How Traylor Bros. Scaled Bid Management Processes to Win More Work

Founded in 1946, Traylor Bros., Inc. specializes in bridge, underground, and marine projects across the United States and Canada. Their large-scale heavy civil projects require the use of innovative engineering to solve complex construction challenges.

However, the company’s antiquated solicitation systems led to miscommunication between the estimating team and vendors, resulting in the poor management of bid information and quote requests. As a result, the company turned to BuildingConnected within Autodesk Construction Cloud™ to improve and scale its bid and construction risk management workflows.
Cumbersome Bid Management Process Led to Inefficiencies

An outdated and cost-prohibitive bid management system created inefficiencies in managing bid packages for Traylor Bros. In their former workflow, one estimator would handle all the bid packages, funneling vendor activity to the estimators on that project. If a subcontractor or supplier had a question about a bid package, the estimator would need to route the inquiry to the proper contact. This lag in receiving real-time information created a disconnect between the estimating team and the subcontractors and suppliers.

“The former process for managing quote solicitation was uncoordinated and cumbersome,” says Matt Bohleber, Engineer/Estimator at Traylor Bros. “We needed to refine the process by removing internal bottlenecks and having increased visibility into real-time vendor activity.”

Traylor Bros. was in the market for a scalable bid management solution to standardize bidding and estimating procedures, creating more collaboration, communication, and transparency.

Implementing a Collaborative Bid Management Tool

Traylor Bros. selected BuildingConnected as a more collaborative bid management solution for their estimating team. The platform’s ease of use made the decision a no-brainer and improved their preconstruction processes by eliminating internal obstacles.
Improved Relations Create a Competitive Advantage and an Increase in Bids

Using BuildingConnected to find and qualify the right subcontractors and suppliers, send bid invites, identify the best bid, and centralize communication has significantly improved preconstruction workflows and given Traylor Bros. a competitive edge. With their refined estimating, bidding, and qualification workflows, Traylor Bros. can quickly respond to changes during the procurement process, creating a deeper level of trust with their vendors as the Houston Ship Channel Bridge project progresses.

“Communication with our vendors is the biggest aspect of any estimate, including the Houston Ship Channel Bridge project. As the plans and our means and methods change, we need to give the vendors as much time as possible to address those changes in their quote,” says Bohleber. “When we bid, the more comfortable we are with the quality of the quotes we’re receiving, we’re able to decrease our risk. This helps keep our costs down. When our subcontractors and suppliers are comfortable with the information we’re giving them, they’re able to put together a good quote and make our bid more competitive.”

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Winning work in local areas where they may not already have subcontractor and supplier relationships highlights the importance of sourcing and prequalification. BuildingConnected allows Traylor Bros. to both source and prequalify subcontractors and suppliers–easily and quickly. “We know our national vendors, we know our national subcontractors, but when we get into a new city, there’s a level of uncertainty in where we’re sourcing quotes from,” says Bohleber.

With vendor qualification in BuildingConnected, Traylor Bros. qualifies subcontractors and suppliers using automated risk assessments and real-time data. “Pre-bid is very hectic, so we are using the prequalification tool. We created a set of questions to gather miscellaneous information about the vendor. This gives us a level of comfort we wouldn’t normally have, and it removes some risk,” says Bohleber.

The team used the platform on a joint venture with Zachry Construction Corp. for the Harris County Toll Road Authority’s (HCTRA) $600 million design-bid-build Houston Ship Channel Bridge project.

“To get the best pricing, we must give the subcontractors and suppliers as much detail as possible,” says Bohleber. “If the project documents change during the bidding process, we need to share those changes quickly. If we don’t, we won’t be able to get an accurate quote to make our bid more competitive.”