

RedTeam on the Road

Learn, Lead,
Build, Transform

Orlando, May 9



Artificial Intelligence Demystified

RedTeam on the Road

Orlando

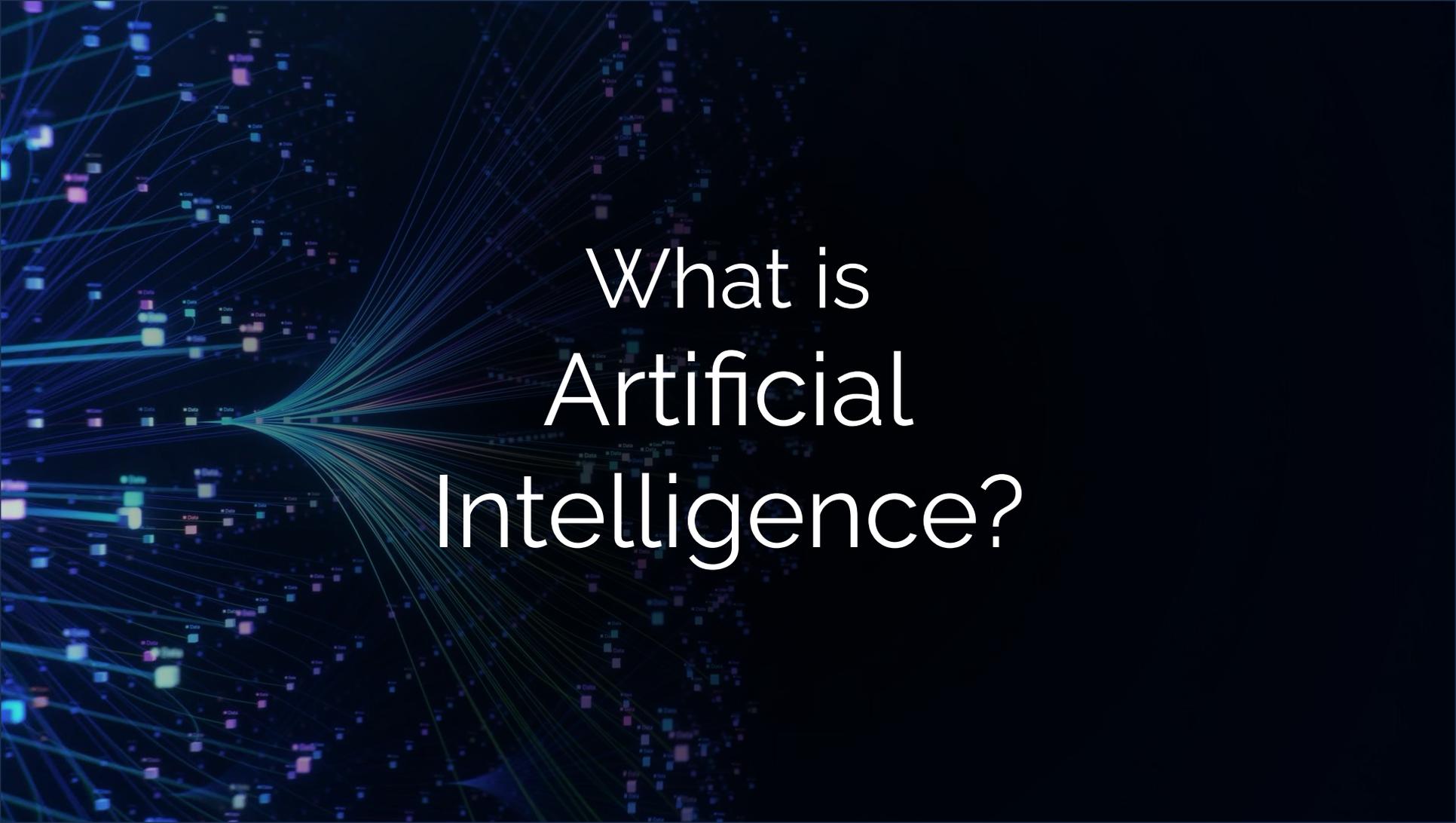
May 9th, 2024

Hugh Seaton

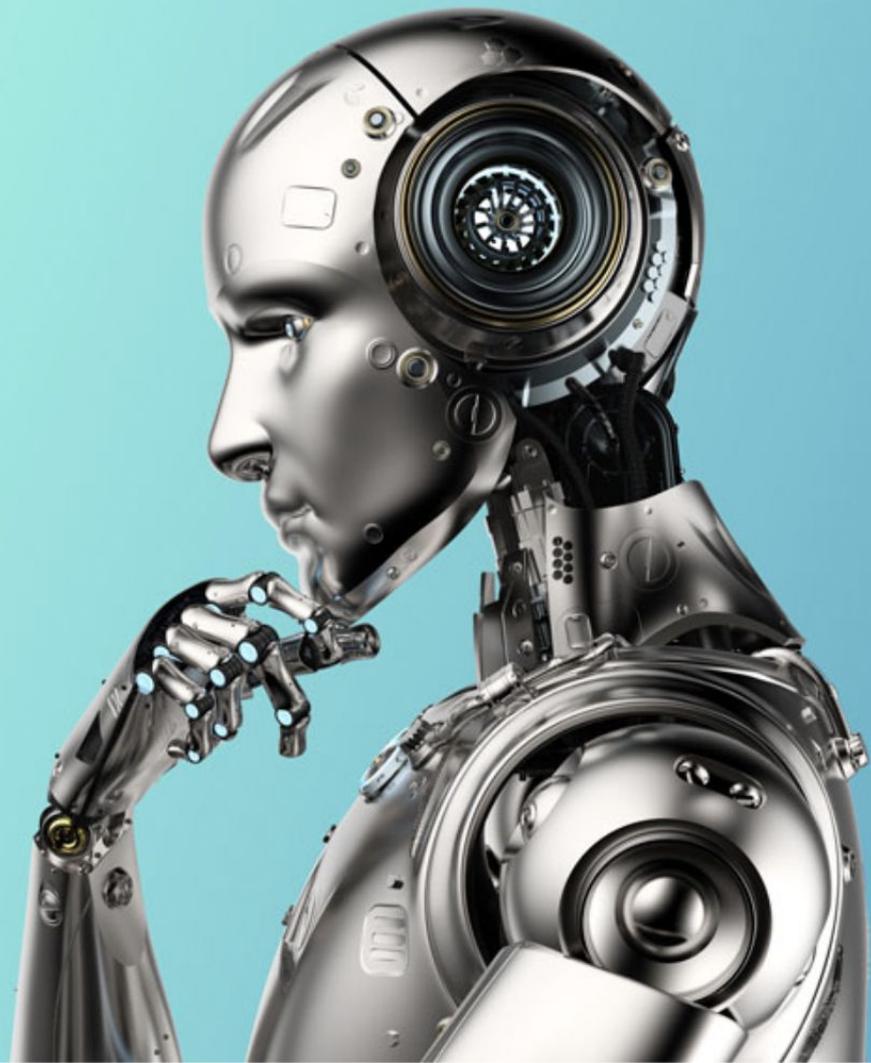


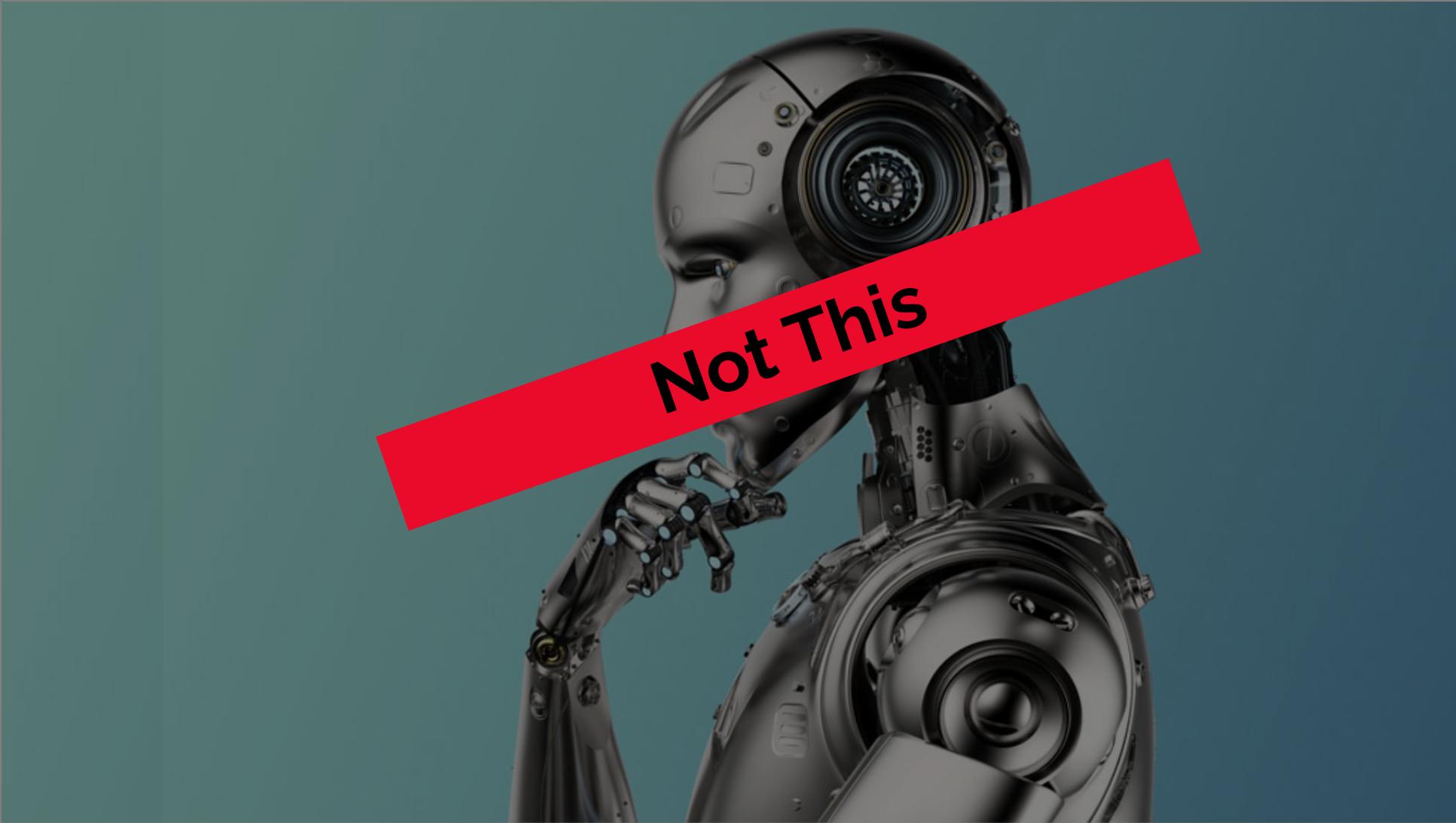
- CEO, **The Link.ai**
- GM, **Construction Specifications Institute**
- Host, **Constructed Futures Podcast**
- Host, **AI in Construction** Webinar Series
- Author, **The Construction Technology Handbook** (*Wiley 2021*)
- Author, **AI in Construction** (*Taylor & Francis, 2025*)





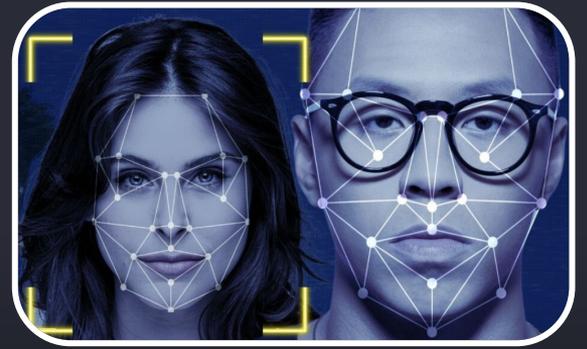
What is Artificial Intelligence?





