

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

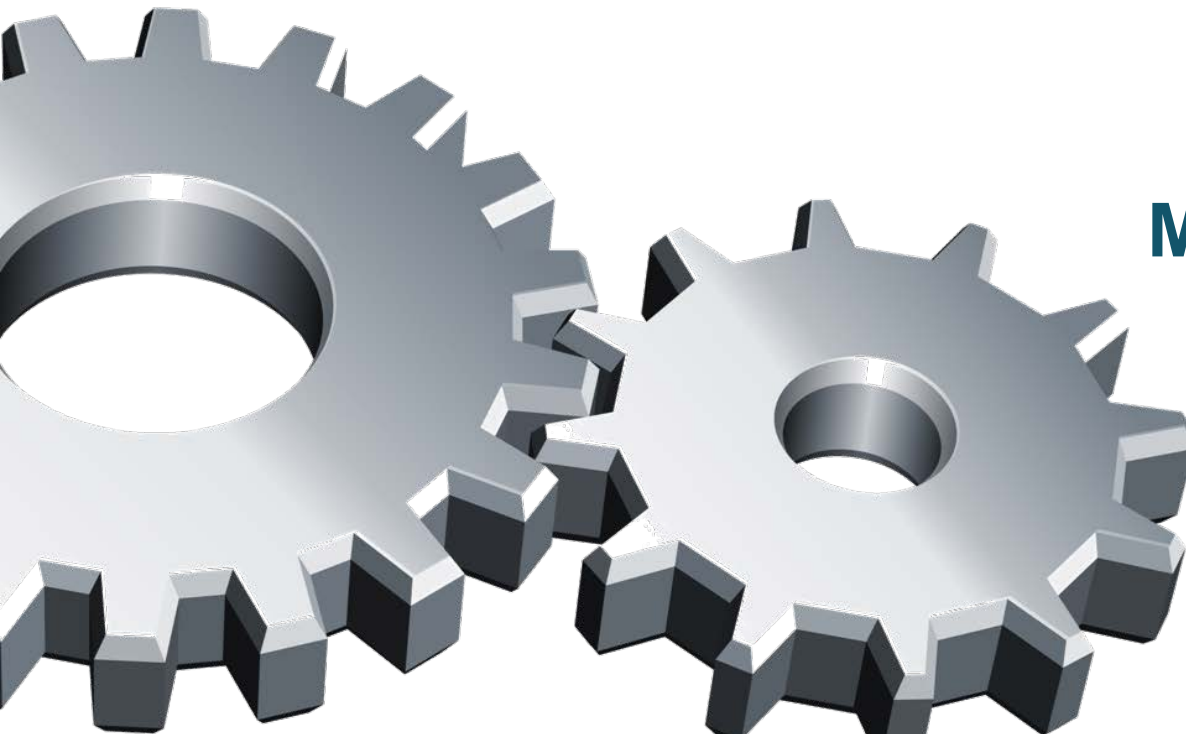


Project Admin costs too high?

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!

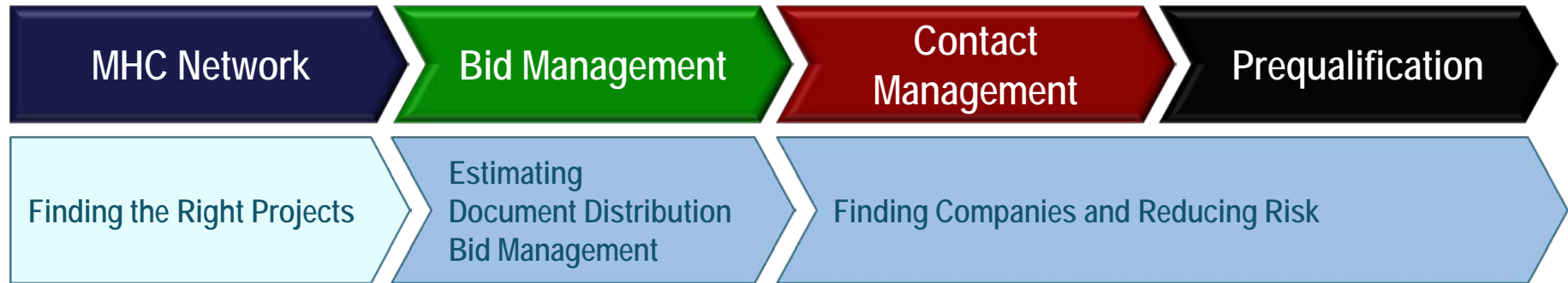
PDM Pro for Pre-Construction

**One Platform,
Multiple Solutions!**



PDM Pro for Pre-Construction

Do Some of These Pain Points Sound Familiar?



McGraw Hill
CONSTRUCTION Dodge

McGraw Hill
CONSTRUCTION Network®
Project Document Manager

McGraw Hill
CONSTRUCTION Network®
Project Document Manager

McGraw Hill
CONSTRUCTION Network®
Project Document Manager

Find Opportunity / Bid Efficiently... *Find the right opportunity with minimal cost*

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

Bid Management (Pre-Con Doc Control)... *Prepare bid packages efficiently, slash printing costs*

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

Contact Management... *Reduce time and overhead to find qualified subs*

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

No centralized database for sharing records internally

Prequalification Management... *Reduce time and overhead to find qualified subs*

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Outdated material due to delays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

Error-prone contributes to project risk

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



view 50 per page 1 - 500 of 1213 projects 1 of 3 pages << prev 1 2 3 next >>

Show: All Sort by: Bid Date asc desc

Track: Select project folder Track Alert Delete

	Details	Project title	Bid date	Project type	Action stage	Location	Value
<input type="checkbox"/> Report Firms Notes	ASAP	Dredging	GC Bidding	LA(Northeast)	\$11,381,550		
	Cubits Gap and SW Pass, Hopper Dredge Dodge Report no: 201000686460 v4 Action stage: GC Bidding State: LA Owner: U S Army Corps of Engineers Contractor: Great Lakes Dredge & Dock						
<input type="checkbox"/> Report Firms Bidders Plans Specs Addenda Notes	ASAP	Military Facility	GC Bidding	MT(Cascade)	\$25,000,000		
	Upgrade Weapons Storage Area Phase II Malmstrom AFB Dodge Report no: 201000691323 v20 Action stage: GC Bidding City: Malmstrom A F B State: MT Address: Malmstrom AFB Zip: 59402 Designer: US Army Corps of Engrs, Seattle District Owner: US Army Corps of Engrs, Seattle District Special conditions: <i>Small Business Set Aside</i>						
<input type="checkbox"/> Report Firms Bidders Plans Specs Addenda Notes	ASAP	Animal/Plant/Fish Facility	GC Bidding	ND(Cass)	\$20,000,000		
	Wildlife Refuges, Fish Hatcheries, Wetlands (IDIQ) Dodge Report no: 201000697966 v7 Action stage: GC Bidding State: ND Address: state wide Zip: 58102 Designer: US Dept. of the Interior - Fish & Wildlife Svcs. Owner: US Dept. of the Interior - Fish & Wildlife Svcs. Special conditions: <i>Small Business Set Aside</i> Target lead: Carpet						
<input type="checkbox"/> Report Firms Bidders Plans Specs Addenda Notes	ASAP	Hospital	GC Bidding	WI(Dane)	\$2,000,000		
	Physical Therapy & Prosthetics (Remodel) Dodge Report no: 201100411891 v12 Action stage: GC Bidding City: Madison State: WI Address: 2500 Overlook Terrace Zip: 53705 Designer: Eppstein Uhen Architects Owner: Veterans Hospital William S Middleton Memorial Target lead: Carpet, Carpet - Lee's						
<input type="checkbox"/> Report Firms Bidders Plans Specs Addenda Notes	ASAP	Shoreline Maintenance	GC Bidding	LA(Orleans)	\$10,000,000		
	Remediation of Floodwalls on th 17th St Canal OFC05 Dodge Report no: 201000703353 v2 Action stage: GC Bidding City: New Orleans State: LA Address: 17th St Canal Owner: U S Army Corps of Engineers						

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

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

Bid Management (Pre-Con Doc Control)

Prepare Bid Packages Efficiently, Slash Printing Costs



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**

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**

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.

[Yes, I want to bid](#)

[No, I do NOT want to bid](#)

[Click here to log into our Plan Room](#)

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

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!

Contact Management

Reduce Time and Overhead to Find Qualified Subs



Project Document Manager (PDM Enterprise) - [M...]

