by reviewing the prequalification on one of our companies:

Starting at the "Contacts" tab, open the "All My Contacts" folder, rightclick on the company that you want to review, then choose "Review Prequalification Information."

From their private directory, GC's can easily access and review prequalification information on all of their subs... a central repository of company prequal info helps the entire team work efficiently and stay in step, reducing project risk.

Review Review History Review Changes	*	McGraw-Hill Constr Company Profile	uction		Prequal Expiration Date 2/10/2012
Company Information	(8)	egal Name of Company rcGraw-Hill Construction		Edit Company	Review Status Approved
Extended Profile General Information General Information con't	۲	ddress 114 W. 7th Avenue juite 100	W80-	-	Subcontractor Rating B • Reviewed On Reviewed By 2/10/2011 Grissom, Jean
Company Resources Company Resources con't		ky State CO	Zip + 4 90204		Comments
Financial Information Financial Information con't Risk Management Risk Management con't References References con't	(*)	hone Fax 03-584-6751 Veb Address Vww.ConstRuction.com Impany Profile	Dec		_
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PDM Pro Prequalification Management The Sub's View



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The purpose of the Stav's Concrete prequalification process is to ascertain if your firm ponsesses the mecisionity roperance, francical resources, and commitment to safely and quality to ensure performance on our properts. By working with only the mest quality and quality can ensure that we deliver a high level of service to each of our clients.

A newly developed, early to use web application is note being used to simplify your completion of the prevailability process. The intent is for your to instally whet and submit your company information for review, and then provide updates to the changed information annually. Upon submitsion, your prevails for the information will be reviewed. It approved your company will be qualified to be considered for present and failure projects. Please note that size to the unique name of each project, pair information will be audjust to review by the project loss for the bit solution.

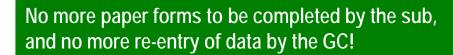
Click here to enter your prequalification information

Your user name is wurhart2@gmail.com. Please use your McGraw-Hill password or click the Farged Password function on the Login Page to retrieve your partners.

Thank you for your intercal and prompt completion of the prequalification form if you have any questions regarding this project, please contact.

Tom Harts shartsgyance.com ens-sal-seks

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When the GC sends a prequalification invitation to the sub, they will receive a notification that they have been invited to prequalify.

PDM Pro online prequalification reduces the tedious, manual process of data re-entry, risk of error, and working with outdated information... a win-win for the GC and sub!

A GC uses PDM Pro to initially prequalify 400 subs in their database. The GC bids 25 projects per year. The GC's average number of updated prequalifications per project is 50. With a 75% adoption rate of the prequalification tool, in Year 1 the GC will save approximately \$13,792

An intuitive progression for the sub to follow:

First, general company information; then, more extensive information including company resources, financials, risk, etc. Finally, review and submit – it's that simple!

McGraw Hill Net	work		Project Document	wanager
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General Resources	>> Financial >> Risk	>> References ->> 8afety>	Allachments	en j
			4.	+ Required Field
Primary Contact				
Name *	Title	Email Address		
Jean Grissom	Senior Solution Specialist	intelligitssom@incolow-fill.com		
Phone	Pao.	Cell		
203 3 225 - 2348	(203) 235 -2362	(203) 555 - (6434		
Bidding / Estimating Contact				
Narra	Title	Email Address		
Jean Grissom	Estimator	jeangrissom@aim.com		
Phote	Fax	Cell		



Other Things PDM Can Do



Submittals



Submittal Management (Construction Doc Control)



Submittals Overview



What are Submittals?