Not This

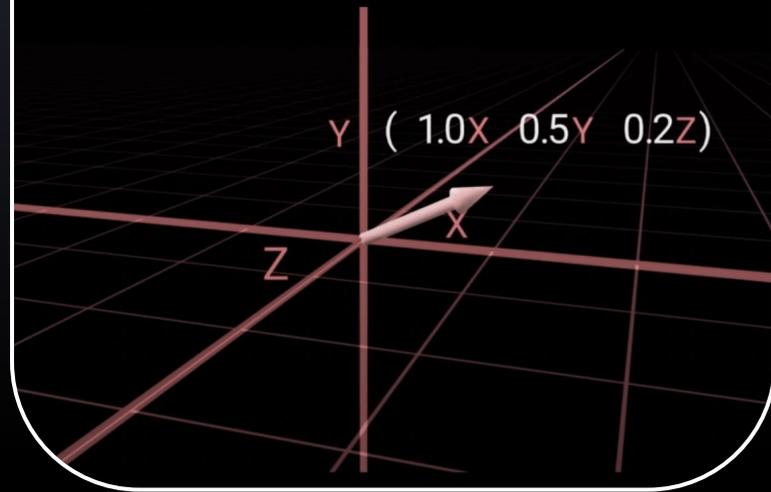
AI is software
that can do unique things
without explicit programming

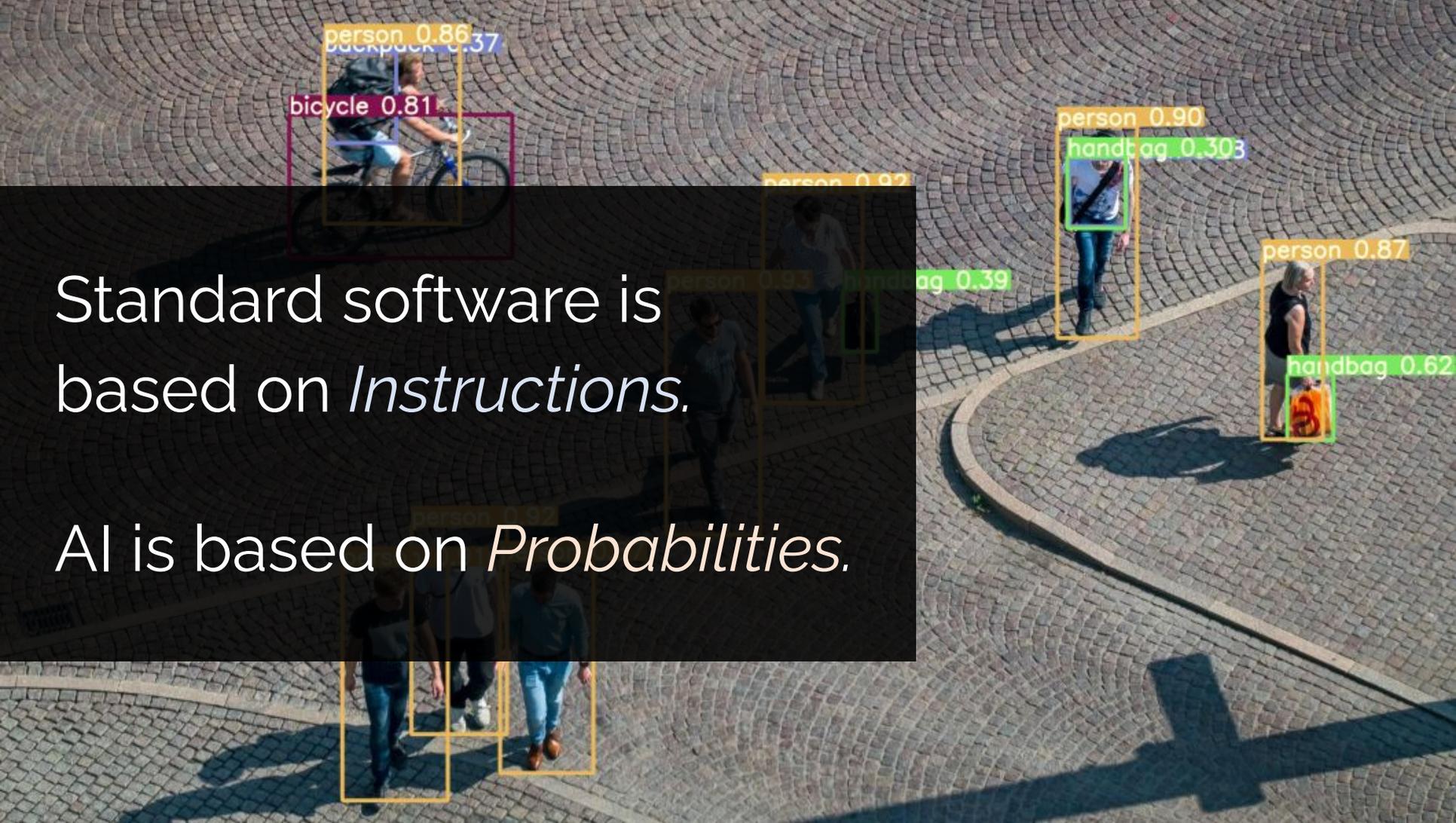


AI is math, not magic

$$\begin{pmatrix} 1.4xX & 0.2xY & -0.2xZ \\ 0.2yX & 0.5yY & 0.2yZ \\ -0.2zX & 0.2zY & 0.5zZ \end{pmatrix}$$

$$(1.0X \ 0.5Y \ 0.2Z)$$





person 0.86
backpack 0.37

bicycle 0.81

person 0.92

person 0.90

handbag 0.303

handbag 0.39

person 0.87

handbag 0.62

Standard software is based on *Instructions*.

AI is based on *Probabilities*.

Probability means risks

- AI responses can vary
- Software is built to manage this

- AI is not a silver bullet—good for some things, not for others



Ai is not just one technology

Two types of AI

Deep Learning

2011 to present

- Machine learning
- Tons of Labeled Data
- Classification

Generative AI

Nov. 2022 to present

- Transformers
- Documents, knowledge
- ChatGPT & LLMs

Deep Learning vs. Generative AI

- **Deep Learning** turns *Data* into *Information*
 - That photo is a dog
 - That email is spam
- **Generative AI** turns *Knowledge* into *Wisdom*
 - Surveying, summarizing pre-existing content and knowledge
 - Enabling better decisions
 - Making its own decisions

Why this distinction matters

Deep Learning has been around for over a decade

Lots of hype, limited impact:

- Few companies have enough good data
- Most applications powered something else – limited user interface

Risks:

- Data quality, quantity and problem size

Why this distinction matters

Generative AI is new

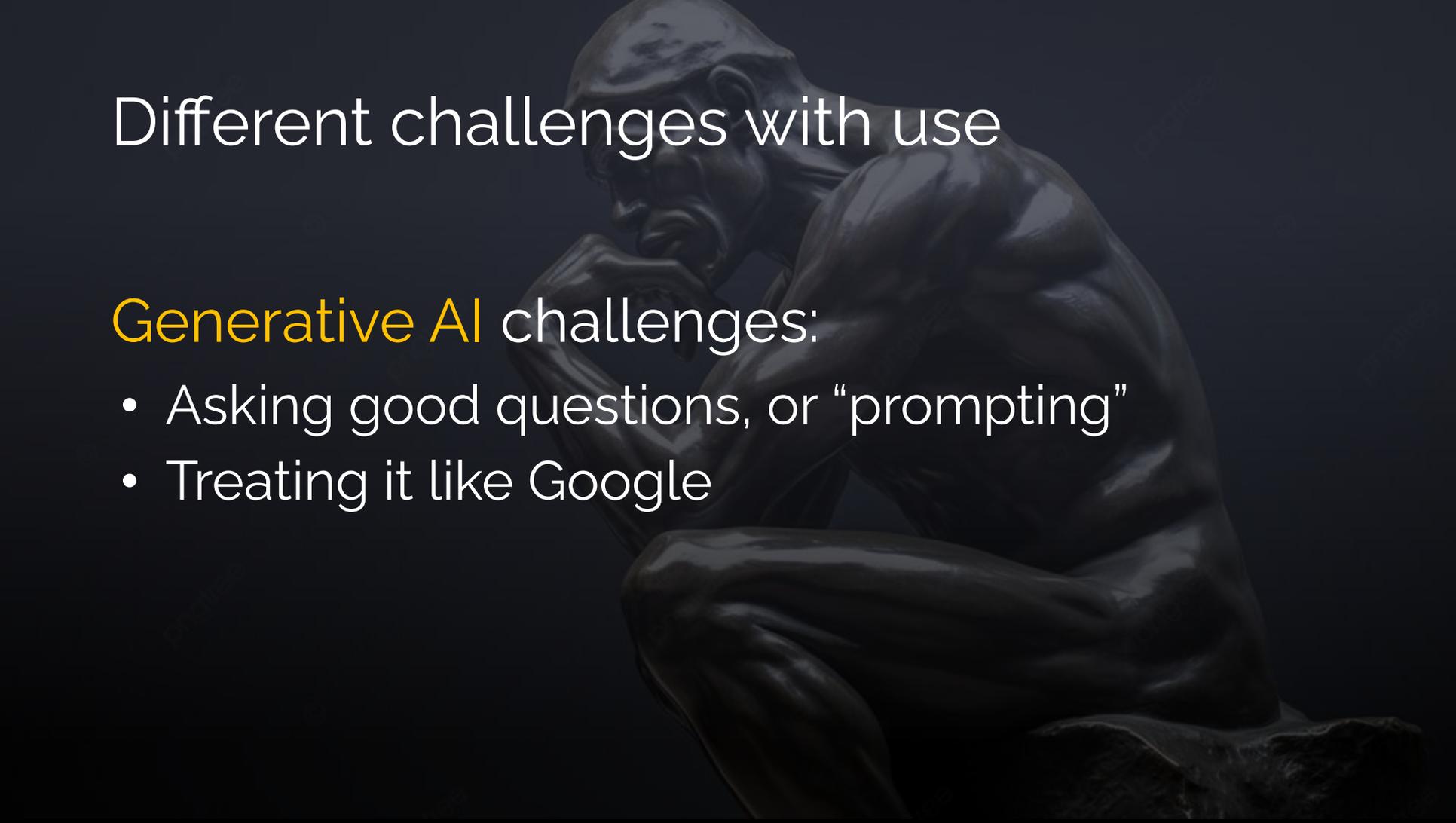
Lots of hype, significant impact:

- Data is not the key input – *knowledge is*
- Users are directly interacting with GenAI

Risk:

- Trusting before it's ready

Different challenges with use



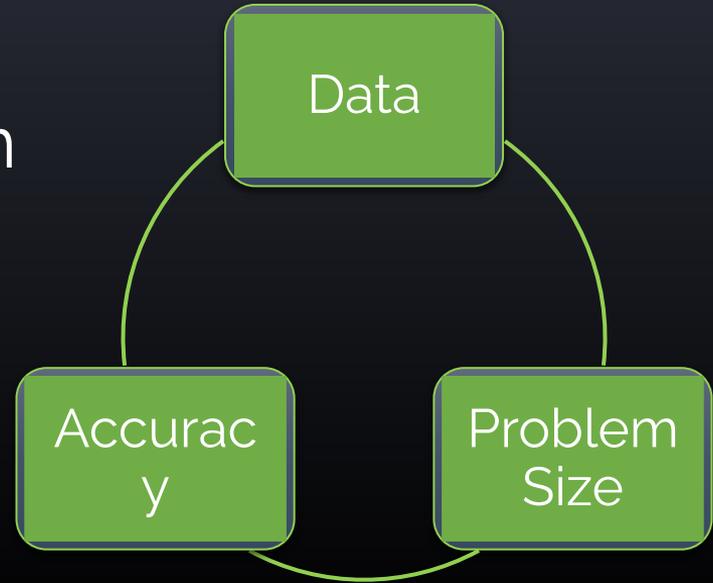
Generative AI challenges:

- Asking good questions, or “prompting”
- Treating it like Google

Different challenges with use

Deep Learning challenges:

- Smallest possible problem
- Lowest possible accuracy
- Most possible data

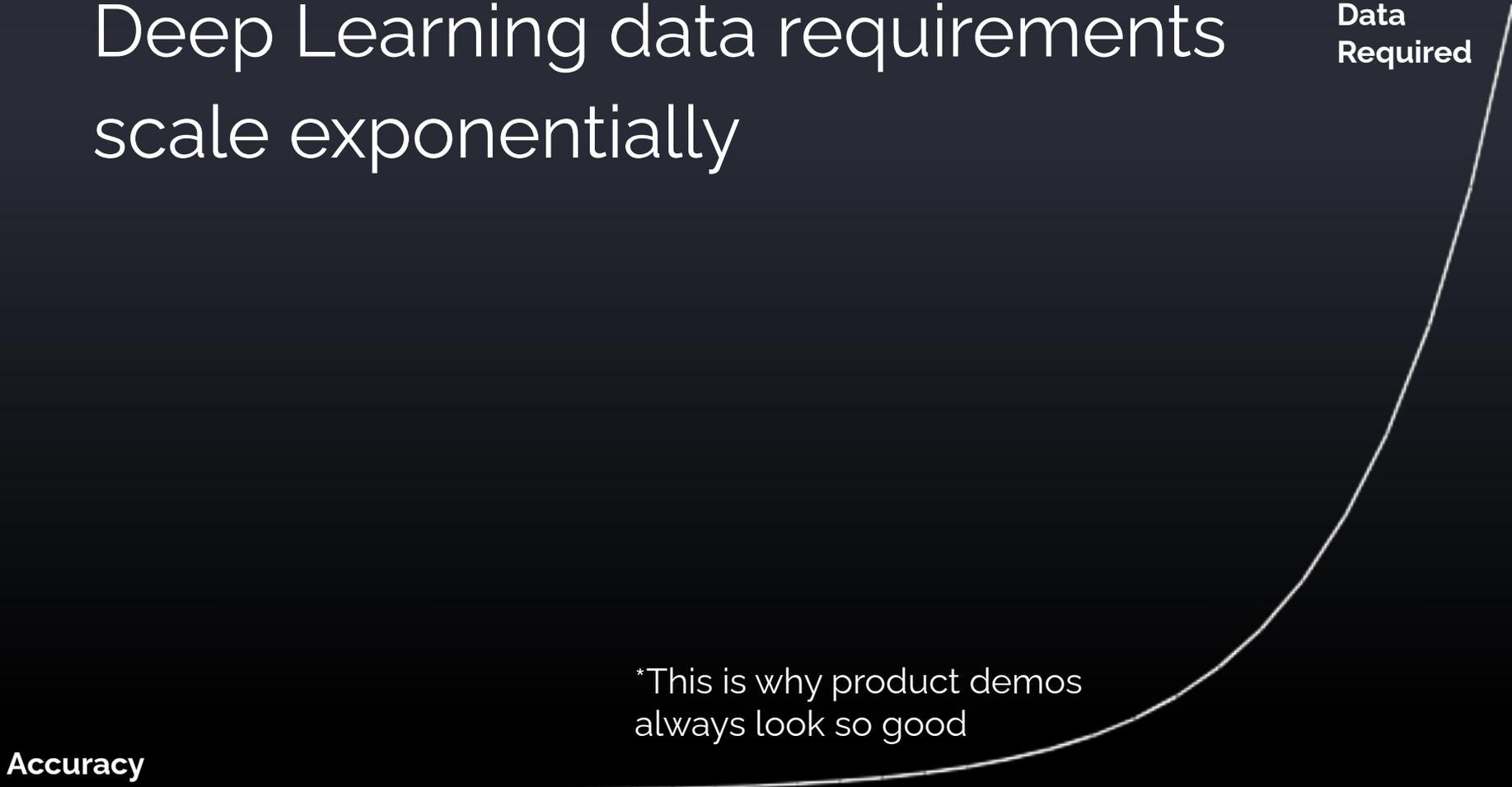


Deep Learning data requirements scale exponentially

Data
Required

*This is why product demos
always look so good

Accuracy



Trusting AI

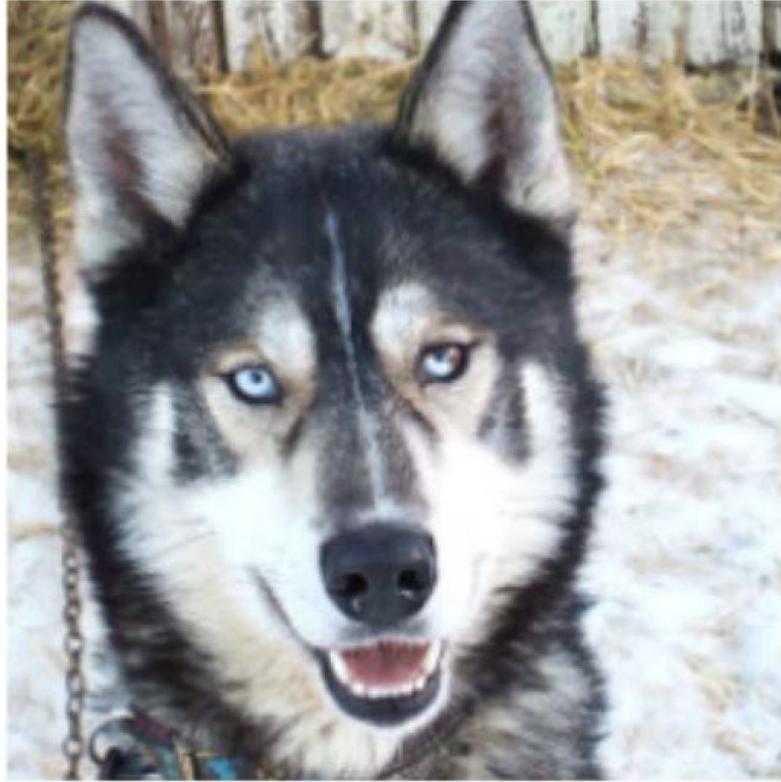
AI doesn't fail like a human would

AI is not a “silicon brain”

- We all have a **“theory of mind”** for how other human brains might work
- This fails us with AI
- Results that come from AI do not emerge the way they do in humans

Bottom up vs. top down

- In 2017 researchers built an image recognizer
- It confused huskies with wolves
- A human would assume because they look alike



Key takeaway:
Always have a human in the loop

AI and project delivery

2024 is already moving fast

- Agents: AI that can string together actions to produce end results
- Imagine replacing a bundle of tasks you might give junior staff, or an intern
- If the intern was a genius with zero people skills...

How can GenAI help?

- **No more blank sheets of paper**
 - Jump start thought process
 - Increase output
- **Minimize tedious search & summarizing**
 - Specifications
 - RFIs/Change Orders
 - Communications – who said what, and what did that mean
 - Lessons learned

You

what inspections are needed for concrete?

SpecGPT

For concrete, the required inspections include:

1. Steel reinforcement placement.
2. Headed bolts and studs.
3. Verification of use of required design mixture.
4. Concrete placement, including conveying and depositing.
5. Curing procedures and maintenance of curing temperature.
6. Verification of concrete strength before removal of shores and forms from beams and slabs.

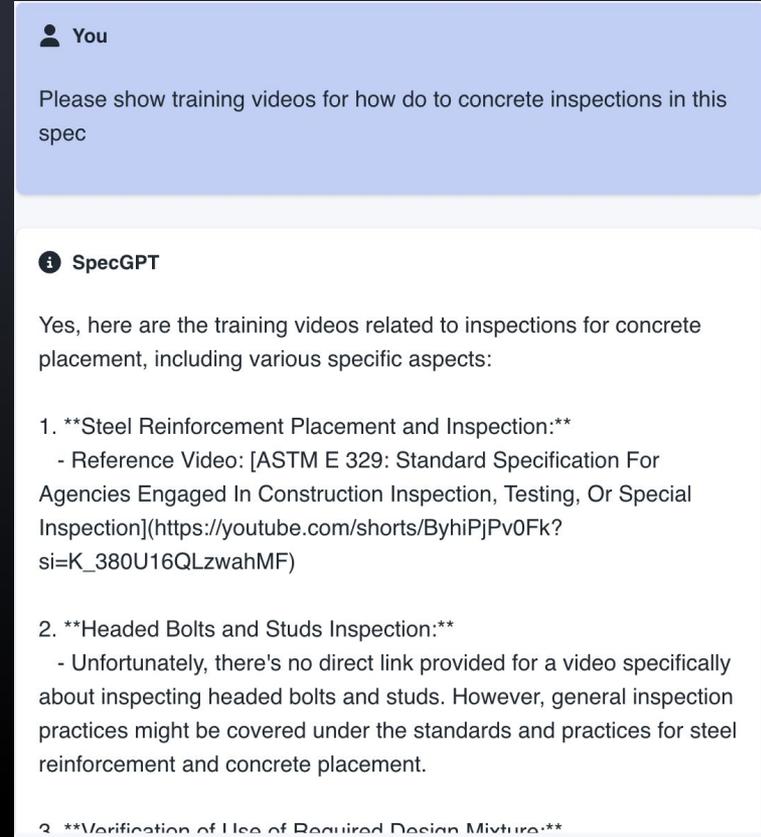
Sources 21 ^

03 3000 -HP CA...pdf	31 6329 -HP DR...pdf	03 3000 -H CA...pdf
perform field tests	2. F. If hot-weather	7. Repair re

Message

How can GenAI help?

- **Speed up Job Analysis**
 - Extract plans
 - Extract Spec information
 - Summarize it in a table *on demand*
 - "Give me window schedule" or "Give me the hardware schedule"
- **Avoid guessing about terms or requirements**
 - Help us quickly reference contract details such as how many weather days do I need to include in my schedule?
 - Are there liquidated damages?



The screenshot shows a chat interface with a light blue header for the user and a white background for the AI response. The user's message is in the blue header, and the AI's response is in the white area below. The AI response includes a list of three items, each starting with a bolded title and followed by a description and a reference video link.

You

Please show training videos for how do to concrete inspections in this spec

SpecGPT

Yes, here are the training videos related to inspections for concrete placement, including various specific aspects:

- Steel Reinforcement Placement and Inspection:**
 - Reference Video: [ASTM E 329: Standard Specification For Agencies Engaged In Construction Inspection, Testing, Or Special Inspection](https://youtube.com/shorts/ByhiPjPv0Fk?si=K_380U16QLzwahMF)
- Headed Bolts and Studs Inspection:**
 - Unfortunately, there's no direct link provided for a video specifically about inspecting headed bolts and studs. However, general inspection practices might be covered under the standards and practices for steel reinforcement and concrete placement.
- Verification of Use of Required Design Mixture:**

What if you could automate the paperwork, the repetitive tasks, the double checking information?