File Tools Help

Projects Contacts Documents

Contacts

Address Book Search

Address Books

- Wingrove, Sherri
- All My Contacts
- Healthcare subs
- Louisiana
- McGraw-Hill Construction
- All Company Contacts
- Approved Prequal
- Expired Prequal
- Prequal Awaiting Approval
- McGraw-Hill Construction
- MHC Demo Contacts
- Global Directory
- MHC PDM Trials

All Compa

14194 Cont

Organ

ADVAN

AMERI

BENTL

GRIFF

JFC CO

MIM E

MORE

MORSE

MOTHE

OAK LE

ONE W

PACIFI

RAS E

REDDI

REWO

Search Attributes

Attributes

Login Name

First Name

Last Name

Organization

Email

Address

City

Dallas

Region

Phone

Fax

Occupation

Construction Codes

Service Areas

Enter Date

MBE

Search Results

250 People

First Name	Last Name	Organization
Holly	Gilbert	Berger Engineering Company
Bryan	Botterman	Austin Commercial
Michael	Rose	Apex Services, Inc.
Cristina	Bates	Cactus Environmental Service
Tim	Teichmer	ACP Direct
Amy	Johnson	CENTERPOINT BUILDERS
Jennifer	Davis	CMC Construction Services
Maritsa	Aguilar	Chatham Worth
Simeon	Terry	Austin Commercial, LP
Luis	Carrera	Carrera Consulting Engineer
Michael	Osborn	Advanced Concrete Surfaces
Michelle	Garner	Bagby Elevator Co., Inc.
Rick	Floyd	BOKA Powell
Pedro	Beltran	Belt Star Protection System
Michael	Gibbons	Architectural Systems, Inc.

Add

Selected

Name	Organization	City
Botterman, Bryan	Austin Commercial	Dallas
Rose, Michael	Apex Services, Inc.	Dallas
Bates, Cristina	Cactus Environmental Se...	Dallas
Teichmer, Tim	ACP Direct	Dallas

Remove

Clear

Clear Search OK Cancel

Unlike 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!

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

Prequalification Management

Reduce Time and Overhead

to Find Qualified Subs



Grissom, Jean [Pre-Qualification]

Review

- Review History
- Review Changes

Company Information

Company Information

Extended Profile

- General Information
- General Information con't
- Company Resources
- Company Resources con't

Treasury

- Financial Information
- Financial Information con't
- Risk Management
- Risk Management con't
- References
- References con't

Safety

- Safety
- Safety con't
- Safety con't

Attachments

- Attachments

McGraw-Hill Construction

Company Profile

Contact Information

Legal Name of Company
McGraw-Hill Construction [Edit Company](#)

Address
1114 W. 7th Avenue
Suite 100
City: Denver State: CO Zip + 4: 80204

Phone: 303-584-6751 Fax:
Web Address: WWW.CONSTRUCTION.COM

Company Profile

☐ MBE ☐ WBE ☐ DBE
☐ Union Shop Bond Limit: 0 Maximum Job Size: 0

Work Performed

Construction Codes
Service Areas

Prequalification Review Status

Prequal Expiration Date: 2/10/2012

Review Status: Approved

Subcontractor Rating: B

Reviewed On: 2/10/2011 Reviewed By: Grissom, Jean

Comments

Subcontractor Lock Status

Lock Status: Unlocked [Lock](#)

(* = Required Field)

[Previous](#) [Next](#) [Submit](#) [Save](#) [Save & Close](#) [Cancel](#) [Print](#)

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 will save approximately \$13,792!

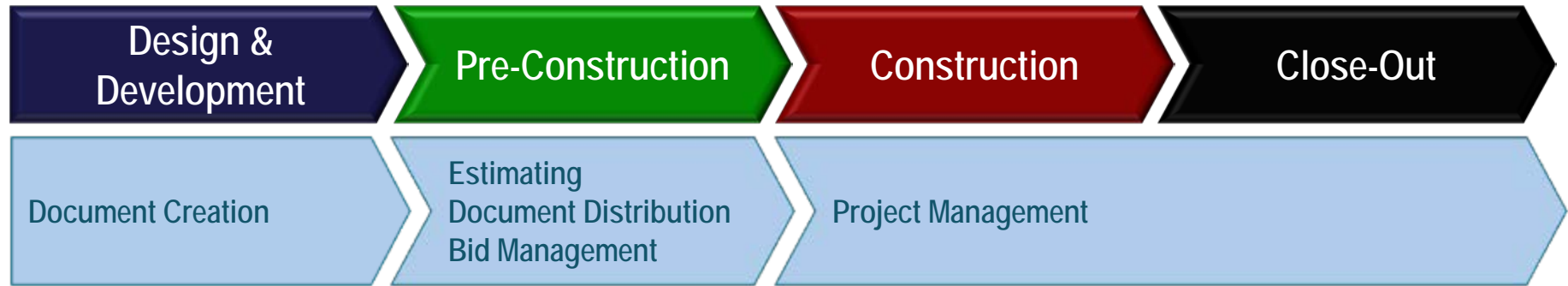
PDM Pro Bid Management

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



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.

McGraw-Hill Construction Network

Welcome, Stuart

Search projects > Project search results (Texas Bidding)

Search Results customize

Saved searches: Texas Bidding

Print: Print project listing, Print project capsule, Print full project details

Mail Merge: Excel template, Word template

Outlook Calendar: Add Appointment

Track: Select project folder

Details	Project title	Bid date	Project type	Action stage	Location	Valuation
<input checked="" type="checkbox"/> Report Firms Plans Specs Addenda Notes	Hindu Temple - Ph I (Negotiated) Dodge Report no: 20100422829 v10 Publish date: 03/31/2011 Action stage: Sub Bidding / Construction City: Plano State: TX Address: 6508 K Ave Zip: 75074-2509 Designer: NCA Partners Owner: Hindu Temple of North Texas Inc Contractor: Centerpoint Builders	ASAP	Worship Facility	Sub Bidding / Construction	TX(Collin)	H
<input type="checkbox"/> Report Firms Plans Specs Notes	Moody National Bank (Renovation)(Austin TX)(Negotiated) Dodge Report no: 201100437310 v9 Publish date: 03/31/2011 Action stage: Sub Bidding / Construction City: Austin State: TX Address: 850 E ANDERSON LN Zip: 78752-1638 Designer: SLI Construction Owner: SLI	ASAP	Bank	Sub Bidding / Construction	TX(Travis)	F

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.

Project Document Manager (PDM to format) - Projects

Projects

Project	Format	Bid Due Date	Description	Project Type	Status	Create Date	Release Date	Expire Date
Anderson Housing Unit Add	Default PDM Portal	10/1/2010	Anderson Housing Unit at the University of Houston	McGraw-Hill Network Transfer Project	Active	10/1/2010		
City Park Elementary School	Default PDM Portal		City Park Elementary School	McGraw-Hill Network Transfer Project	Active			
Thomas Jefferson Middle School	Default PDM Portal		Thomas Jefferson Middle School	Basic Project	Active			
Commitment to MHC - PDM 2010 Materials	994C Tool User Portal		PDM 2010 Materials	Basic Project	Active			
PDM Training Materials	Default PDM Portal		This Project is used to store and distribute PDM training materials.	Basic Project	Active			
Hindu Temple - Ph I (Negotiated)	Default PDM Portal		Hindu Temple - Ph I (Negotiated)	McGraw-Hill Network Transfer Project	Active	10/1/2010		
Phy Nasa Project	Default PDM Portal		1546, 2 stories, 50000 sq ft	Basic Project	Active			

The New Project will be displayed in the list on the "Projects" tab.

Preparing Bid Packages

PDM: Designed to Reduce Project Set Up Time



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.

PDM Project (Hindu Temple - Ph I (Negotiated)) - [Detail]

File Tools Settings Help

Project: Hindu Temple - Ph I (Negotiated)

Details Contacts Documents

Bid Package Name Construction Codes

Give the Bid Package a name, description, contact and bid date and time. Click the "Finish" button to complete.

*** Bid Package Name**
Hindu Temple Phase 1

Description (for internal use only, 255 characters max)
This is a new Hindu Temple

*** Bid Package Contact**
Stephenson, Stuart - McGraw Hill Construction - Highland V... Search

*** Bid Due Date / Time**
4/26/2011 12:00:00 PM (GMT-06:00) Central Stand... Search

Finish Cancel

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

PDM Project (Hindu Temple - Ph I (Negotiated)) - [Detail]

File Tools Settings Help

Project: Hindu Temple - Ph I (Negotiated)

Details Contacts Documents **Bid Packages** Submittals Communications Plan Holders Reports Security Forum

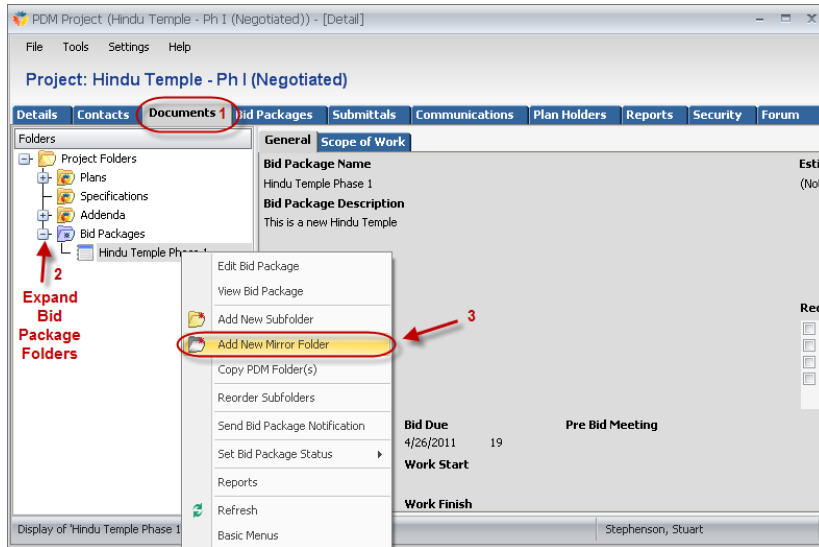
Add Bid Package Edit Selected Other Actions

	Bid Package Name	Construction Codes	# Invites	# Bidding	# Bids Received	Bid Due Date	Due Days
<input checked="" type="checkbox"/>	Hindu Temple Phase 1		0	0	0	4/26/2011	19

The new Bid Package will be displayed on the "Bid Packages" tab in the project.

