AUTODESK Construction Cloud | INNOVATIVE MECHANICAL INC. HEATING & AIR CONDITIONING

How Innovative Mechanical Wiped Out Inefficiency with Construction Bid Management

Imagine regularly spending tons of time updating data, only to have your updates wiped out by a coworker in one accidental swipe. That was the reality for Marketing Manager Stephanie Cunich of Innovative Mechanical before implementing cloud-based construction bid management.

Construction bid management is an essential element of any contractor's business. It directly impacts both revenue and profitability. An inefficient bid process can be costly and frustrating. In contrast, an effective and collaborative bidding process can help a company win more business and reap higher profits by wiping out inefficiencies.

INNOVATIVE MECHANICAL INC.
HEATING & AIR CONDITIONING

Customer Snapshot

FIRM SIZE:	<500
FIRM TYPE:	SPECIALTY CONTRACTOR
REVENUE:	$4.8 MILLION
FOCUS AREA:	COMMERCIAL
HQ:	SAN FRANCISCO, CA, US

PHASE:

DESIGN — **PLAN** — BUILD — OPERATE

CAPABILITIES:

- Bid Management

OUTCOME:

Winning Business

Wipe out the Whiteboard with Cloud-based Bid Management Tools

Innovative Mechanical is a mechanical subcontractor serving the Bay Area since 1984. Their award-winning HVAC work serves businesses and homeowners throughout the region.

Before adopting cloud-based construction bid management tools, Innovative Mechanical faced the same bidding challenges many other subcontractors do: Missed deadlines, double-booked job walks, and miscommunication.

These problems cost them time and money – and made their employees want to pull their hair out.

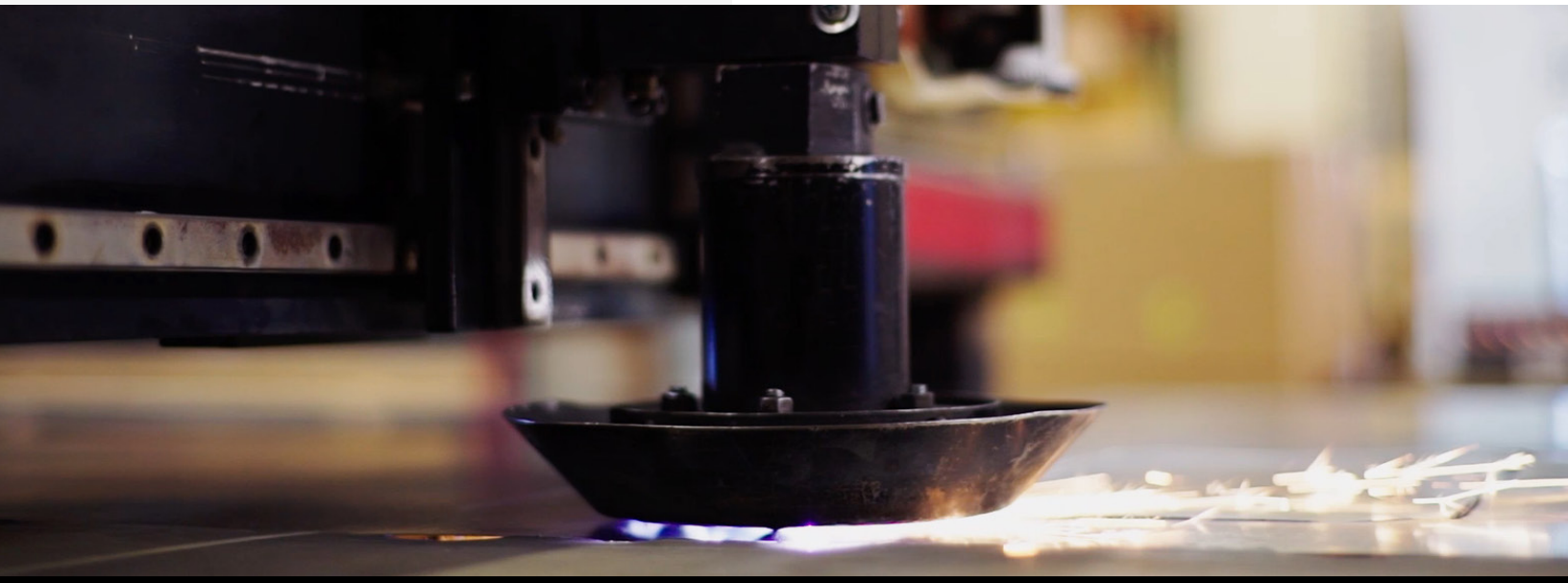
"When I first started doing closeouts for jobs," says Cunich, "I would write it down on the whiteboard where we tracked bids. But somebody could walk by and accidentally erase half of what I did. I'd sit there and think, 'What did you just do?'"

"Our bid board was a whiteboard, and everybody had written on there – due dates, job walks, and more," says Vice President of Business Development, Kevin Frederick. "It became a coordination nightmare."

To streamline their bid solicitation and management process, Innovative Mechanical chose Bid Board Pro by BuildingConnected within Autodesk Construction Cloud™.

"With BuildingConnected, everybody can coordinate who's going where. It gets assigned in the calendar instead of leaving things to chance," says Frederick. "The more streamlining we can do in a digital world, the easier our work becomes."

Cunich says it's made her job better, too.



"BuildingConnected makes sure everyone's looking at the same thing," says Cunich. "It gets rid of the old method of writing everything down by hand, which is where you'd make mistakes. The electronic factor is huge – it's changing the industry."

Collaborative Bidding is Key to Keeping Pace in a Rapidly Evolving Industry

"Everything goes by so fast," says Senior Estimator, Alan Droutsas. "That's the most challenging part of our industry. These projects go so fast that you have to be on target from day one, and you stay on task until the completion."

According to Droutsas, Bid Board Pro makes a huge difference in time savings. On average, he estimates that it saves at least an entire workday every week.

"Just by being able to download documents, have all the bid invites, and submit bids, instead of going through standard emails," he says. "We can just do our standard bid submission through BuildingConnected. So it saves us quite a bit of time."

BuildingConnected: The Industry Standard for Cloud-based Bid Management Tools

"About two or three years ago, we started seeing a number of our clients using BuildingConnected and sending out their own invitations," says Frederick. "Then it started snowballing and almost all of our clients now use it."

For Innovative Mechanical, time saved through BuildingConnected means more time for the things that matter, including more time out in the field, more time for building customer relationships, and more time to focus on delivering the highest quality work for years to come.

"BuildingConnected helps us stay on top of all the work that's coming in, assign it to the right people, and make sure that all our GCs are taken care of," says Frederick.

Innovative Mechanical could easily fall behind the competition without cloud-based bid management tools and the collaborative bidding it enables. With its streamlined bid management capabilities, they stay ahead of the game.

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> Vice President of Business Development, Innovative Mechanical