



 **AUTODESK** Construction Cloud



How Collaborative Bidding Can Increase Revenue by 1300%

Tracking, managing, and submitting bids is a big part of life for contractors and subcontractors alike. Effectively prioritizing, organizing, managing, and winning more (and more profitable) bids can have a huge impact on the bottom line.

Just ask Bradley Concrete. By implementing Bid Board Pro by BuildingConnected within Autodesk Construction Cloud™, Bradley increased revenue by 1300% while improving collaboration and employee satisfaction.



Customer Snapshot

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

PHASE:



CAPABILITIES:

- Bid Management

OUTCOME:



Winning Business

Collaborative Bidding Changes the Game

Bradley Concrete is a rapidly growing small concrete company in Milpitas, California. Organization and efficiency are crucial to their success.

“We try to support our employees by giving them the best tools possible,” says Bradley Concrete co-founder Scott Bradley.

Before implementing a streamlined bid solicitation and management system, Bradley Concrete used emails and Excel spreadsheets to manage the preconstruction process. It was time-consuming, hard to maintain, prone to errors, and sometimes resulted in missed bids.

That’s why they upgraded their construction bid management system to Bid Board Pro. Now, Bradley Concrete’s team can easily manage bid requests, communicate more efficiently, sustain growth, and support its employees in the fast-paced world of Bay Area construction.

“Before using Bid Board Pro, everyone had their own method of tracking bids,” says Spencer Harris, Senior Estimator at Bradley Concrete. “That caused a lot of bids to fall through the cracks. Now, all we have to do is forward emails to BuildingConnected, and they get populated automatically. No more missed bids.”





Cloud-based Bid Management Tools Enable a Collaborative Bidding Process

“Having an Excel spreadsheet where everyone manually entered all of their bids was problematic,” says Spencer Harris, Senior Estimator at Bradley Concrete. “The spreadsheet lived on our shared server, and only one person could access it at a time. It wasn’t cloud-based, so we’d go 3 or 4 days before we’d even see new bids pop up on the spreadsheet.”

Given the limitations of this process – such as siloes, miscalculations, and missed data entry – important information and opportunities inevitably got lost without a way to track everything online, all in one place. Bid Board Pro’s cloud-based bid management tools eliminated these issues and made information sharing and collaboration between employees efficient and straightforward.

Collaborative Bidding Boosts the Bottom Line

“The ability for anyone, at any time, to go into BuildingConnected and see what’s due or find information with everything live and all of us connected is a big key to our success,” says Scott Bradley, Co-founder and Director of Preconstruction. “It’s rare to find a tool like Bid Board Pro that can increase ROI so quickly.”

Bradley Concrete’s employees also use BuildingConnected’s historical bid data to plan for long-term success. Bid Board Pro’s real-time analytics, detailed reports, and leaderboards give valuable insight into employees’ performance, as well as critical client and competitor data.

“Before Bid Board Pro, it was a struggle to find specific information on performance because we didn’t enter it into our master spreadsheet the same way,” says

“

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

-Scott Bradley
Co-founder and Director,
Bradley Concrete

Raphael Mancera, Estimator at Bradley Concrete. “Now, we can use reporting to create year-end reports on bids, track our win rate, and get company and individual performance stats more easily.”

Subcontractors can’t accept every bid invitation that lands on their desks. Now with Bid Board Pro, Bradley Concrete can prioritize the bids they want and the right ones for their business and bottom line.

“BuildingConnected lets us stay in touch with everyone, including people we don’t do a lot of business with. Even if we don’t bid, we’re able to respond to the requests and keep the line of communication open with the GC,” says Bradley.

In the end, the true impact of streamlined bid solicitation and management for Bradley Concrete has been in their bottom line.

“BuildingConnected played a significant role in helping Bradley Concrete increase its revenue from \$3 million to \$42 million,” says Bradley.

That’s a 1300% increase - yes, you read those zeros right. The right construction bid management process really can help you grow your bottom line exponentially.