Preparing Bid Packages

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



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.

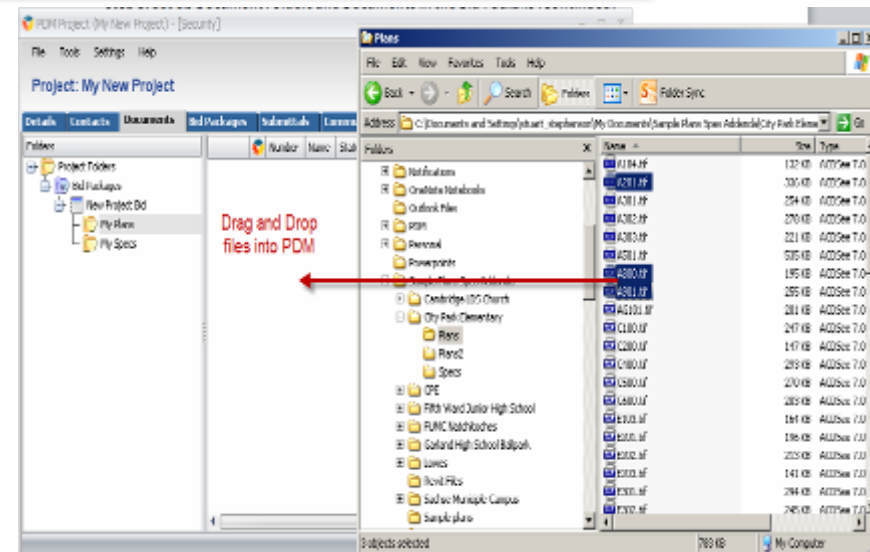
Simply copy (or mirror) the Dodge folders in to the Bid Package.

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

Drag individual files or entire folders.

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.



Preparing Bid Packages

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



1

2

3

4

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

PDM Pro can manage subcontractor companies and their prequalification information... AND find subs when bid gaps occur, by accessing the Dodge Global Directory.

1

2

3

4

Preparing Bid Packages

PDM: Designed to Reduce Document Printing and Shipping Costs



Place check marks next to desired ITB recipients.

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.

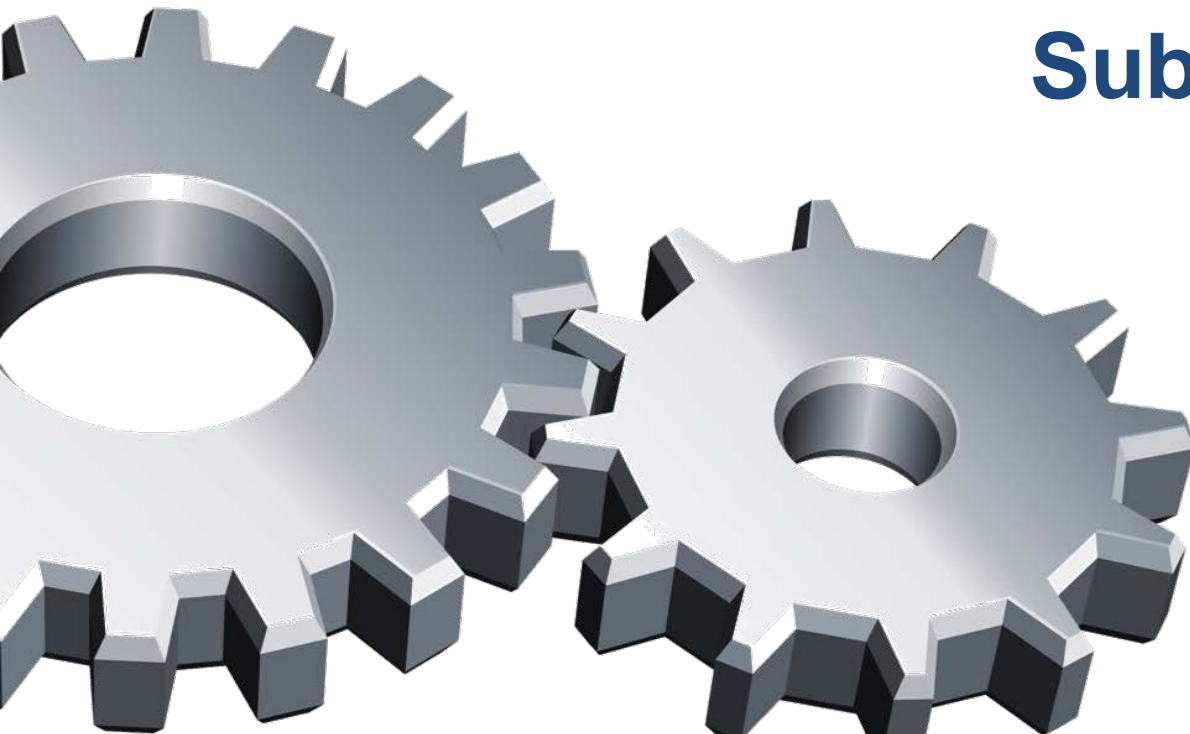
Select the ITB from the notification list & complete the notification wizard by clicking "Finish."

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!

INVITATION TO BID
from (%BCP:CompanyName%)
(%NRP:FirstName%) (%NRP:LastName%) - (%NRP:CompanyName%)
You have been invited to bid on (%BP:DisplayName%)

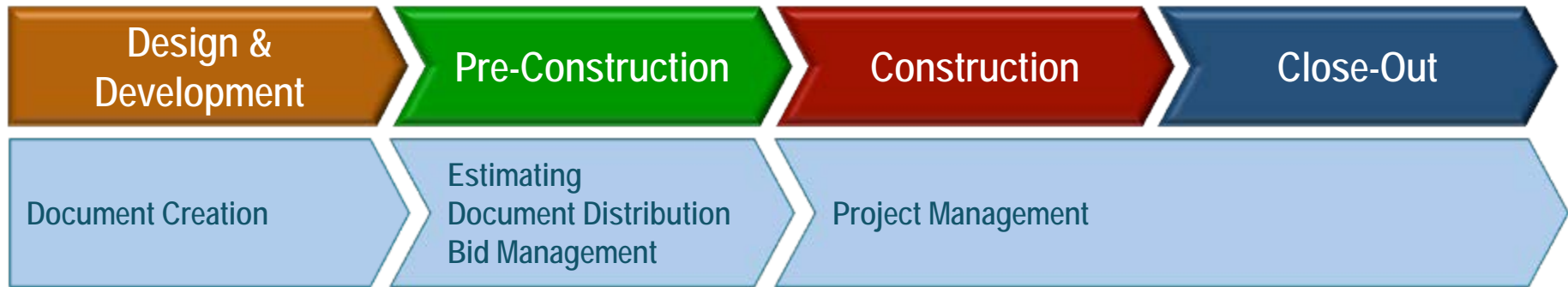
Project address: (%NAN:Project Address%) (%NAN:Project ID%) (%NAN:Project Postal Code%)

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



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

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

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

[Yes, I want to bid](#)
[No, I do NOT want to bid](#)
[Click here to log into our Plan Room](#)

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.

ROY ANDERSON CORP
CONTRACTORS
Performance Since 1955

Log In

User Name (case sensitive)
sherri_wingrove@mcgraw-hill.com

Password (case sensitive)
.....