AI will completely change the
economics of project delivery and
the industry

Is AI coming for your job?

AI as Economic Input

Economics of Inputs is not new

- When an input cost is reduced, other entities that do similar things **lose value**
- However, when an input cost is reduced, entities that use that input **gain value**

Within the next 5 years:

Skilled trades expertise is **not** being automated

Judgement is **not** being automated

Experience is **not** being automated

In 30+ Years,
nothing has moved
anywhere near this fast

What you can do now:

- Avoid hype. Construction is still hard.
- Have someone *really* learn how to write prompts
- Check out AI in Construction Webinars (Linkedin)
- Try some lower cost GenAI products

SpecGPT



Thank You



THE LINK

Hugh Seaton

CEO, The Link

hugh.seaton@thelink.ai

How Corporate Culture, Values

and Systems Drive Performance



Jon Musselman

J Musselman Construction



Penny Seater

CEO, Habitat for Humanity



Tim Smith

CEO, Wharton-Smith

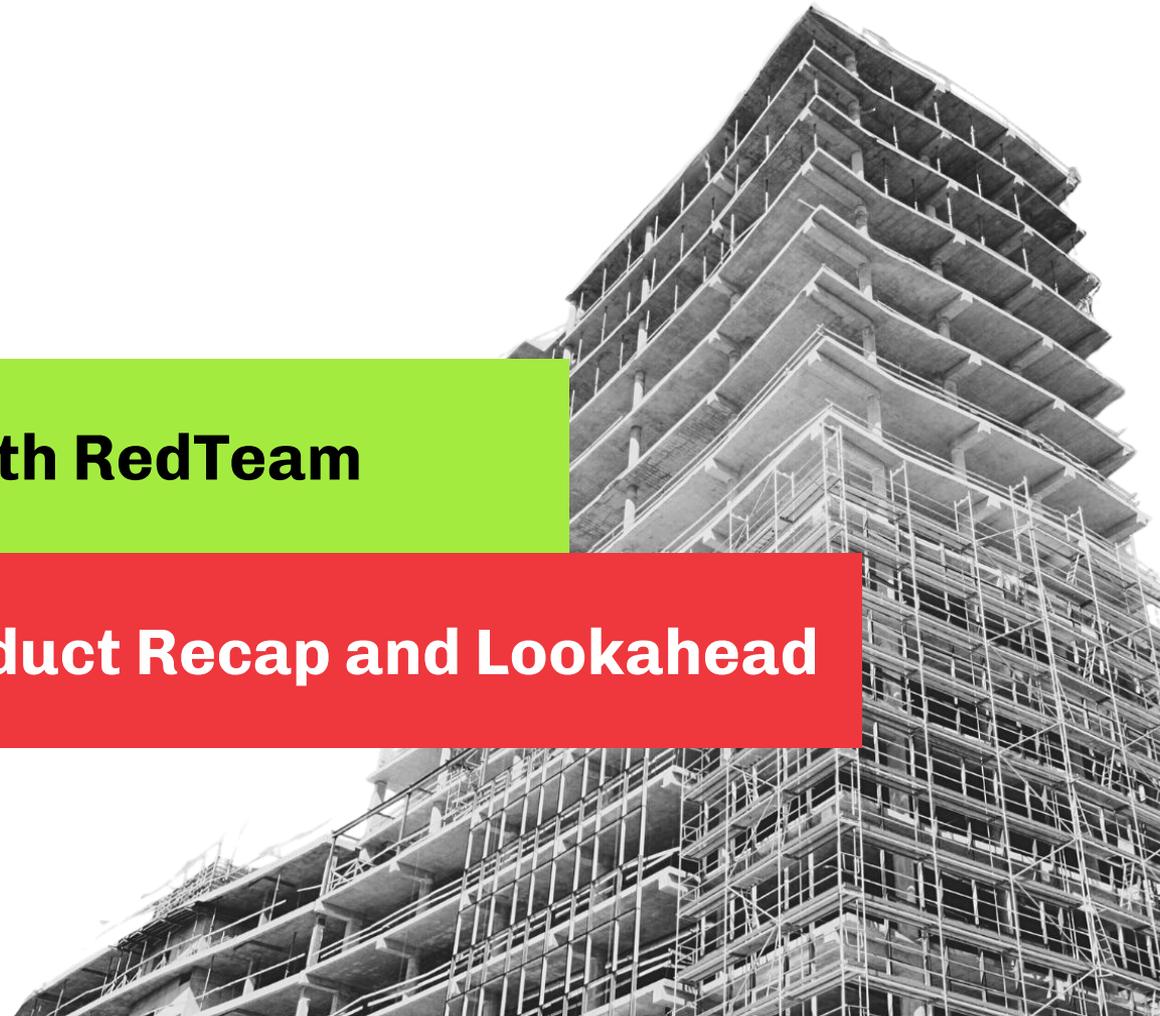




What's New with RedTeam

A Product Recap and Lookahead

Orlando | May 9, 2024





What's New with RedTeam

About the presentation

This session led by our product team will share a recap and lookahead of our product updates for RedTeam Flex, RedTeam Go, and Fieldlens by RedTeam. Get first hand details, best practices, and ask your questions during the live Q&A with the team.





Session learning objectives

After attending this session, you will...

1

Know a little more about the latest updates for our products

2

Have a high-level understanding of what's coming next for our products

3

Understand our feedback collection and roadmap-planning process



This is RedTeam

Visit RedTeam.com for additional information

Construction is one of the world's most challenging industries. We get it, because we've been there. RedTeam understands what success looks like every step of the way. That's why we're focused on the entire project team from the office to the field. Your job will never be easy, but having maximum control over schedules, safety, quality and cost makes the day-to-day run better and more smoothly than ever before.

That's total project control. That's **RedTeam**.

Presenters



Jennifer Leacock

Product Manager



Nicole Chance

Product Marketing Manager, RedTeam



REDTEAM GO

RedTeam Go Concierge
Select Project

+ Add Project

Project Dashboard

Planroom >

Bidding >

Commitments >

RFIs

Submittals

Meetings

Changes >

Daily Activity >

Billing >

Project Documents

Close Out >

Reports

Email

Recent Projects

CM training	23-021
Test Project	24-014
101 Diner 1	21-011
test 123456	
Donna Owner Contract 3/13	24-013
Roshan	24-015
Valley Ridge Road	23-099
1300 Atlas	23-010
Donna's submittals - keep	22-084

View All Projects

Overdue

5

To Do

15

Profit

Bid Day: 15%

Original Budgeted: 15%

Current Projected: 13%

Mon, April 22nd

52°

Latest enhancements in RedTeam Go

What's New?

- Owner Contracts Upgrade
- Estimate Import
- Project Export

What's Coming?

- Change Orders Upgrade
- Owner Billing Optimization



Owner Contracts upgrade

RedTeam Go Concierge
Wrigley Field Addition

Dashboard Projects Contacts Accounting System Account SA

Owner Contracts

Sign & Send Request Signature Print Reset to Default Cancel

Owner Contract

Notes & Scope of Work Enumerated Drawings Addenda Specifications Exclusions and Qualifications Page Break Signatures Add Blank Section

Contract for Services between Owner and Contractor

AGREEMENT made as of the 1st day of December in the year 2023

BETWEEN the **Owner LLC**
 Owner: 123 main street
 kissimmee, FL 34741 Print Date: 12/01/2023

and the Contractor: **RedTeam Go Concierge**
 295 Mainstream Drive Entity 1
 Nashville, TN 37204

for the following **Project:** **Wrigley Field Addition**
 123 William Street
 New York, NY 10038

The Architect: **Architecturally**
 123 Anywhere Road
 Nashville, TN 32783

The Owner and Contractor agree as follows.

ARTICLE 1 THE CONTRACT DOCUMENTS

Search Data Fields

Edit Section Reset Default

Architect Last Name
 Architect Mobile Phone
 Architect Office Phone
 Architect State
 Architect State Code
 Architect Zip Code
 Construction Type
 Contractor License
 Days Commencement
 Days Commencement in Words
 Engineer Company
 GC Company Address
 GC Company City
 GC Company County
 GC Company Fax

Styles Normal Font Size

ARTICLE 1 THE CONTRACT DOCUMENTS

The Contract Documents consist of this Agreement, Drawings, Specifications, Addenda issued prior to execution of this Agreement, other documents listed in this Agreement and Modifications issued after execution of this Agreement, all of which form the Contract, and are as fully a part of the Contract as if attached to this Agreement or repeated herein. The Contract represents the entire and integrated agreement between the parties hereto and supersedes prior negotiations, representations or agreements, either written or oral. If anything in the other Contract Documents, other than a Modification, is inconsistent with this Agreement, this Agreement shall govern.

[GC COMPANY NAME WILL APPEAR HERE]
 [GC COMPANY ADDRESS WILL APPEAR HERE]
 [CONTRACTOR LICENSE WILL APPEAR HERE]

- Eliminates the need to contact support when you need contracts created or updated
- New UI/UX for maintaining contracts
- Option to request owner signature before you sign
- Unlimited signature sections
- Use data fields to automatically pull in information
- Embedded attachments
- Saves time, increases efficiency, reduces the likelihood of manual errors

- Allows you to work on your estimate where you want and simply load it into RedTeam Go when you're ready
- Error handling right on screen
- Ability to overwrite an existing estimate or preserve cost items associated with subcontractor bids
- Streamlines your estimating so you can start using RedTeam Go's powerful bidding tools right away

Welcome to the Estimate Importer!
Follow these steps for a smooth process:

Step 1 of 3: Upload Spreadsheet

- Download the template and paste your project estimate into the 5 columns in the provided order:
Cost Code, Description, Unit, Qty, Unit \$
- You can modify and use your own spreadsheet, but the first 5 columns must match the items above for the import to succeed
- Choose if you would like to replace all cost items or if you would like to retain any items that have Subcontractor Quotes affiliated

Download our Excel template to help make your import easy

[Download Template](#)

Select Import Option

- Overwrite All Existing Cost Items
- Overwrite All Existing Cost Items
- Preserve Cost Items with Subcontractor Bids

Step 2 of 3: Correct Errors (17) Estimate Import - 2 was created with 16 Division Set

The following Items could not be imported, please review the Error Messages and correct missing information, delete duplicates or match any cost items that are not in your database to existing Cost Codes to complete the import. If there are more than 20 Errors, additional codes will load on screen as these are resolved. [Click to expand for more help managing Import Errors](#)

<input type="checkbox"/>	Cost Code	Cost Description	Unit	Qty	Unit \$	Error Message	Deleted Items <input type="checkbox"/> Delete Checked
<input type="checkbox"/>		Metals	LS	1.00	5000.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>	01-061.L General Costs	Handrails & Railing	LS	1.00	25000.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>	01-062.L Builders Risk Insurance	Specialties	LS	1.00	10000.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>	01-064.OH PASKR Fees	General Conditions	LS	1.00	10000.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>	01-065.L Fee	Contingency	LS	1.00	50000.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>	01-065.M Fee	Storefronts Glass & Glazing	LS	1.00	17500.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>		Stone	Tons	3.00	500.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>		Masonry Material	LS	0.00	0.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>		Masonry Sand	Tons	0.00	0.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>		Masonry Material	LS	0.00	0.00	Invalid Cost Code	<input type="checkbox"/>
<input type="checkbox"/>		Masonry Sand	Tons	0.00	0.00	Invalid Cost Code	<input type="checkbox"/>