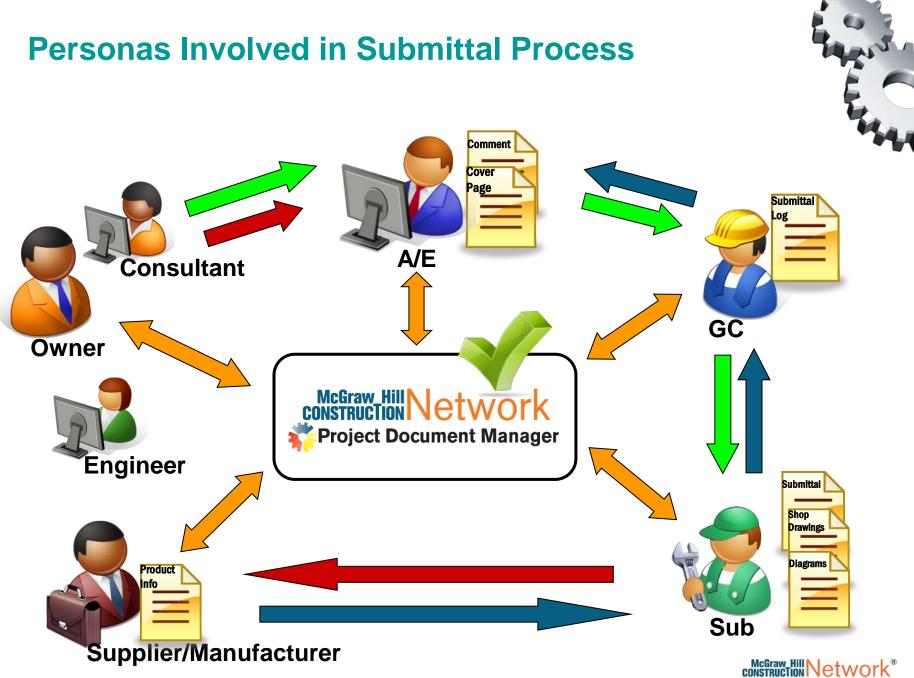
Submittals in <u>Construction Management</u> are shop drawings, material data, and samples. Product data submittals, samples, and shop drawings are required primarily for the architect and engineer to verify that the correct products will be installed on the project.

This process also gives the architect and sub-contractors the opportunity to select colors, patterns, and types of material that were not chosen prior to completion of the construction drawings. This is not an occasion for the architect to select different materials than specified, but rather to clarify the selection within the quality level indicated <u>in the specification</u>.



Source: Wikipedia





Project Document Manager

Submittal Management (Construction Doc Control

11. The General Contractor shall submit shop drawings, for review and approval by Lowe's Project Manager, of all materials to be utilized to construct the Building and Sitework for this project. All materials shall conform to the Project Plans and Specifications. General Contractor shall submit these shop drawings in a timely manner thus not to hold up the progress of the project. If the shop drawings and submittals are not received and work progresses, the General Contractor will proceed at his own risk. Please note that the Fire Protection submittal must be submitted to Schirmer Engineering within fourteen (14) days after contract award. If not, the Lowe's Project Manager will enforce a penalty of \$600.00 a day after the fourteen (14) day timeframe.

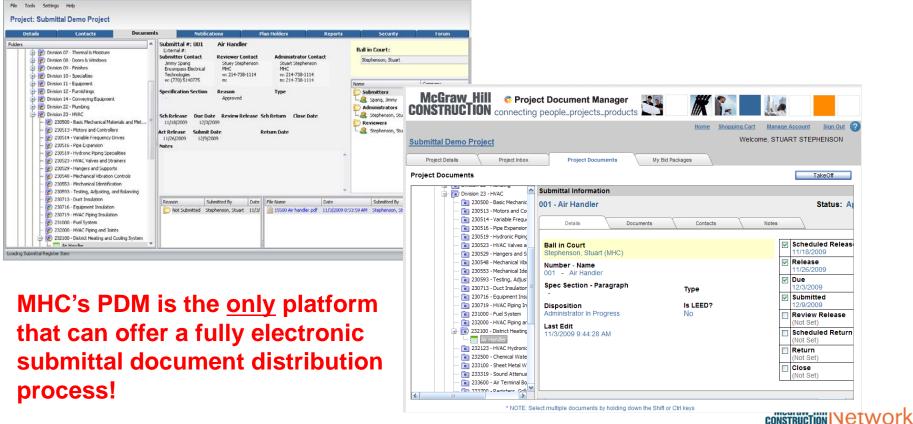
One Submittal – Item from a Lowes Project

- There are hundreds of submittals on every project.
- Submittals are required contractually.
- The GC owns the risk if Submittals are not all accounted for.