☐ Remember my user name on this machine

Forgot Your Password?
Enter your email and have it sent to you

Do more with your PDM account

- Contact Management ✓
- Prequalification Process ✓
- Bid Management ✓
- Electronic Submittal Management ✓
- Electronic Closeout ✓
- Risk Mitigation & Accountability ✓

Did you receive a Fax?
I don't know my login info, 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



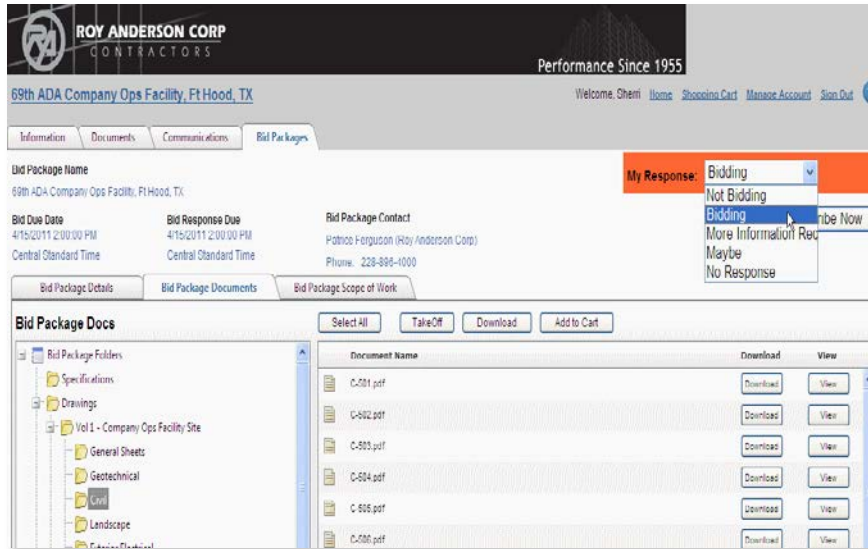
The sub lands directly on the project to which they have been invited to bid!

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!

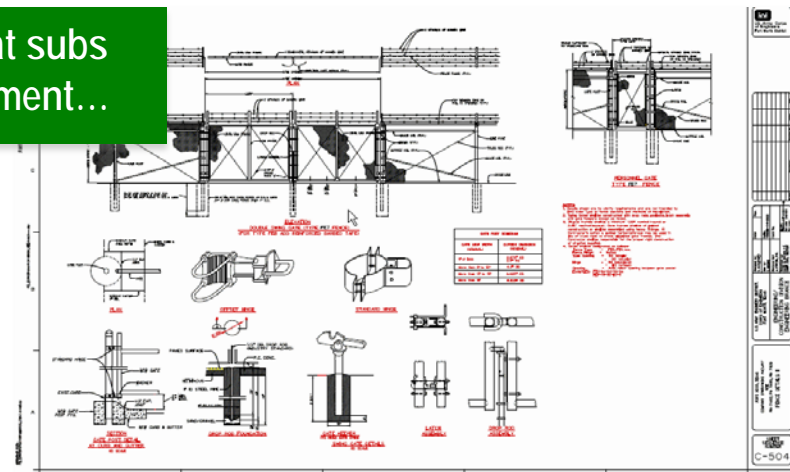
The sub can view the Adobe file, or click on the "Take Off" tab to download the free version of OnCenter software!



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!

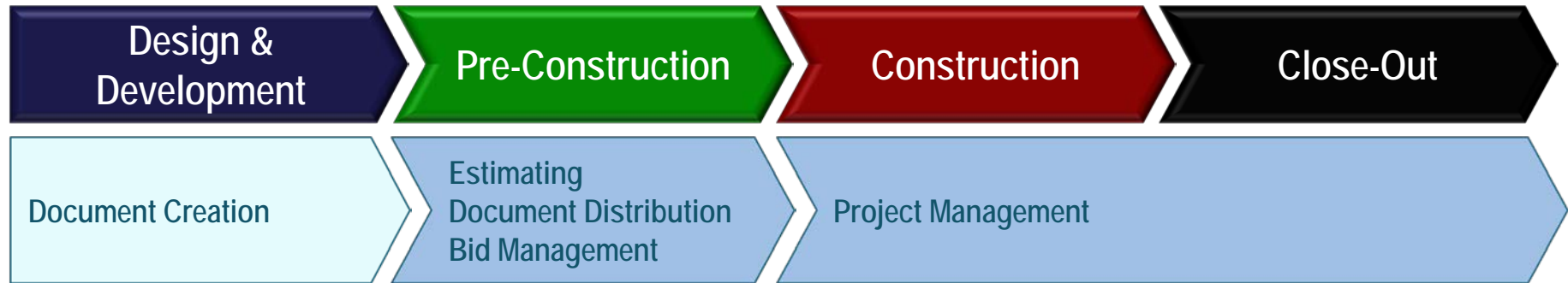


PDM Pro Prequalification & Contact Management



PDM Pro Contact Management

Reduce Time and Overhead to Find Qualified Subs



Pre-Construction “Pain Point” Solutions

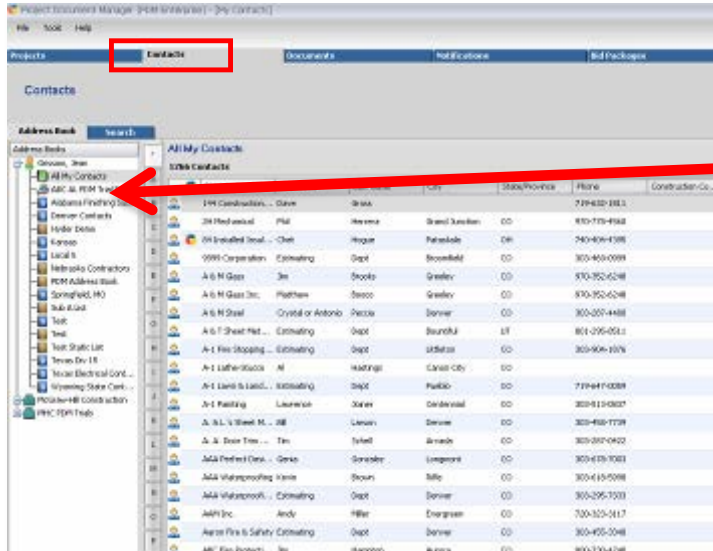
Contact & Prequalification Challenges –Does This Sound Familiar?

- 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



Contact management is handled on the "Contacts" Tab:

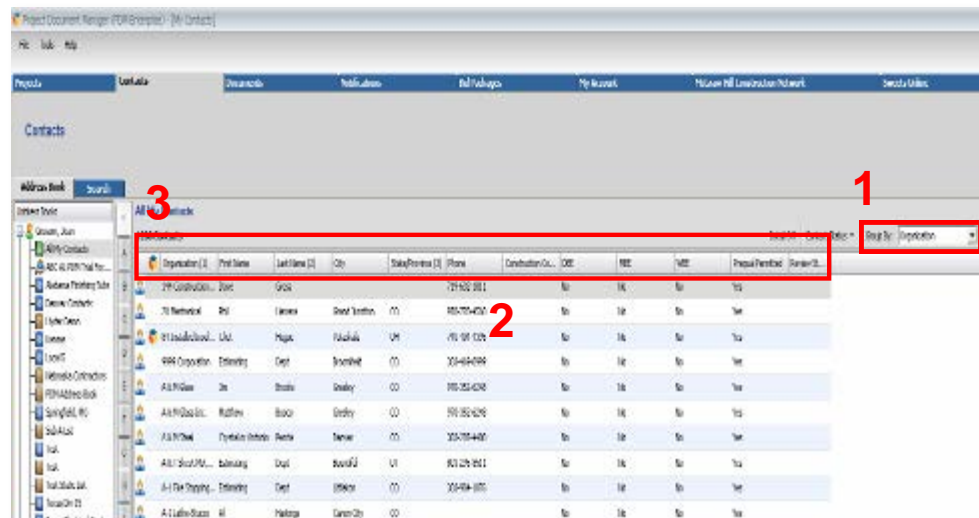
Here we can create groups – static or dynamic

Static lists are "drag and drop" groups of companies

Dynamic lists are groups of contacts that meet specific criteria

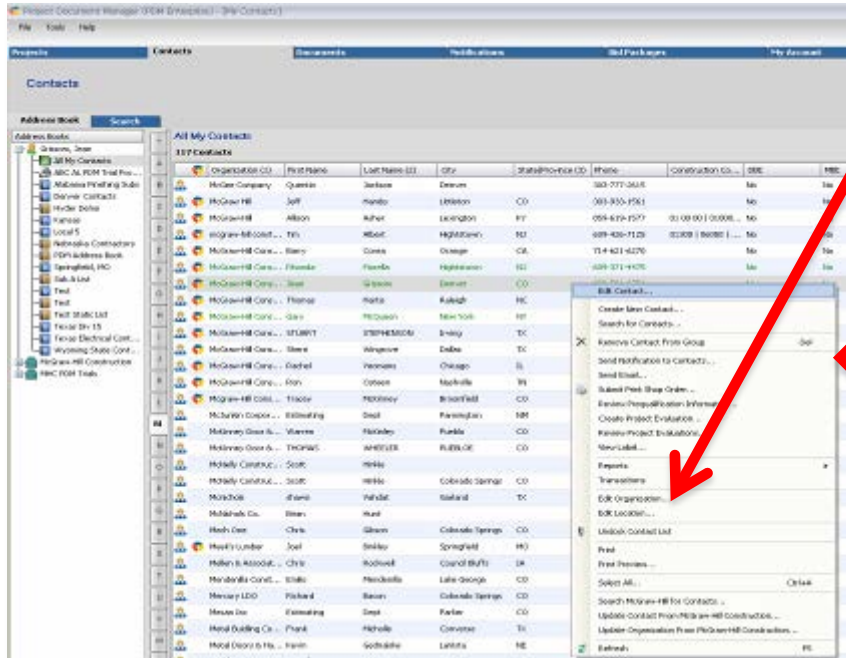
PDM Pro's robust contact management gives the GC flexibility to sort directory data that works best at the project level! Eliminate multiple databases in your company with one central repository of vendor information through PDM Pro!