REDTEAM GO Project Export

REDTEAM GO

Bridges Naples Project: Main Menu

[Return to Menu](#)

Project Reports	Project Document	Message Center
Logs/Submittals	Addenda	AccountingIntegrations
Status Report	ASIs	Bid Correspondence
Submittal Log (Detailed)	Bid Quotes	Change Orders
Submittal Log (Open)	Change Orders	Contracts
Submittal Log (Overdue)	Contracts	Inbox
Transmittal Log	Daily Logs	Lien Releases
Accounting/Billing	Drawings	Pay Applications
Subcontractor Billing (Summary)	Lien Releases	PCOS
Logs/Punchlist	Misc Documents	Project Minutes
Punchlist by Item	Pay Applications	Purchase Orders
Punchlist By Room Number	Permits	
Punchlist by Subcontractor (All)	Photos	
Punchlist by Subcontractor (Open)	Project Minutes	
Accounting/	Punchlist	
Contract Breakdown	Required Documents	
Job Setup	RFIs	
Labor Variance Report	Safety Reports	
Project Profit/Loss	Schedules	
Signature Summary	Specifications	
Tax Report	Submittals	
Logs/Project Team	Testing Reports	
Contact Team Export	Transmittals	
Project Team List	Warranty Letters	
To Do Report		

Before

After

REDTEAM GO

Project Export Full Test: Main Menu

Reports	Project Documents	Correspondence
Logs/Submittals	Addenda	Bid Correspondence
Status Report	ASIs	Change Orders
Submittal Log (Detailed)	Bid Quotes	Contracts
Submittal Log (Open)	Change Orders	Drawings
Submittal Log (Overdue)	Contracts	Inbox
Transmittal Log	Daily Logs	Purchase Orders
Logs/Punchlist	Drawings	RFIs
Punchlist by Item	Expenses & Field Purchase Orders with Attachments	Submittals
Punchlist By Room Number	Hand Signed Lien Waivers	
Punchlist by Subcontractor (All)	Lien Releases	
Punchlist by Subcontractor (Open)	Misc Documents	
Accounting/	Pay Applications	
Contract Breakdown	Permits	
Job Setup	Photos	
Labor Variance Report	Project Documents	
Project Profit/Loss	Project Minutes	
Signature Summary	Proposal and Attachments	

- A great tool for project closeout – add files to operation and maintenance manuals
- Includes security improvements and new code
- Automatic failure recovery
- UI/UX enhancements
- **More efficient project closeout process; streamlined experience with a more comprehensive list of project documents available for export**



Roadmap candidates for RedTeam Go

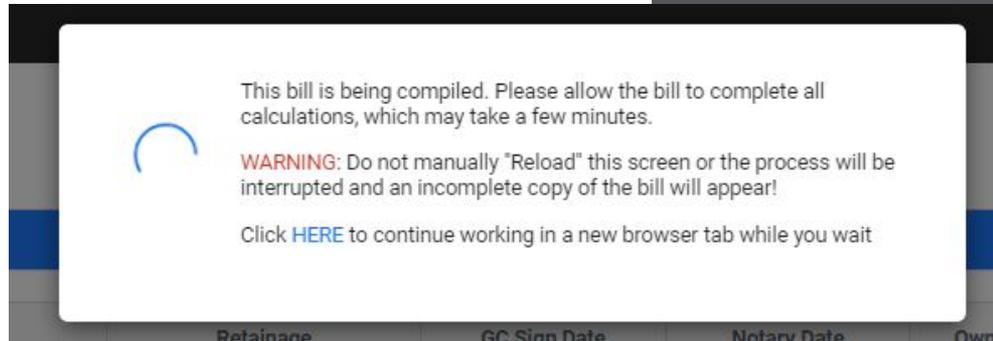
Change Orders upgrade

- “Ease-of-Use” improvements
- Change Orders additional features
- Report updates
- Additional client feedback and suggestions to be incorporated wherever possible

Owner Billing optimization

- Speed and performance enhancements
- “Ease-of-Use” improvements to make the UI more intuitive and efficient

- Roadmap updates planned based on client feedback
- **Focus on ‘Ease-of-use’ and increased efficiency**





The screenshot displays the RedTeam Flex dashboard for a user named 'RedTeam Construction Company'. The interface includes a search bar, a navigation menu on the left, and several data cards. The 'Accounts Payable' card shows a total of \$7,843,883, with \$206,455 retained and \$16,090 current. The 'Accounts Receivable' card shows a total of \$9,457,893, with \$944,885 retained and a current balance of -\$1,528. The 'Pipeline' card shows potential changes of \$604,580, bidding of \$107,485,571, and opportunities of \$12,610,000. The 'Utilization' card provides a breakdown of activity for the last 3 months and all time, including 6 companies (1,277), 15 contacts (2,087), 32 projects and changes (682), 154 plans and specs (6,598), 89 buyout commitments (2,403), 30 dialog documents (1,075), 9 customer billings (274), 20 vendor invoices (840), and 42 progress reports (1,034).

Category	Last 3 Mo	All
Companies	6	1,277
Contacts	15	2,087
Projects and Changes	32	682
Plans and Specs	154	6,598
Buyout Commitments	89	2,403
Dialog Documents	30	1,075
Customer Billings	9	274
Vendor Invoices	20	840
Progress Reports	42	1,034

Latest enhancements in RedTeam Flex

What's New?

- Estimating
- Bid Management
- Proposals
- SOV and IOR

What's Coming?

- Submittals Enhancements
- Spec Book Enhancements



Estimating

- Spreadsheet style UI/UX
- Lightning fast simultaneous cost and pricing calculations
- Streamline the estimate building process

Project: 2600002 - UCF Urgent Care Request

< Previous step Next step > Back

4. Cost Estimate

Cost Estimate

Cost Code	Description	Category	Quantity	U/M	U/C(\$)	Labor(\$)	Material(\$)	Subcontract(\$)	Equipment(\$)	Other(\$)	Total(\$)	Quotes	
>	Phase PH000 - Overall						397,000.00	6,300.00	42,500.00	0.00	0.00	445,800.00	
>	Phase PH001 - Mobilization						38,700.00	2,000.00	10,000.00	0.00	0.00	50,700.00	
>	010000	General Requirements	1.00	Lump Sum		38,700.00	0.00	0.00	0.00	0.00	38,700.00	None	
1		Project Manager	300.00	Hours	71.00	21,300.00	0.00	0.00	0.00	0.00	21,300.00		
2		Project Superintendent	300.00	Hours	58.00	17,400.00	0.00	0.00	0.00	0.00	17,400.00		
>	030000	Concrete	1.00	Lump Sum		0.00	2,000.00	10,000.00	0.00	0.00	12,000.00	None	
1		Concrete	1.00	Lump Sum	0.00	0.00	0.00	0.00	0.00	0.00	0.00		
2		Concrete Saw	1.00	Lump Sums	2,000.00	0.00	2,000.00	0.00	0.00	0.00	2,000.00		
3		Concrete Work	1.00	Lump Sums	10,000.00	0.00	0.00	10,000.00	0.00	0.00	10,000.00		
>	096000	Narrative: Furnish and install all cast-in-place concrete work including, but not limited to, footings, foundations, concrete columns, concrete beams, thickened edges, concrete pads, thickened slabs, concrete pilasters, compressible fillers, joint sealants, housekeeping pads, PCC pavement, slab-on-grade, concrete over metal deck, elevated concrete slabs, Styrofoam, concrete ramps, reinforcing steel, dowels and epoxy, grout (including structural steel base plates and elevator sills), concrete curing, formwork, chamfer strips, vapor barrier, crack joints, construction joints, expansion joints and accessories.											
1							80,000.00	0.00	0.00	0.00	2,027,775.00		
2							80,000.00	0.00	0.00	0.00	223,400.00		
>	220000						0.00	0.00	0.00	0.00	143,400.00		
>	250000						0.00	0.00	0.00	0.00	1,804,375.00		
>	2500000						2,500,000.00	0.00	0.00	0.00	2,500,020.00		
>	2500000						2,500,000.00	0.00	0.00	0.00	2,500,000.00		
>	034500	Precast Architectural Concrete	1.00	Lump Sum		0.00	20.00	0.00	0.00	0.00	20.00	None	
>	Phase PH004 - Top Out						0.00	0.00	504,080.00	0.00	0.00	504,080.00	

Buyout Item Profile

Show on Proposal

Variable Item Quantity



Bid Management

- New bid packages allow you to invite subcontractors to bid on several cost codes at once
- **Coming soon:** Collaborative bid form to see changes in real-time
- Tools for quick communication during the bidding process
- **Build bid packages and use bid leveling to automatically update the cost and pricing calculations in the bid package and the estimate simultaneously**
- Multiple team members can work on the estimate at the same time

Project: 1290021 - Bid Packages Testing Request Previous step

4. Cost Estimate

Bid Package: Sitework

Cost Code	Description	Category	Quantity	U/M	U/C(\$)	Estimate	And Site	American D	John Mini	B&H Contra	Diversifie	Boca Concr	Hills Conc
> 2800.000	Landscaping		0.00	Lump Sum		0.00			15,000.00		0.00		
∨ 024100	Demolition		1.00	Lump Sum		9,100.00	8,000.00				13,762.96		
1	Debris fencing	Material	1,000.00	Lineal Feet	3.00	3,000.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Dedicated Dumpster	Material	2.00	Lump Sum	2,000.00	4,000.00	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3	Final Cleanup	Subcontract	1.00	Lump Sum	2,100.00	2,100.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
+													
∨ 025600	Site Containment		1.00	Lump Sum		0.00	10,000.00				0.00		
1	Containment Berm	Material	1.00	Lump Sum	0.00	0.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2	Covering and weather protection	Subcontract	1.00	Lump Sum	0.00	0.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
+													
∨ 030000	Concrete		1.00	Lump Sum		90,080.00	102,000.00			89,000.00	136,237.14	87,650.00	115,400.00
1	Surveying	Subcontract	1.00	Lump Sum	3,000.00	3,000.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
2	Excavation and Grading	Subcontract	1.00	Lump Sum	25,400.00	25,400.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
3	Site Utilities	Material	6.00	Months	800.00	4,800.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4	Concrete and Paving	Subcontract	1.00	Lump Sum	56,880.00	56,880.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
+													
∨ 311000	Site Clearing		0.00	Lump Sum		0.00	6,500.00				0.00		
1	Land clearing	Subcontract	0.00	Lump Sum	0.00	0.00	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
+													

Notes:

	Draft	RFQ Not Sent	Draft	Draft	Draft	Draft	Draft
Quote Amount:	99,180.00	126,500.00	15,000.00	89,000.00	150,000.00	87,650.00	115,400.00
Add Excluded Items:		4,000.00	99,180.00	9,100.00	0.00	13,900.00	13,900.00
Subtract Extra Items:		0.00	0.00	0.00	0.00	0.00	0.00
Should Cost Comparison:	99,180.00	130,500.00	114,180.00	98,100.00	150,000.00	101,550.00	129,300.00

DRAFT

NEGOTIATED PRICING DETAILS



Select Building Systems dba Training2 Construction
Legal name

Cost of the Work 3 ← SOV Type

10630	Portable Partitions	
	Portable Partitions	M-Jc02
1055-11 18	Utility Fitting,F&I,DI/CI,Cap/Pig,8-19.9"	
	Utility Fitting,F&I,DI/CI,Cap/Pig,8-19.9"	Subcontract-S
PH1 - phase1		
15400	Plumbing	
	Plumbing	cat262520
PH2 - phase2 ← Phase		
1050-11 21	Utility Pipe, Adjust/Mod,5-7.9"	
	Utility Pipe, Adjust/Mod,5-7.9"	Labor PE
1050-11 4	Utility Pipe, F&I,Pvc,Water/Sewer,5-7.9"	
	Utility Pipe, F&I,Pvc,Water/Sewer,5-7.9"	Other



