



 **AUTODESK** Construction Cloud



## How Canterbury Contractors Eliminated Missed Bid Invites and Saved Two Hours a Day with Construction Bid Management

Bidding is a necessary evil in the construction industry. It's time-consuming, complex, and yet without it, you can't be in business.

While the bidding process will never disappear entirely, cloud-based construction bid management tools and collaborative bidding can make it far less painful. And, if you're like Canterbury Contractors, it could save you as much as 2 hours a day.



### Customer Snapshot

FIRM SIZE: <500  
FIRM TYPE: SPECIALTY CONTRACTOR  
REVENUE: \$3.5 MILLION  
FOCUS AREA: COMMERCIAL  
HQ: SANTA CLARA, CA, US

### PHASE:



### CAPABILITIES:

- Bid Management

### OUTCOME:



Winning Business

## Choosing Simple Construction Bid Management Tools That Save You Time

Canterbury Contractors is a Santa Clara, California-based contractor specializing in interior and exterior painting, specialty coating, and maintenance for commercial construction in the Bay Area. They use Bid Board Pro by BuildingConnected within Autodesk Construction Cloud™ to prioritize customer relations and service and maintain their excellent reputation.

Using Bid Board Pro's collaborative bidding tools to stay on top of their communications – as well as project details and timelines – Canterbury Contractors can manage client relationships with ease and transparency.

“Other tools we tried gave us too many confusing options,” says Yohann Jacob, Partner and Project Manager at Canterbury Contractors.

“BuildingConnected gave us everything we needed upfront and made it easy for us to get started. It wasn't a hard sell for anybody.”

## How to Win More Bids with Streamlined Bid Solicitation and Management

Understanding every project opportunity and bid invitation enables Canterbury Contractors to develop more effective processes and create more new – and repeat – business.





“Before BuildingConnected, invitations to bid and requests for quotes fell through the cracks, emails wouldn’t get logged, and sometimes we were estimating hours for the same project without knowing it,” says Jacob. “We didn’t have a way to identify priorities or track who was working on what.”

Time management is crucial to building positive client relations. With Bid Board Pro’s collaborative bidding tools, Canterbury Contractors can save time and build positive relationships.

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**-Yohann Jacob**

Partner and Project Manager,  
Canterbury Contractors

“Our clients are always looking for ways to shave off a few days or weeks on a project schedule,” says Jacob. “BuildingConnected has helped us manage their expectations as well as improve our timeliness. Just

from the efficiency of the tool alone, I can save up to two hours per day.”

“We’re a small team, and most things run through one or two people, so if something is missed, then that’s it – it’s missed. BuildingConnected’s platform gives us access to every detail. Now, we can all work from the same plan and catch mistakes before they happen,” says Nick Martin, Estimating Coordinator at Canterbury Contractors.

## Construction Bid Management Makes Other Jobs Easier, Too

“Subcontracting jobs to other teams is also easier with Bid Board Pro’s collaborative bidding tools.

“We do painting and wall covering, but we don’t really have an internal wall covering team,” says Martin. “We subcontract that out to a team we work closely with. That used to involve a lot of back and forth through email, but now with BuildingConnected, I can put them on our company profile and simply add them to our estimating team, which makes it so much easier.”

Looking ahead, Jacob will be leveraging BuildingConnected’s CRM and rich analytics capabilities to gain insights into how to deliver better results to their customers and win more bids.

“We’re hoping to start using it as a CRM tool, as well,” says Jacob. “We want to get an idea of how much we’re spending on certain jobs or accounts and which clients we need to spend more time with, so we know where we can do better.”