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



PDM Pro Contact Management

Giving the GC Complete Control Over Their Database

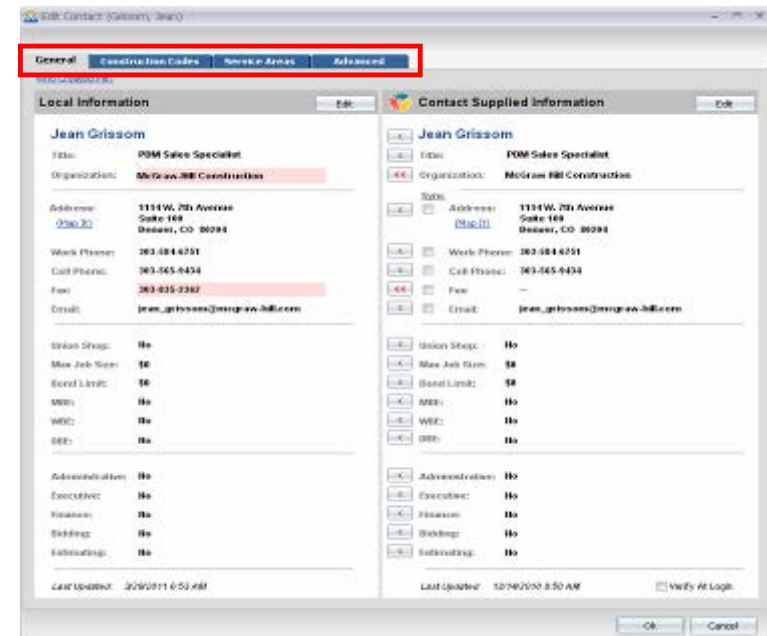


Editing is made simple in PDM Pro:

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

Unlike 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!



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

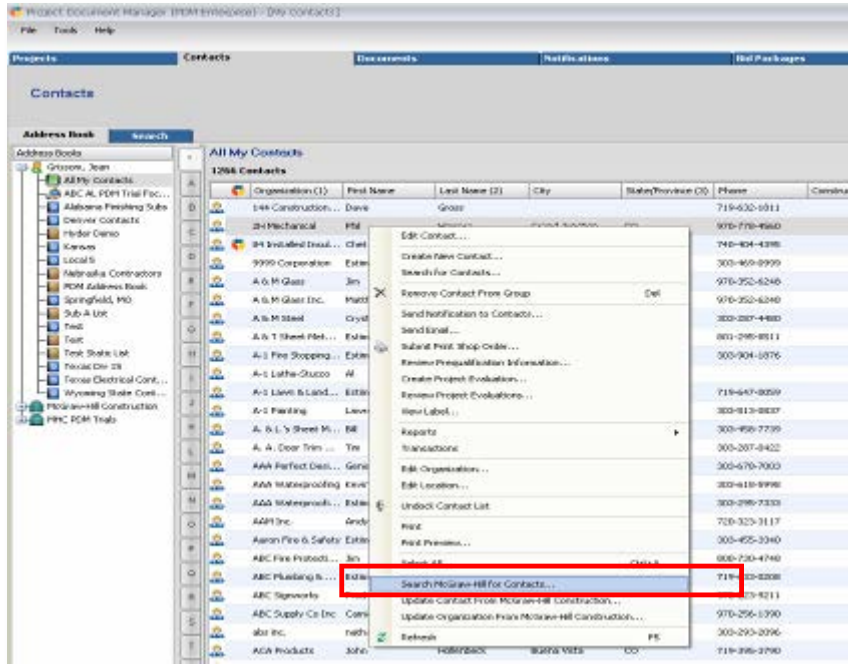
The screen is divided between your contact information version and the McGraw-Hill Construction Global Directory information on the contact. Differences are highlighted

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

PDM Pro Contact Management

GCs: Find New Subs – Even Prequalify Them!

Subs: Opt In to the Global Directory for Great Exposure!



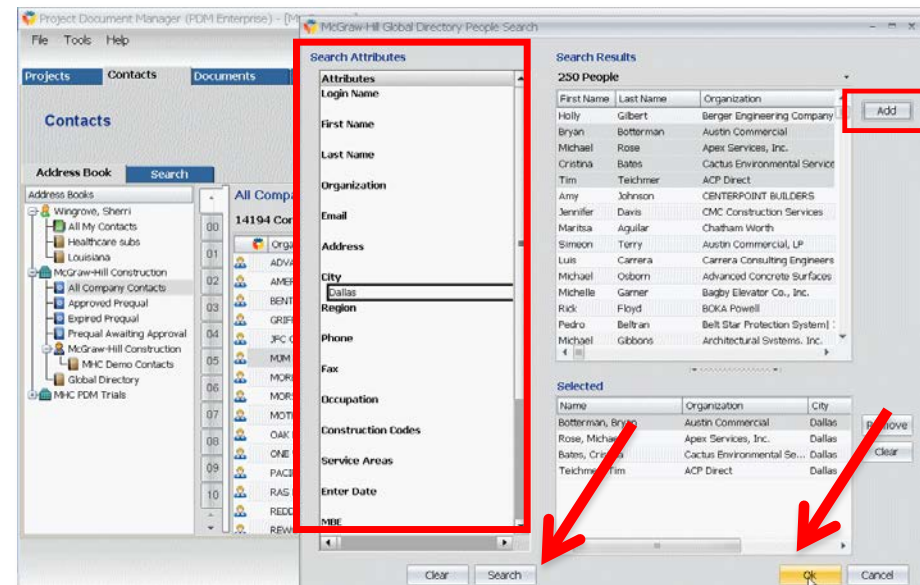
Find subcontractors in new markets with PDM Pro:

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 country. They have the choice to opt in to the Global Directory through the GC's ITB... It's that simple!

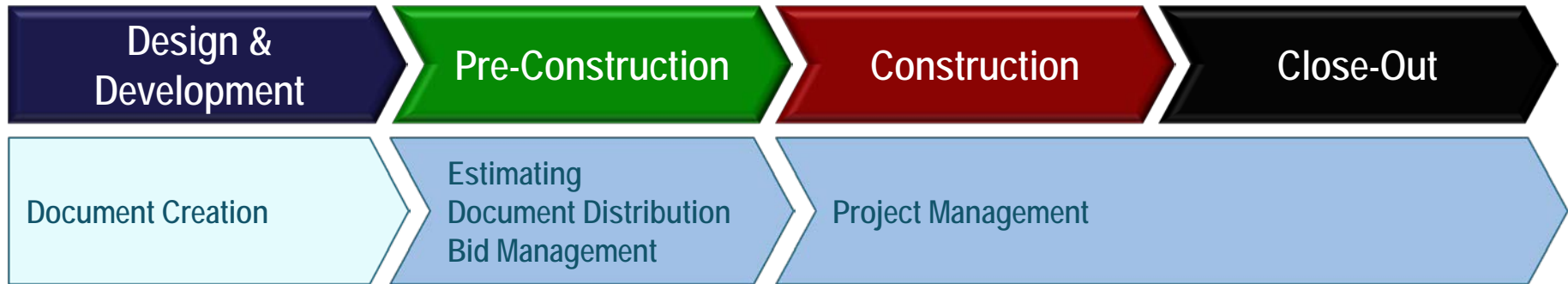
Easily search for contacts by using any combination of filters. To search for subcontractors in Dallas, simply type in "Dallas" and click "Search." Once the list populates, choose "Subs" and click "OK!"

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!