Houston Division - Change

BID PACKAGE: PHASE 2: INSTALLATION

Page 2 of 3

Project: 1010009 - Miami Seaquarium Area Development
Document: 1010009

Date: 10/11/2023

Phase 2 - Installation						
Cost Code	Description	Affordable Constru	Bomel Constructio	Builders Boost	Green Builders	Betterbuddy Contr
16050	Basic Electrical Materials And Methods			8,000.00	9,246.31	
	Basic Electrical Materials			8,000.00		
	Basic Electrical Methods		✓	✓	✓	
16200	Electrical Power	800.00	900.00	800.00	1,017.09	2,000.00
	Electrical Power			800.00		
	Wiring	✓		✓	✓	
	Conduits		✓	✓		✓
16300	Transmission And Distribution	1,800.00	1,300.00	1,000.00	1,849.26	
	Transmission			1,000.00		
	Distribution	✓		✓	✓	
17100	Plumbing	4,500.00	4,300.00	4,000.00	5,547.78	8,000.00
	Plumbing			4,000.00		
	Materials	✓	✓	✓	✓	✓
17300	Fire Protection Piping	10,000.00	12,000.00	10,000.00	11,095.56	9,000.00
	Fire Protection Piping			10,000.00		
	Substations	✓	✓	✓	✓	✓
17500	Heat-Generation Equipment	800.00	1,000.00	800.00	1,017.09	2,000.00
	Heat-Generation Equipment			800.00		
	Electrical Panel	✓		✓	✓	
	Conduits		✓	✓		✓

- Back end improvements to enhance your proposal forms
- Use data fields to automatically pull in information
- Updated attachments available for CM projects: Negotiated Pricing Summary and Negotiated Pricing Details
- **Coming Soon:** New attachments available for all projects: Bid Leveling Output for greater transparency

Schedule of Values and Indicated Outcome Report

- New SOV Types let you control what's shared with your client
- Separate your General Conditions SOV items from your Cost of Work items
- Use the IOR report to share progress with your client
- Quickly see Savings and Loss by cost code and track your profit

Edit Schedule Of Values Save Back

Edit SOV item

Type: *

Description of Work: *

Scheduled Value (\$): *

Cost Code(s):

INDICATED OUTCOME REPORT

Date: 05/08/2024

 **Orlando Construction Company**
Powered by RedTeam

Project: 2570004 - Winter Park Hotel (CMAR)

#	Description of Work	Cost Code(s)	Customer's Contract Value					Contractor's Estimate at Complete					Savings/(Loss) (\$)	Notes	
			Original (\$)	CO's (\$)	Adj's (\$)	Current (\$)	PCO's (\$)	EAC (\$)	Actuals (\$)	Open (\$)	At Risk (\$)	Contingency (\$)			EAC (\$)
Cost of the Work															
1	024100 - Demolition	024100	576,622.30	0.00	0.00	576,622.30	0.00	576,622.30	0.00	0.00	576,622.30	0.00	576,622.30	0.00	
2	030000 - Concrete	030000	2,512,000.00	0.00	0.00	2,512,000.00	0.00	2,512,000.00	30,000.00	24,250.00	2,512,000.00	0.00	2,566,250.00	(54,250.00)	
3	034100 - Precast Structural Concrete	034100	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
4	034500 - Precast Architectural Concrete	034500	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
5	074000 - Roofing and Siding Panels	074000	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
6	075000 - Membrane Roofing	075000	250,080.00	0.00	0.00	250,080.00	0.00	250,080.00	0.00	0.00	250,080.00	0.00	250,080.00	0.00	
7	077000 - Roof and Wall Specialties and	077000	254,000.00	0.00	0.00	254,000.00	0.00	254,000.00	0.00	0.00	254,000.00	0.00	254,000.00	0.00	
8	096000 - Flooring	096000	303,400.00	0.00	0.00	303,400.00	0.00	303,400.00	0.00	0.00	303,400.00	0.00	303,400.00	0.00	
9	220000 - Plumbing	220000	3,616,550.00	0.00	0.00	3,616,550.00	0.00	3,616,550.00	0.00	0.00	3,616,550.00	0.00	3,616,550.00	0.00	
10	230100 - Operation and Maintenance of HVAC Systems	230100	45,000.00	0.00	0.00	45,000.00	0.00	45,000.00	0.00	0.00	45,000.00	0.00	45,000.00	0.00	
11	230500 - Common Work Results for HVAC	230500	1,040,000.00	0.00	0.00	1,040,000.00	0.00	1,040,000.00	0.00	0.00	1,040,000.00	0.00	1,040,000.00	0.00	
12	260000 - Electrical	260000	2,113,447.70	0.00	0.00	2,113,447.70	0.00	2,113,447.70	0.00	0.00	2,113,447.70	0.00	2,113,447.70	0.00	
13	7099 - Drywall	7099	95,600.00	0.00	0.00	95,600.00	0.00	95,600.00	0.00	0.00	95,600.00	0.00	95,600.00	0.00	
General Conditions															
14	010000 - General Conditions		203,300.00	0.00	0.00	203,300.00	0.00	203,300.00	0.00	0.00	0.00	0.00	0.00	203,300.00	
Overhead and Profit															
15	Overhead		501,000.00	0.00	0.00	501,000.00	0.00	501,000.00	0.00	501,000.00	0.00	0.00	501,000.00	0.00	
16	Profit		200,000.00	0.00	0.00	200,000.00	0.00	200,000.00	0.00	200,000.00	0.00	0.00	200,000.00	0.00	
			11,711,000.00	0.00		11,711,000.00	0.00	11,711,000.00	30,000.00			0.00	11,561,950.00		



Roadmap candidates for RedTeam Flex

Submittals enhancements

- Submittals from Spec Book
- Submittals from Vendors
- Submittal Reminders
- Ball-In-Court
- Approver Portal

Spec Book enhancements

- Distinct section for Spec Book management
- Splitting Spec Book

- Roadmap updates planned based on client feedback
 - Focus on 'Ease-of-use' and increased efficiency, along with continued focus on risk reduction



**Ditch Your Notepad.
Just Walk & Post.**

Document every conversation,
assignments & decision.



[Sign Up](#)

[Log In](#)

Fieldlens by RedTeam

What's New?

- New Mobile Application is out now!
- A whole new mobile app for Fieldlens, with updated technology for a seamless work between web and mobile
- Optimized processes to enhance speed & faster response times
- Standard UI between iOS and Android
- Markup functionality now expanded on the mobile platform to match the web version

The classic Fieldlens mobile app will not be updated with new features and enhancements. Please download the new app in Google Play or the Apple App Store.

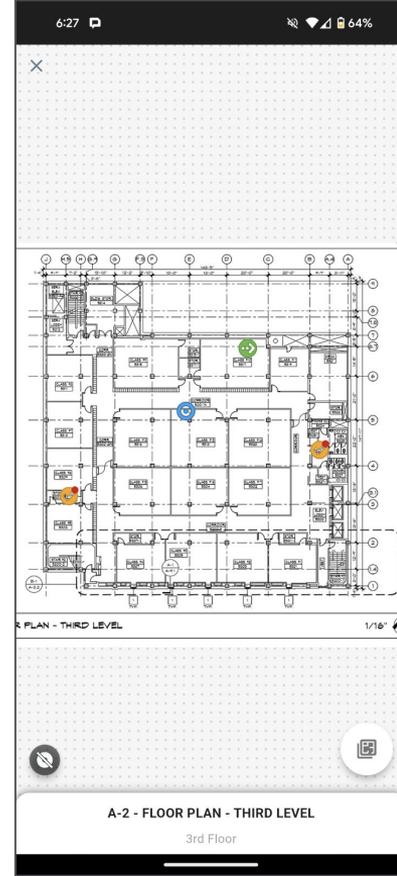
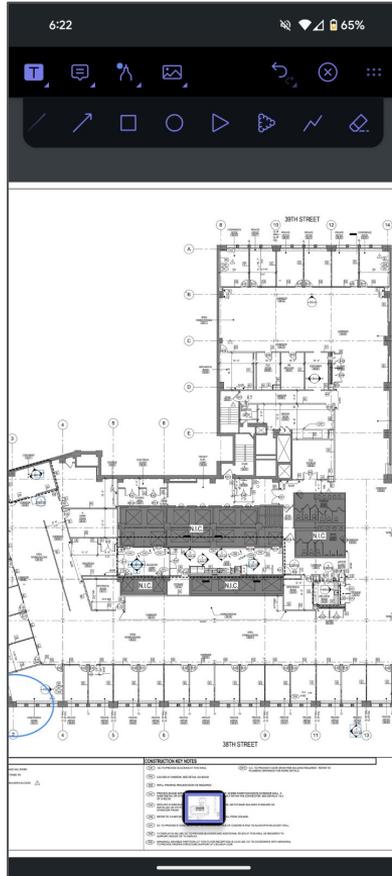
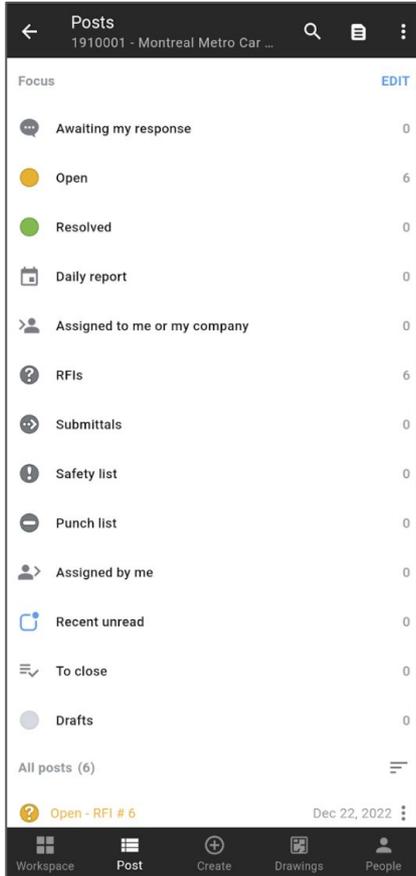


[Android](#)



[Apple](#)

Fieldlens Mobile App





Feedback and suggestions

Your feedback matters

- How do we collect feedback
- How do we make decisions for the roadmap
- Who should you contact?



Suggestion list

- Quick fixes
- Added to feature updates



Technical updates and maintenance



Surveys



Client Experience

- Client management
- Service
- Sales



Roadmap

Thank You!

Questions?

Jennifer Leacock

Product Manager



[/jennleacock/](https://www.linkedin.com/in/jennleacock/)

Nicole Chance

Product Marketing Manager



[/nicole-chance-cook/](https://www.linkedin.com/in/nicole-chance-cook/)

Survey



Lump-Sum vs. Negotiated

Construction Contracts





Lump Sum vs. Negotiated Construction Contracts

Vendor relationship management

There are benefits and challenges to hard bidding a job and negotiating a contract with clients. Learn why you'd want to negotiate a job versus why you'd want to hard-bid a job.



Session learning objectives

After attending this session, you will...