Submittal Management (Construction Doc Control)

PDM Pro has a fully integrated electronic submittal approval and distribution tool.



Project Document Manager

Submittal Management (Construction Doc Control) ROI

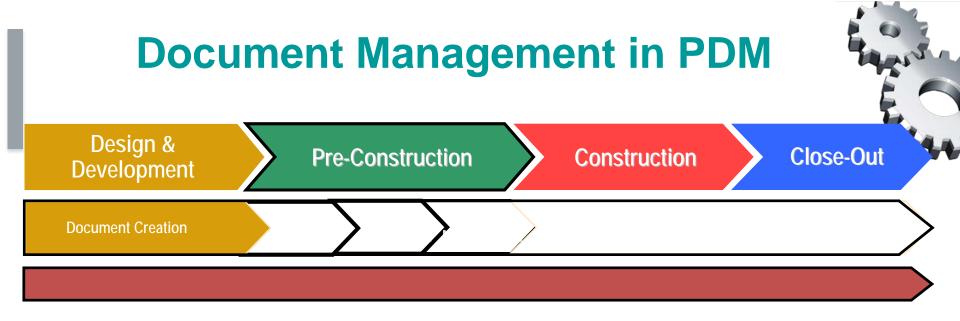


Submittal Comparison				
Project Amount	\$	38,000,000.00	Project Lengt	th - 20M - 24M
Average Shipping Days		1		1
Average Shipping Cost		Local \$10		Local \$10
Number of submittal items - Approximate (may include re-submits)	Standard S	ubmittal Process 3,500		With PDM [®] 3,500
Quantity of documents - Plus closeout		70,000		70,000
Time delays (hours) - Delivery		7,700		0
General Contractor's time (hours) - Administrative tasks and communication = 50/hr		7,000		3,500
Shipping or courier costs - General Contractor & Subcontractors	\$	35,000.00		0
Architect's time - Administrative tasks and communication = 50/hr		7,000		3,500
Shipping or courier costs - Architect & Consultants	\$	35,000.00 Old Process		0 PDM
Cost** - Shipping	ć		ć	
Single all-inclusive project fee	\$	70,000.00	\$	29,400.00 All-In*
With time included	\$	1,120,000.00	\$	554,400.00
Estimated Total Design Fee (8%)	\$	3,040,000.00	Ŷ	554,400.00
Total net savings to Owner			\$	484,400.00
Assumes Contractor is providing all documents electronically. If documents need to be				
scanned, Contractor will ship or deliver them to the local scanning provider.			McGr Solüric e	-Dataflow



Document Management (Close-Out)





PDM Pro "point solutions" : The Quantifiable Benefit

Identify Need/Pain Point

Example: Document Management "Monitor and track all of your documents."

- 1. Knowing who has touched which documents and when they were touched.
- 2. Protecting yourself in cases of dispute.
- 3. Controlling the high cost of litigation.
- 4. Saving money delivering electronic Close-Outs.