PDM Pro Prequalification Management

Reduce Time and Overhead to Find Qualified Subs



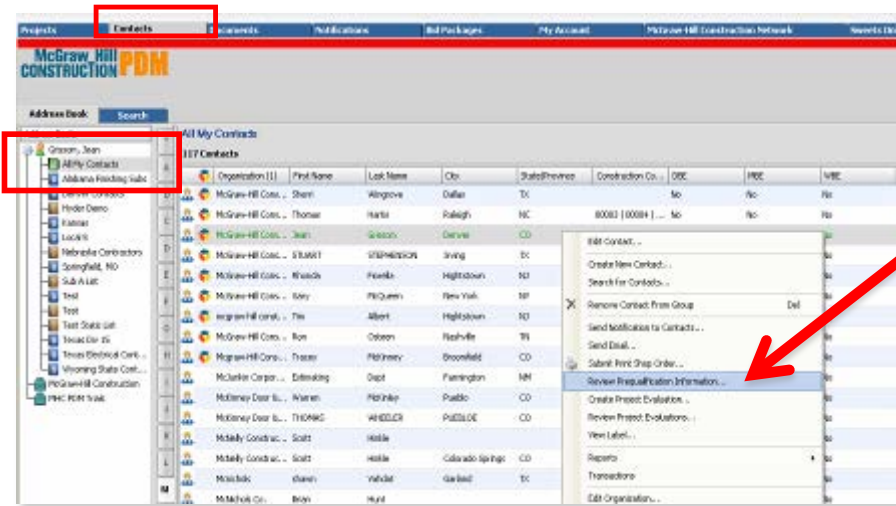
Pre-Construction “Pain Point” Solutions

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



Begin by reviewing the prequalification on one of our companies:

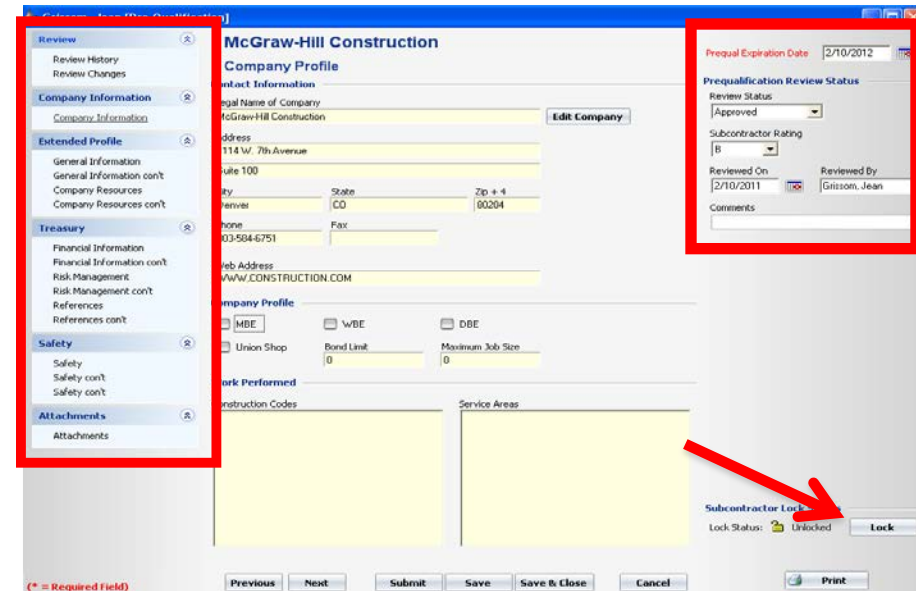
Starting at the "Contacts" tab, open the "All My Contacts" folder, right-click on the company that you want to review, then choose "Review Prequalification Information."

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.

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.



The screenshot shows the login interface for the McGraw Hill Construction Project Document Manager. At the top, the logo and tagline 'connecting people.projects.products' are visible. Below the header, there are navigation links for 'Home', 'About Us', 'Contact Us', 'Help', and 'Log Out'. The main content area is titled 'Log In' and contains two input fields: 'Email Address' and 'Password'. A red arrow points to the 'Email Address' field, which contains the text 'rmond@teradata.com'. The 'Password' field contains a series of asterisks. Below the password field is a 'Log In' button and a checkbox labeled 'Remember my user name on this machine'. At the bottom, there is a link for 'Forgot Your Password?' with the text 'Enter your email and have it sent to you'.

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 CONSTRUCTION Network

Project Document Manager

Welcome, Grissom, Jean [Logout Help](#)

General Information

Company: [Extended Profile](#)

General Resources Financial Risk References Safety Attachments **Review & Submit**

(* = Required Field)

Primary Contact

Name: Title: Email Address:

Phone: Fax: Cell:

Bidding / Estimating Contact

Name: Title: Email Address:

Phone: Fax: Cell:

Company Specific

McGraw-Hill Office Most Closely Affiliated With:



Other Things PDM Can Do

Submittals



Submittal Management (Construction Doc Control)

Submittals Overview



What are Submittals?

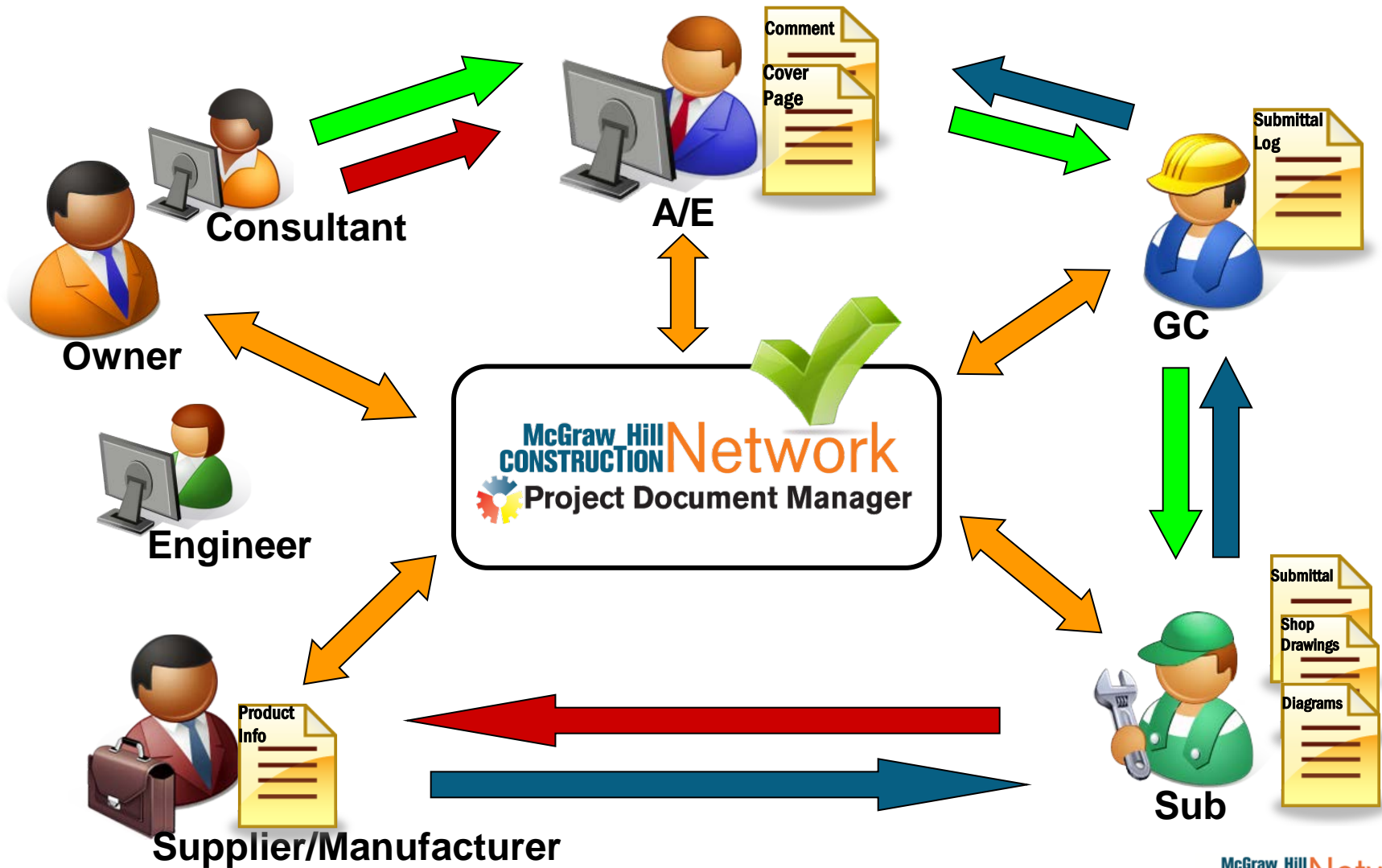
Submittals in Construction Management are shop drawings, material data, and samples. Product data submittals, samples, and shop drawings are required primarily for the architect and engineer to verify that the correct products will be installed on the project.

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 **in the specification**.



Source: Wikipedia

Personas Involved in Submittal Process



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.**

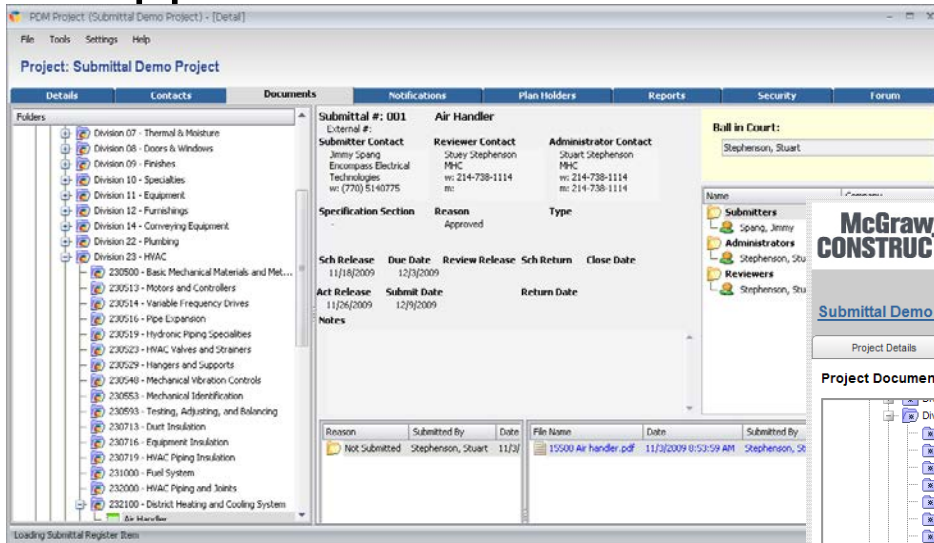
← **One Submittal Item from a Lowes Project**