- 1 After attending this session, you'll understand the difference between Hard-Bid and Negotiated Work
- 2 You'll walk away with the knowledge why a General Contractor would choose to hard-bid a job
- 3 You'll gain an understanding of why a General Contractor would choose to Negotiate a contract
- 4 You'll gain best practices for how to leverage construction management software to successfully execute on different delivery methods and contract types



About me

10 years of commercial construction experience

In the following type of construction

- Industrial Construction
- Medical Facilities
- Ground-up and renovations

Focusing on the following areas

- Design-Build & Turnkey Construction
- Budget Management
- Contract Compliance

Experience with the following commonly used applications

- RedTeam Flex
- Procore Technologies
- Sage 300 CRE
- Sage Paperless
- Textura TPM

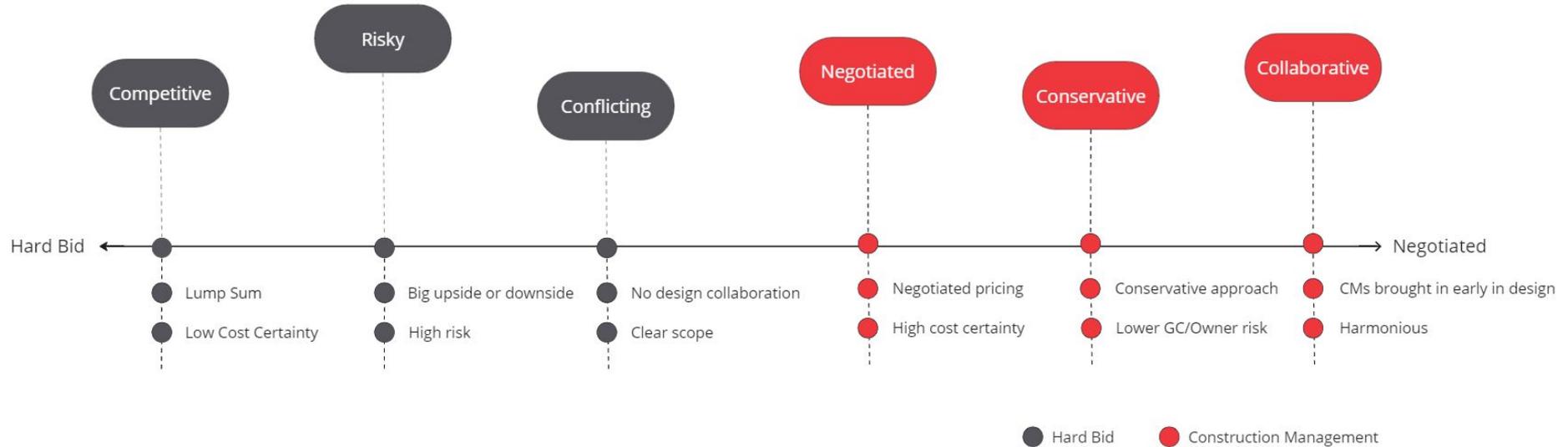
Cinthia Gil

Sr. Industry Specialist





Hard Bid vs. Negotiated





Negotiated contracts

Advantages

- There is more control of the outcome, less change orders
- Highly collaborative
- Construction time is reduced
- Opportunity for value engineering input, reducing overall cost



Ways to promote timely completion of a job

Negotiated Contracts

- Order long lead items ahead of construction commencement
- Collaborate with key subcontractors during preliminary design phase
- Develop a preliminary construction schedule



Construction Management vs. Construction Management at Risk (CMAR)

Construction Management

CM is hired by the Owner as an advisor during all phases of the project.

CM acts as the Owner's Representative.

One contract between the CM and the Owner.

CM is not the General Contractor during construction.

CM is not responsible for project exceeding the budget or the schedule not being met by the General Contractor.

Construction Management at Risk

CM is hired by the Owner as an advisor during all phases of the project.

CM acts as the General Contractor during the construction phase.

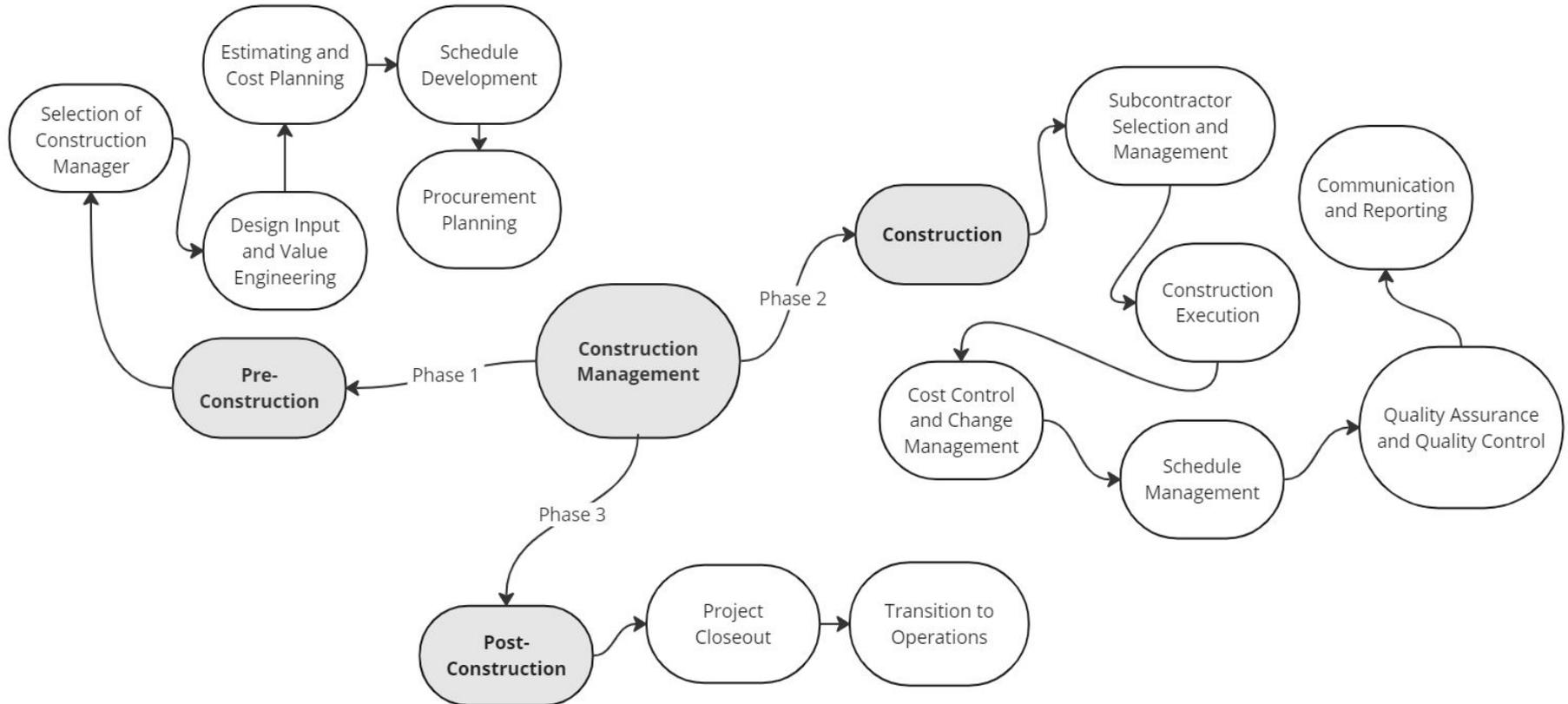
The Owner hires the CM and the CM hires the Subcontractors. The design firm may or may not be hired by the CMAR.

CM is also the General Contractor.

CM is at risk of losing money if the project goes over budget or not completed on time.



Construction Managers are involved at every stage





Construction Management at Risk

Advantages for the General Contractor

- ✓ You're being compensated for preconstruction services
- ✓ Provide value engineering, and constructability consultancy during the pre-construction phase
- ✓ Risk of losing money on a project is lower, as there is more cost certainty
- ✓ You have some ability to sway the design your way if it's more convenient down the road



Construction Management at Risk

Disadvantages for the General Contractor

- x Not as many new job opportunities in comparison to the traditional project delivery method of hard bid
- x Lose out on large profit margins



Advantages for Owners

- Cost certainty for the Owner. Owner will not pay more than the agreed upon amount
- Contingency is popular, with unused money often being returned to the client, or split amongst the CM and the Owner
- Open book! The Owner has more visibility into how much is spent for every component of the project



Guaranteed Maximum Price

Advantages for the Construction Manager at Risk

- ✓ Both the Owner and the Construction Management at Risk firm agree to a reduced risk in order to have a predictable cost outcome
- ✓ The chances are higher that you will earn a profit when compared to a lump sum
- ✓ Providing a price breakdown increases the level of trust in the Owner-CM relationship
- ✓ Less change orders due to errors and omissions



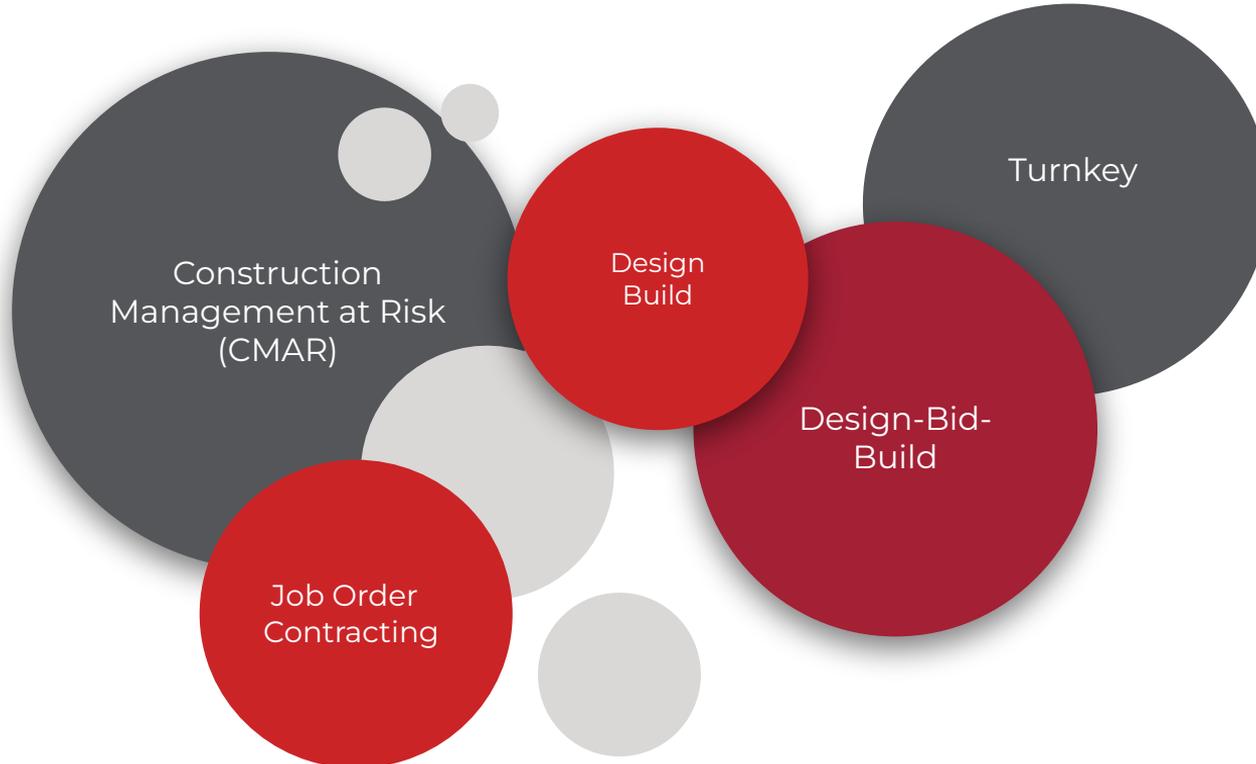
Guaranteed Maximum Price

Disadvantages for the CM at Risk

- X Unlike a lump sum contract, cost savings don't necessarily belong to you
- X You can potentially make less money than you would on a lump sum
- X Increased administrative burden to provide information to the Owner on cost detail

