



 **AUTODESK** Construction Cloud



How Ryan Companies Improved Construction Bid Management

Construction success begins long before ground is broken on a project. Effective construction bid management helps ensure the right team is on the job from the start. And the tools used to improve construction bid management can have positive impacts throughout the project lifecycle.

The Ryan Companies is a general contractor headquartered in Minneapolis and renowned for extraordinary commercial real estate projects. Their work spans industries from healthcare to hospitality, industrial to mixed-use, senior living, office space, retail, and more.



Customer Snapshot

FIRM SIZE: 1,000–5,000
FIRM TYPE: GENERAL CONTRACTOR
REVENUE: \$478 MILLION
FOCUS AREA: COMMERCIAL
HQ: MINNEAPOLIS, MN, US

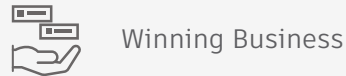
PHASE:



CAPABILITIES:

- Bid Management

OUTCOME:



The Need for a Collaborative Bidding Process

The Ryan Companies' success relies on streamlined processes and organization. When they took a look at their bidding process, they saw room for improvement. Each of their locations managed the bidding process differently - different bid forms, different levels of detail on cost collection, and different layouts for presenting bid results to clients.

They were using several different software tools and manual processes, causing significant headaches and extra work for the team. Because they were still using Excel spreadsheets and faxes for some tasks, employees often had to enter the same information multiple times.

"We used these giant, arduous spreadsheets with multiple tabs to compare bids," says Rachel Dana, Project Manager. "It was very confusing: we had a lot of double data entries and multiple project managers working in the same spreadsheet at once, so a lot of time their work wouldn't save."

Additionally, to get information from subcontractors, the team would have to mass call and email them, leading to constant back-and-forth.

When Dana and other stakeholders in the organization began looking for better solutions, they found BuildingConnected within Autodesk Construction Cloud™ and quickly discovered how it could help them.

"When we compared our old platform and processes to BuildingConnected, it quickly became apparent how outdated they were," says Nicole Waits, Construction Analyst. "The best thing about BuildingConnected is that it allows us to have consistency and transparency across all of our regions and offices."



Ryan Companies adopted BuildingConnected to enable the company to react and respond as “one team,” allowing estimators from all across the country to work on a bid and save time by eliminating repetitive processes. Now that they’re able to store their documents and all of their subcontractor reviews in one platform, they’ve significantly reduced errors and inefficiencies.

“

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-Nicole Waits
Construction Analyst,
Ryan Companies

How Construction Bid Management in the Cloud Enables Bid Leveling

Ryan Companies relies heavily on BuildingConnected’s Bid Leveling feature, which enables them to compare bids side-by-side with pinpoint precision.

Now, subcontractors can resubmit their bids directly in BuildingConnected, ensuring the most accurate bid comparison possible. With Bid Leveling, Ryan Companies’ team can make the best choice and confidently present options to owners while saving the team hours of work each week.

“With Bid Leveling, we can send out notifications for changes in drawings or schedules, and subcontractors can react and resubmit immediately,” says Dana.

How Collaborative Bidding Improves Relationships with Subcontractors

When Ryan Companies first rolled out BuildingConnected, they used it solely to send bids out, but now, they leverage the platform throughout the entire preconstruction process. It saves them time by allowing them to leverage BuildingConnected’s vast network of subcontractors, particularly when taking on projects in new regions.

“Before BuildingConnected, finding subcontractors in unknown markets was a challenge. One of my favorite features is the ability to search and locate valid subcontractors quickly,” said Brian Goodwin, Director of Preconstruction.

With BuildingConnected, the team has been able to build better relationships with subcontractors through clear communication, create a more consistent bidding experience, and make it easier for subs to submit their bids on time.

“Our subcontractors have enjoyed using BuildingConnected. It allows us to streamline communications, and it works well on their end, too,” says Britta Sortland Ryan, Senior Project Engineer.

Why Cloud-based Construction Bid Management Is the Way of the Future

Using BuildingConnected for collaborative bidding helps subcontractors understand the requirements and provide better, more accurate bids. It allows contractors to compare subcontractors side by side and choose the best fit. And it helps owners understand where their money is going and how it is being used.

It also creates a documentation trail that protects subcontractors, contractors, and owners, while improving trust and collaboration.

The effectiveness of BuildingConnected for improving the bidding process has reaped benefits for Ryan Companies throughout the project lifecycle. It saves them time and money and helps them build a better future.