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

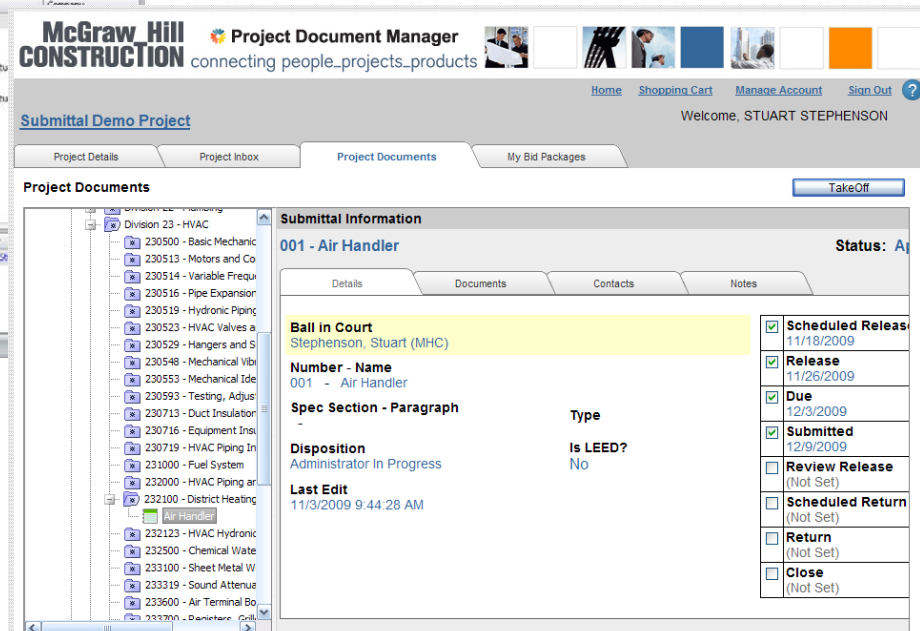


Submittal Management (Construction Doc Control)

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



MHC's PDM is the only platform that can offer a fully electronic submittal document distribution process!



* NOTE: Select multiple documents by holding down the Shift or Ctrl keys

Submittal Management (Construction Doc Control) ROI



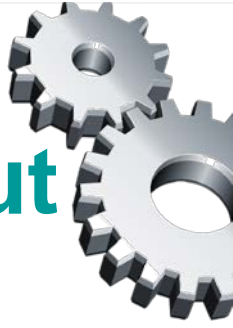
Submittal Comparison

Project Amount	\$ 38,000,000.00	Project Length - 20M - 24M
Average Shipping Days	1	1
Average Shipping Cost	Local \$10	Local \$10
	Standard Submittal Process	With PDM®
Number of submittal items - Approximate (may include re-submits)	3,500	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	0
	Old Process	PDM
Cost** - Shipping	\$ 70,000.00	\$ 29,400.00
Single all-inclusive project fee		All-In*
With time included	\$ 1,120,000.00	\$ 554,400.00
Estimated Total Design Fee (8%)	\$ 3,040,000.00	
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.

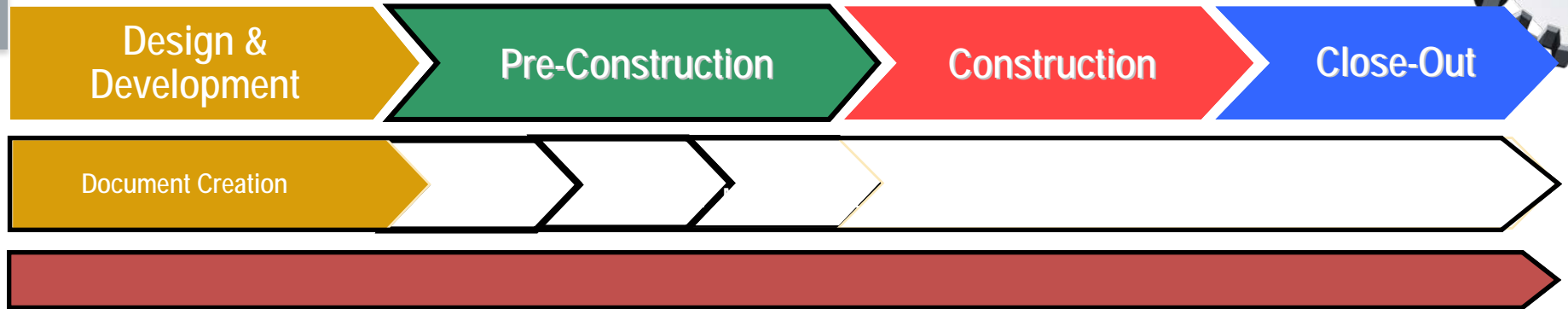
Source: Dataflow®

Document Management-Close-Out



Document Management (Close-Out)

Document Management in PDM



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.

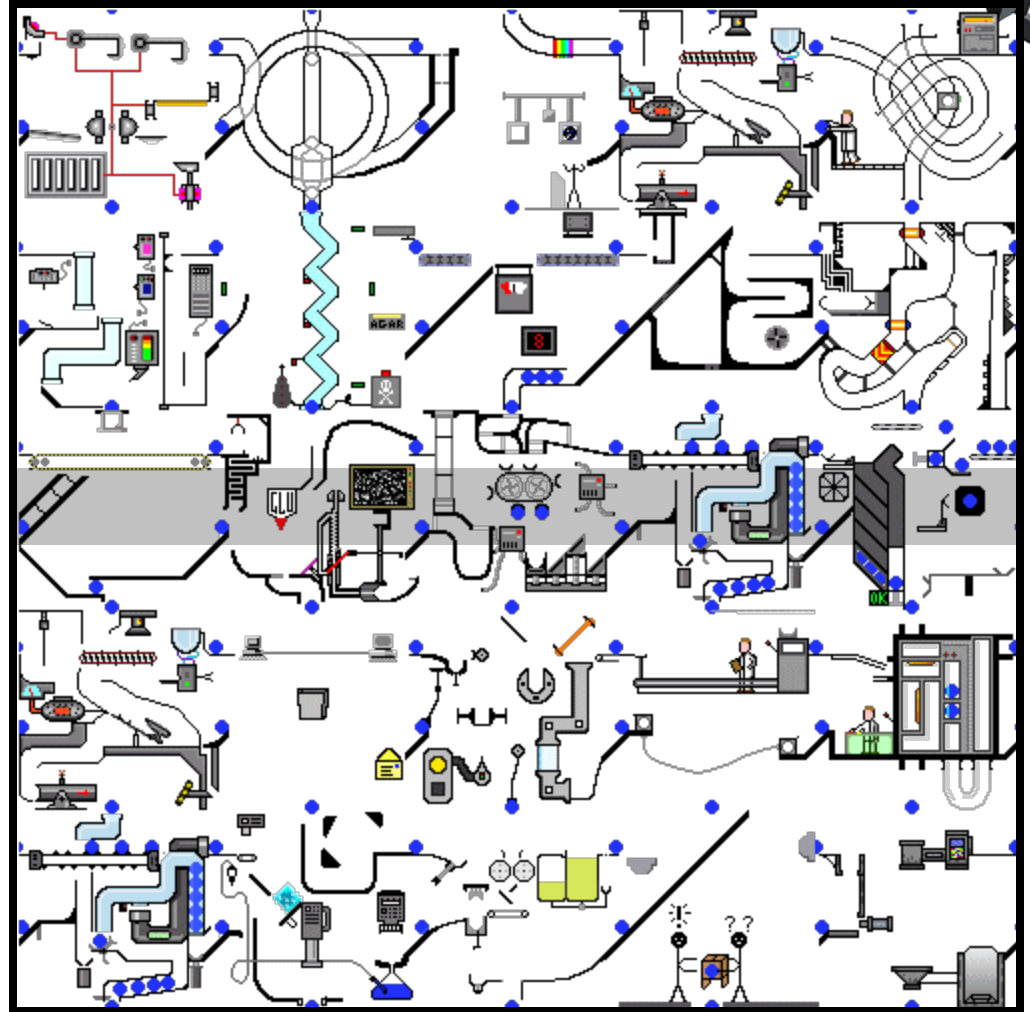
AEC Industry

— “The Project”