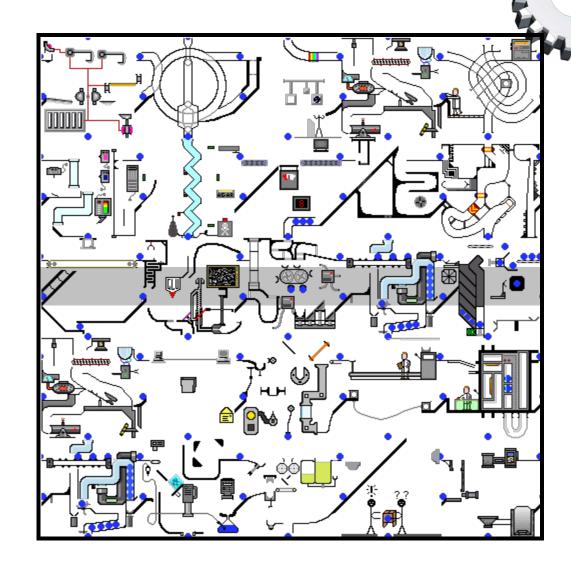
AEC Industry

- "The Project"

- New players every time
- One-of-a-kind
- Little consistency

Many point-topoint info handoffs

• Linear, "toss it over the fence" process



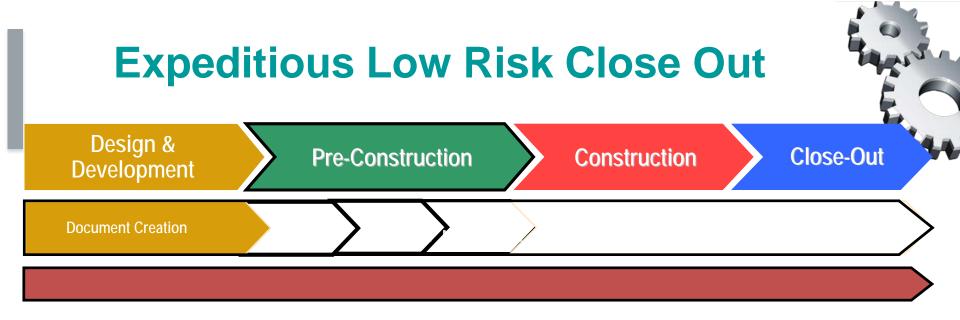


ROI Assumptions

- Costs of litigation for a typical build firm typically represent .1% of the average project cost.
- PDM can reduce costs associated with litigation by up to 50% in 1st year simply by making supporting documents easier to locate and retrieve.
- Most large law firms in the United States bill between \$200 and \$1,000 per hour for their lawyers' time. (source: Wikipedia)



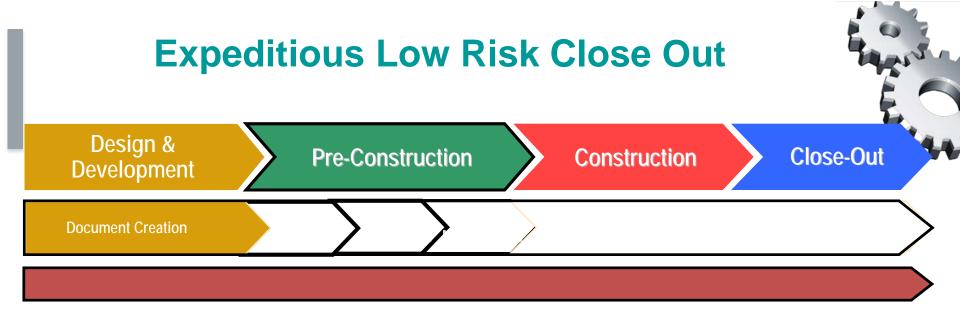




PDM Pro "point solutions" : The Quantifiable Benefit Identify Need/Pain Point

Time consuming to collect all the documents from a Project.





