



 **AUTODESK Construction Cloud**



## How Bowman Flooring Increased Win Rates by 25% with Cloud-based Bid Management

Bidding on projects can be time-consuming and costly, especially when your win rates are low. Construction bid management and collaborative bidding can help streamline the process -- and increase win rates.

Bowman Flooring Contractor (Bowman Flooring) is a Georgia-based subcontractor specializing in commercial tile, marble, and hard tile installations. They primarily serve fast-casual and quick-service restaurants like McDonald's, Chick-fil-a, Arby's, Burger King, and Panda Express. By moving their bid management process from spreadsheets and email to Bid Board Pro by BuildingConnected within Autodesk Construction Cloud™, they increased win rates by 25% and revenue by \$9 million.



since  
2010  
**BOWMAN**  
FLOORING CONTRACTOR

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### Customer Snapshot

FIRM SIZE: <500  
FIRM TYPE: SPECIALTY CONTRACTOR  
REVENUE: \$15 MILLION  
FOCUS AREA: COMMERCIAL  
HQ: ACWORTH, GA, US

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### PHASE:



DESIGN



PLAN



BUILD



OPERATE

### CAPABILITIES:

- Bid Management

### OUTCOME:



Winning  
Business

## Replacing Excel with Cloud-based Bid Management Tools

Before moving to a cloud-based bid management tool, Bowman Flooring managed bids through email and Excel spreadsheets. And their bidding process involved the company's founder directly sending bid invites to Senior Project Manager Mike Adams.

With only two employees at the time, they were so busy that they didn't have time to determine which projects were worth bidding on, and they had no way to track their wins and losses. But Bid Board Pro changed everything.

"The company was growing so fast that we would lose bids because we had no way to track anything," says Adams. "One day, BuildingConnected called me out of the blue. After we did a demo, it became apparent right away that Bid Board Pro was exactly what we needed. Within a week we were managing everything online."

The ability to track all of their bids in one place and view important dates increased Bowman Flooring's efficiency and allowed them to stay ahead of important deadlines and start winning the jobs they wanted.



## Streamlining Bid Solicitation and Management to Prioritize and Optimize Investments

Using Bid Board Pro's cloud-based bid management tools improved how Bowman Flooring tracks and prioritizes bids. Bid Board Pro puts everything in one place and makes it easy to track and assign bids, leading to a more collaborative bidding process. This process increases efficiency by making it easier to prioritize the jobs they're likely to win and invest more in ensuring that they do.

"This year has been a record year for Bowman Flooring Contractor," says Adams. "We're \$9 million over where we were last year, and we've increased our win rate by 25%. We normally average 300 restaurants per year, but this year we're already contracted to do 380."

## Tracking Historical Data to Improve a Collaborative Bidding Process

Bid Board Pro's streamlined bid solicitation and management tools enable Bowman Flooring to control bid invitations through a single dashboard and distribute projects to the flooring managers to solicit pricing. This collaborative bidding process enables Bowman to respond more quickly and effectively to bids.

Bid Board Pro also tracks historical data and allows managers to quickly and easily pull up past project estimates across the team to create more accurate and efficient estimates for new projects.

Each project manager can easily collaborate and look at the leaderboard, track GCs, and see the win rate. With everything in one place, Bowman Flooring never misses a bid. Adams attributes a lot of the success they've had to BuildingConnected because of the way they're able to distribute invitations to the different project managers and track them.

"BuildingConnected has changed the way we do business," says Adams. "I honestly don't know where we'd be without it. It has helped Bowman Flooring Contractor become a leader in the space."



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**-Mike Adams**  
Senior Project Manager,  
Bowman Flooring