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

— Many point-to-point info handoffs

- Linear, “toss it over the fence” process

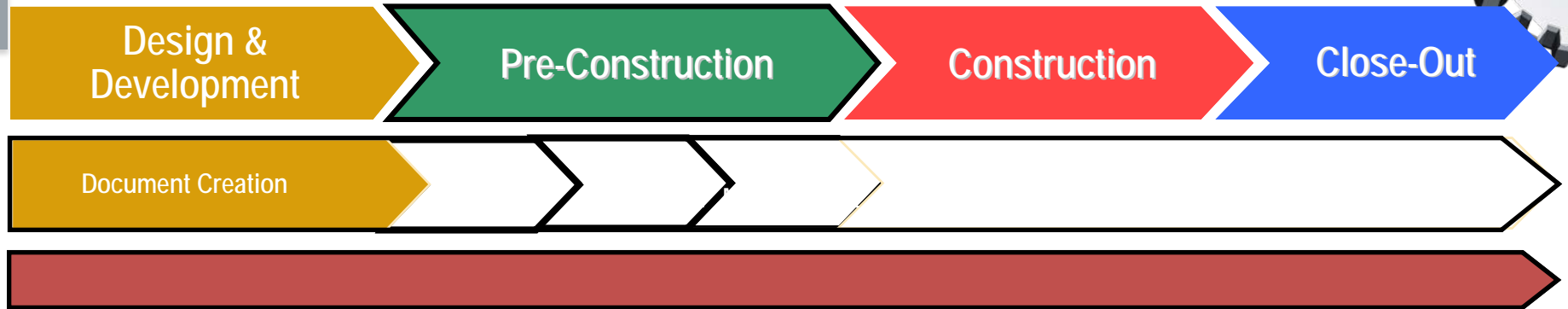


ROI Assumptions

- 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)



Expeditious Low Risk Close Out

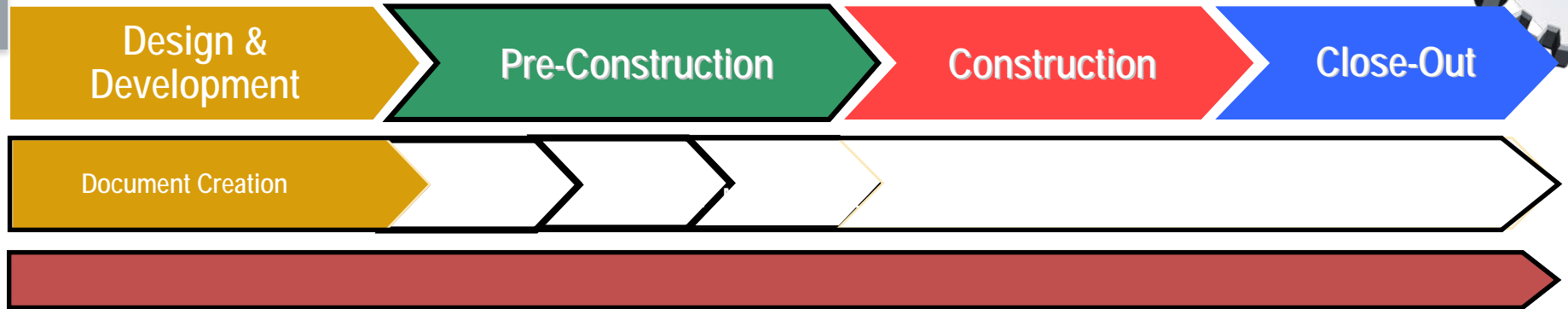


PDM Pro “point solutions” : The Quantifiable Benefit

Identify Need/Pain Point

Time consuming to collect all the documents from a Project.

Expeditious Low Risk Close Out



PDM Pro “point solutions” : The Quantifiable Benefit

Sell The Need

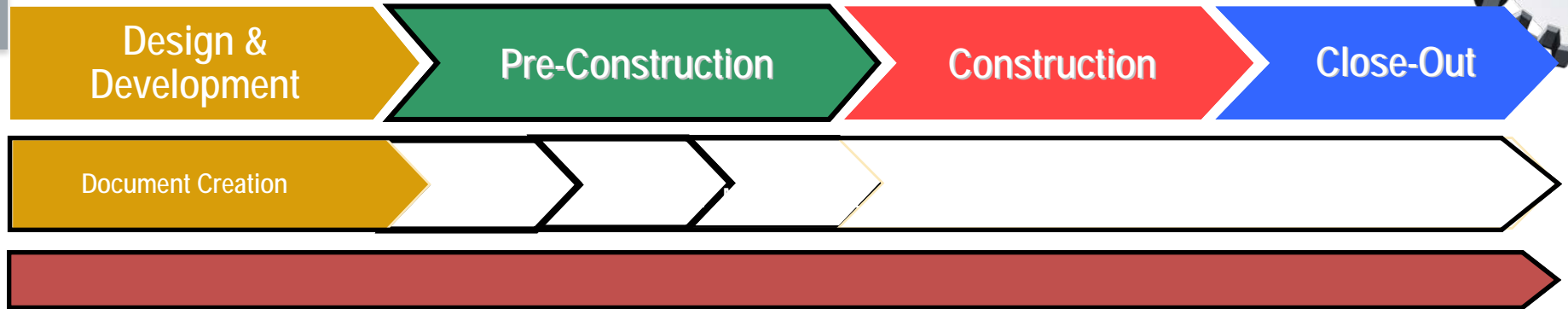
Here is how to sell to need.

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.

Time =



Expeditious Low Risk Close Out



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.

Expeditious Low Risk Close Out



 DFS Published Project Reader

[File](#) [Help](#)



Annsett High School

Lakeline CONSTRUCTION, INC

[Project](#) [Folders](#) [Search](#) [Advanced](#) [Full Text](#)

Annsett High School

This project is the new Annsett High School on Buckeye Road in Columbus, Ohio. Construction is scheduled to begin in May. This is a sample project.



Construction by:
Lakeline Construction
34103 Lakeshore Blvd.
Lakeline, OH 44095
(440) 942-2926

[Annsett Online Project](#)


[Project Details](#)

Expeditious Low Risk Close Out



DFS Published Project Reader

File Help

 **Annsett High School**

Lakeline CONSTRUCTION, INC

Project **Folders** Search Advanced Full Text

Project Folders

- Plans
 - Current Set
 - Current Fire Protection Set**
 - Current Landscape Set
 - Current Demolition Set
 - Current Civil Set
 - Current Architectural Set
 - Current Structural Set
 - Current Mechanical Set
 - Current Electrical Set
 - Current Plumbing Set
 - Issued For Bid
 - Addendum 1 June 16 2006
 - Issued For Construction
 - Bullitin June 20 2006
 - As-Builts
- Specifications
- Bid Instructions
- Bid Packages
- Drawing Sets
- Design Issue Sets
- Design Documents
- Submittals
- RFI
- ASI
- Commissioning Documents
- Construction Site Documents
- Correspondence
- Daily Reports

Document


Document	Number	Version	Revision	Document Type
FP102 - Sprinklers - 6/20/2006	FP102			Prolog AEC Drawing
FP103 - Alarm Layout - 5/4/2006	FP103		0	Prolog AEC Drawing
FP104 - Fire Extinguisher Layout - 5/4/2006	FP104		0	Prolog AEC Drawing

Expeditious Low Risk Close Out



DFS Published Project Reader

File Help

 Annsett High School

Lakeline CONSTRUCTION, INC

Project Folders **Search** Advanced Full Text

Search Value

HVAC





Search Type

☒ Any Word

☐ All Words

☐ Exact Phrase

Clear Search


Document	Number	Version	Revision	Document Type
 M101 - HVAC Ductwork - 5/4/2006	M101		0	Prolog AEC Drawing
 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

Expeditious Low Risk Close Out



DFS Published Project Reader

File Help

 **Annsett High School**

Lakeline CONSTRUCTION, INC

Project | Folders | Search | **Advanced** | Full Text

Attribute Name(s) (leave blank for all)

Attribute Value(s)

Limit matches by the following

Document Type

Folder Name

File Name

Available Attribute Names

Select Attribute Name(s)

- Date Created
- Date Required
- Date Responded
- DesignCompanyId
- DesignContactId
- Discipline
- Division
- Importance
- Is Closed
- Is Official
- Issue
- Issue Date
- Item Number
- Job Number
- Name
- Number

OK Cancel

Document	Number	Version	Revision	Document Type
M101 - HVAC Ductwork - 5/4/2006	M101		0	Prolog AEC Drawing
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


Clear All Search

Expeditious Low Risk Close Out



DFS Published Project Reader

File Help


 Annsett High School

Lakeline CONSTRUCTION, INC

Project | Folders | Search | Advanced | **Full Text**

Search Value
HVAC

☐ Use fuzzy search to find typographical errors

Less  More

☐ Find other grammatical forms of your word(s)

☐ Find words that sound similar

☐ Find words with similar meanings





☒ Limit number of full text matches

☐ 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

Document	Number	
 A101.1 - HVAC Plan 5/4/2006	M101	2
 07840 Through Penetration Firestopping.pdf	07840 Through Penetration Firestopping.pdf	5
 15500 Temperature controls.pdf	15500 Temperature controls.pdf	5
 15500 Rooftop unit.pdf	15500 Rooftop unit.pdf	5

Conclusion Of Presentation



McGraw-Hill Construction

Thank You