

CASE STUDY: Bid Management System – Brasfield & Gorrie General Contractors

Custom Bid Management System Restores Sanity and Efficiency to Bid Day

With the implementation of their new bid management system, Brasfield & Gorrie benefits from:

- **Increased efficiency and accuracy, reduced risk, and better collaboration**
A robust, automated system with reliable, built-in formulas and formatting delivers increased efficiency and accuracy, while reducing risk and enhancing collaboration among team members.
- **Historical reporting on sub performance**
Historical reporting provides details on a subcontractor's bidding performance over time, greatly reducing one of the construction industry's biggest risk factors.
- **Visibility of bid progress**
Management can easily monitor the progress of the bid as a whole or for a specific bid package as it develops.
- **Balance between automation and control of processes**
System options control whether user-submitted bid tickets post directly to the main bid or must first be accepted by a controller.
- **Integration with other applications**
Integration with Eos Explorer provides features for managing resources and team assignments, while integration with Sage Estimating synchronizes the bid package lists and estimate details.

When Brasfield & Gorrie contacted Eos Group, they were managing bids, analyzing subcontractors, and tackling bid day using a combination of Microsoft Excel workbooks and manual processes for collecting spec sections, selecting subs and suppliers, and managing bid packages within scope sheets.

Disparate workbooks made it difficult for team members to coordinate with one another and offered no safeguards to prevent user errors. Estimators had to spend too much time dealing with fragile, error-prone formulas and manual formatting in Excel.

The bid management process at Brasfield & Gorrie was time-consuming, inefficient, and subject to errors and delays. On bid day, an AS400 system was used with a paper bid ticket process to collect quotes and generate the final bid. The lead estimator and estimating managers couldn't easily track progress on bid day because the much of the process was manual and lacked visibility.

“Brasfield & Gorrie was looking to increase the performance of our estimating group through the development of a custom scope management solution.”

~ Scott Coleman, Corporate Preconstruction Technology Manager

Brasfield & Gorrie wanted a custom, centralized, enterprise solution that was fast, reliable, and supported their bid management process from initiation through bid day.

Eos Group's deep industry experience and expertise made them an ideal choice for partnering with Brasfield & Gorrie to develop a bid management system tailored to the company's processes and requirements.

New Bid Management System Automates the Bid Generation Process

Eos' agile approach to design and development and active participation from Brasfield & Gorrie resulted in an optimal solution that automated every step of the bid generation process—on time and on budget.

Bid management system features are task-based and organized using a set of familiar, tightly integrated sheets that mimic their paper predecessors. On one sheet, the project lead can quickly assign tasks for each bid package, view assignments by bid package or team member, and distribute assignments by email.

Scope sheets display a set of columns for each sub who is bidding on the package with interview questions that prefill from templates based on the project type and bid package. The system retains each sub's bid history for reporting and analysis.

On another sheet, estimators can import and manage estimate item detail from Sage Estimating, as well as submit bid tickets for possible inclusion in the final bid.

The project lead can use the Pending Bid Tickets feature to review bid tickets and determine whether they are included in the final bid. The final bid comes together on another sheet, where the project lead can track plugged amounts versus subcontractor bids and manage bond decisions for each bid package.

A summary sheet is also included for extending direct costs with markups and fees and applying final cuts and adds.

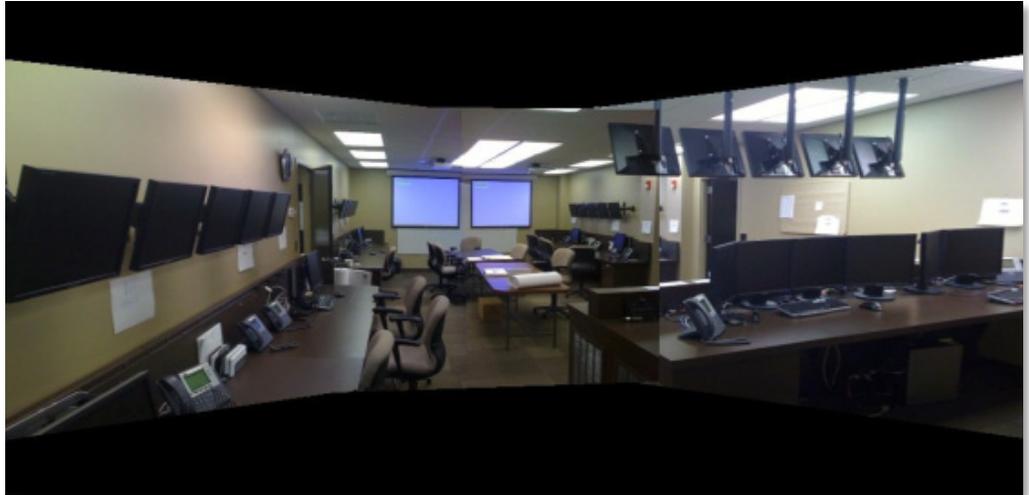
“The Eos team supported our objectives through discovery and implementation of our custom Bid Management System. In the end, we were able to provide the solution to our estimators at budget and in schedule.”

~ Scott Coleman, Corporate Preconstruction Technology Manager

Ongoing Enhancements Extend System Features

Brasfield & Gorrie continues to invest in their bid management system today. At their request, Eos recently integrated it with a subcontractor management system. Now Brasfield & Gorrie can easily identify subs for a project and verify that they are qualified to bid.

Future plans for the bid management system include integration with an invitation to bid system, additional management of alternates and price sections, and support for Sage Estimating (Microsoft SQL version) and Eos Navigator, Eos' preconstruction and project controls management solution. □



The Bid Management System broadcasts throughout Brasfield & Gorrie's bid room so that the bid team can collaborate and see progress in real-time on bid day. The system works just as well over the internet for dispersed teams or executives who want to monitor a project bid.

About Brasfield & Gorrie General Contractors:

Brasfield & Gorrie is a regional general contractor and a Forbes 500 company. With offices located in Birmingham, Atlanta, Nashville, Orlando, Jacksonville, and Raleigh, they provide construction, design-build, and construction management services for a wide range of projects in the Southeast, including healthcare, multi-story office, institutional, retail, parking decks, industrial plants, bulk storage, and water and wastewater treatment.

ENR ranks Brasfield & Gorrie 28th among the nation's Top 400 Contractors based on annual contract awards of more than \$1.6 billion. In addition, Modern Healthcare ranks the firm as the number one Healthcare general contractor in the nation.

About Eos Group, Inc.:

Eos Group focuses on enterprise cost estimating and helps engineering and construction firms design, develop, and implement packaged and custom estimating solutions.

For more than a decade, Eos Group has built relationships with trusted names in the industry by focusing on the integration of systems and processes within each organization. With a combination of unique products and some of the top consultants in the industry, Eos Group assists companies with the implementation of enterprise systems that couple historical cost data with a standardized approach to produce accurate, defensible estimates.