PDM Pro "point solutions" : The Quantifiable Benefit

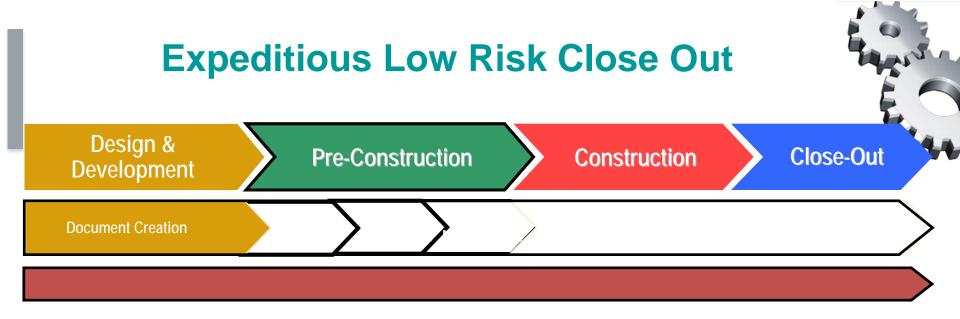
Sell The Need

Here is how to sell to need.

The documents are already within PDM. There is no gathering needed. This greatly expedites the close-out process which in turns expedites the GC's payment from the owner.







PDM Pro "point solutions" : The Quantifiable Benefit

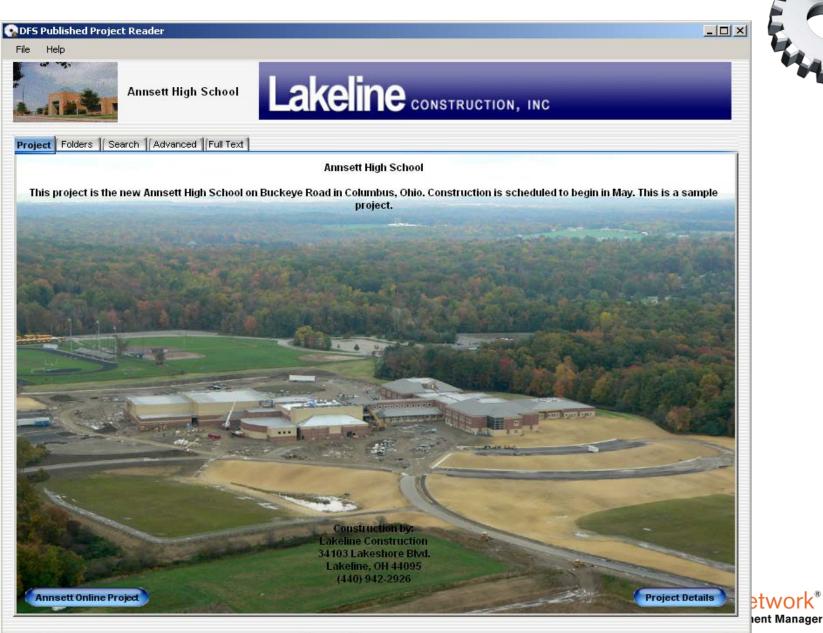
Demo To The Need

Here is how to demo to need:

Open the Lakeline Construction-Ansett High School Close-out Project. (Note: this will be available in a similar screen shot format in the Commitment to Win folders located in the PDM Demo System.)

Show how PDM has collected and archived all documents from the lifecycle of the project. PDM has automatically created viewable and printable file types for all project documents which are indexed and OCR'd for easy search ability.





DFS Published Project Reader



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File Help



Annsett High School

Lakeline CONSTRUCTION, INC

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📄 M002 - HVAC Central Unit - 5/4/2006	M002		0	Prolog AEC Drawing
📄 M101 - HVAC Ductwork - 5/5/2006	M101		1	Prolog AEC Drawing
📄 A101.1 - HVAC Plan 5/4/2006	M101	2	1	AutoCAD Prolog Drawing

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File Help



Annsett High School

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Find other grammatical forms of your word(s)				
Find words that sound similar				
Find words with similar meanings				
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Merge attribute search results				
Limit matches by the following				
Document Type (exact phrase)				
Folder Name (exact phrase)				
Search Type				
Any Word				
All Words				
Exact Phrase				
Clear Search				

Conclusion Of Presentation



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Thank You