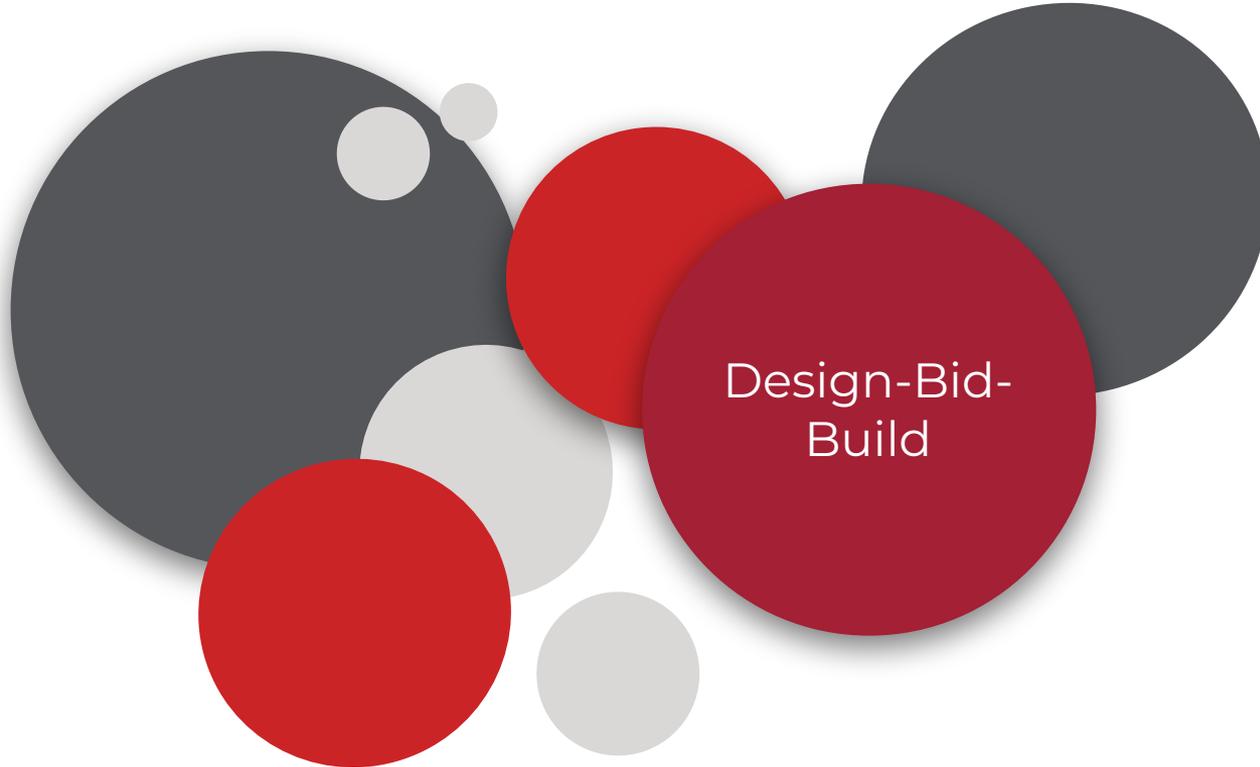


Which of these project delivery methods is considered traditional?





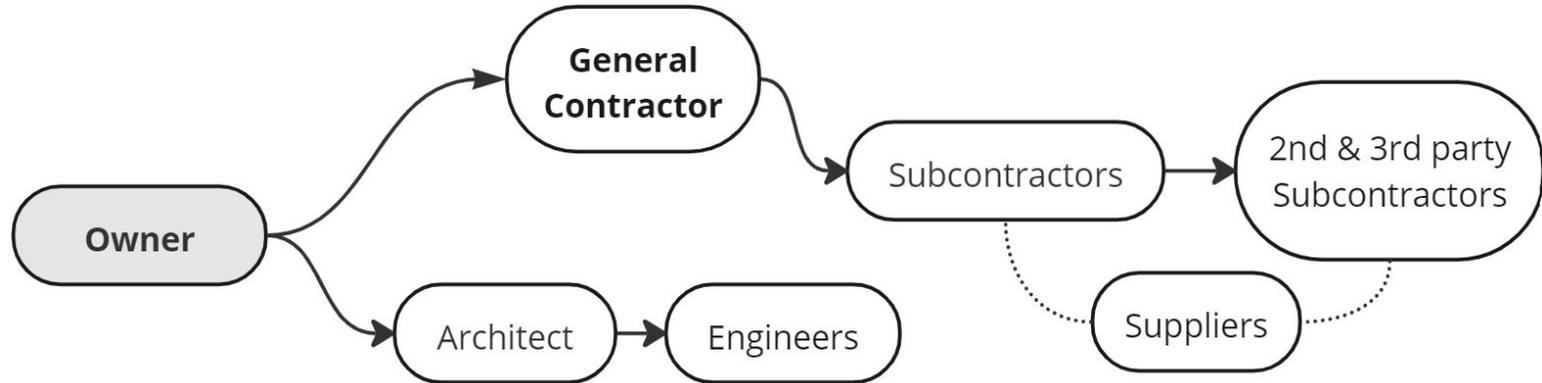
Which of these project delivery methods is considered traditional?





Design-Bid-Build

Sequence





Competitive Bids

Perceived advantages and why it's common

- The notion that the Owner will receive the lowest possible price for the work
- Brings opportunity for emerging contractors
- Brings opportunity for GCs wanting to break into new markets



Ways to incentivise timely completion of a job

Lump Sum Contracts

- **Be innovative about accelerating the schedule**

Example: Jobsite trailer refreshments and food for subcontractors when key milestones are met ahead of time

What are some ways your company is innovative about accelerating the schedule?

- **Be innovative about the means and methods to reduce cost**

Example: Negotiating supplier contracts, buying materials in bulk to be used in several jobs

What are some ways your company is innovative about accelerating the schedule?

- **Be aggressive during the buyout process to capture savings**



Design-Bid-Build

Advantages for the General Contractor

- ✓ Great opportunity for new GCs to win jobs
- ✓ Easier to price because it has a defined scope
- ✓ Less design-related liabilities
- ✓ It's a way in to break into new markets



Design-Bid-Build

Disadvantages for the General Contractor

- X More change orders
- X You'll spend a lot of time and money chasing after jobs which you may not get
- X High risk, you may make a lot of money, or you may lose a lot of money



Attributes of a Lump Sum Agreement

- Pricing is not transparent
- Not collaborative by nature
- Fluctuating profit; win big or lose big!

Trivia

What are the differences between these types of contracts:

- Lump Sum
- Stipulated lump sum
- Fixed Price





Nothing!

General Contractors use different names for the same thing!

Thank You!

Questions?

Cynthia Gil

Sr Industry Specialist



www.linkedin.com/in/cynthia-gil-ba1332170/

Survey





Integrating Internal Company Workflows

with Construction Management
Software

Orlando | May 9, 2024





Processes and procedures with construction management software

Construction Workflow Best Practices

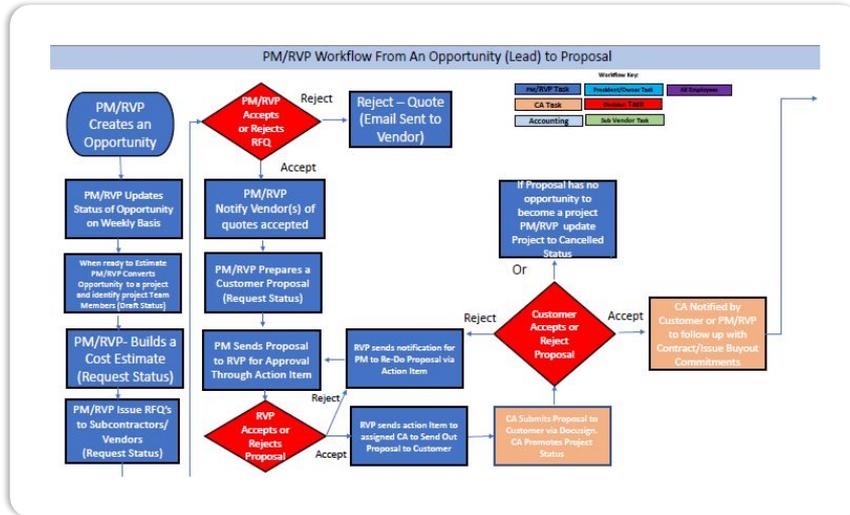
Gain best practices on implementing construction management software in this session led by Director of Construction Operations, Joanne Carrabis. Joanne will dive into how her team at Iron Fish Construction approached implementing and integrating their internal workflows into their construction management solution. You'll learn how they were able to connect field and office teams effectively by bringing jobsite information directly into their system. Join this session to get insights and tips on how to effectively operationalize construction tech.



Processes and procedures with construction management software

	RESPONSIBLE PARTY	PROCEDURE
Potential New Clients	PM	Enter new client/lead information as an Opportunity in RT
Ready to Estimate?	PM	Convert the Opportunity to a Project in RT
Ensure Subcontractors/Vendors are vetted	PM	Check in RT to ensure subcontractor is vetted and compliant, can also reach out to RMC
If Not Vetted-Ensure Compliance	PM	Send a request to the Risk Management Coordinator (RMC) for a vendor packet to be sent out the subcontractor/vendor
Compliance Tracker	RMC	Compliance tracker is updated as subcontractor/vendor documents are received.
Credit Terms	PC	Credit terms are set up with the material vendor by procurement coordinator
Sub/Vendor Compliant	RMC	Email is sent to the subcontractor/vendor and PM/RVP when compliant
Sub/Vendor Not Compliant	RMC	Email is sent to subcontractor/vendor and PM/RVP to notify and request missing information-Every 2-3 days
Payment Terms/Credit Line/PO Policy	PC	PC updates the PM/RVP of material vendor payment terms and credit line. PC establishes a PO policy for vendor
Bid out Project	PC	Bid out job (recommend using the RFQ function in RT)

	RESPONSIBLE PARTY	PROCEDURE
	PM	Create an accurate estimate in RT based on bids received to include
	PM	For projects > 150K a General Contractor





Session learning objectives

After attending this session, you will...

- 1 Gain actionable steps and recommendations to implementing construction software
- 2 Understand how Iron Fish Construction utilizes construction management software From Project Managers, Contract Administrators, Accounting to our Executive Team
- 3 Understand how internal company workflows are important to the success of implementing a construction management Software
- 4 Understand why internal company training is important to the successful rollout of construction management software within your organization



About me

I am the Director of Construction Operations for Iron Fish Construction, LLC. I am responsible for the oversight of all contracts to ensure compliance with all Iron Fish, client, and subcontractor requirements.

In addition to my contract management responsibilities, I serve as the key client and vendor point of contact for billing and job tracking along with the oversight of the Risk Management Department.

I have over 25 years of experience in real estate development and contract administration. Prior to joining Iron Fish, I managed the day-to-day operations and the accounting department for Tower Hill Corporation.

Prior to Tower Hill, I worked for Kettler's development team where I was responsible for the bonding and contract agreements for over 10 years.

In this role I supported the Senior VP of Land and Community Development, the VP of Land Development, and the Director of Bonds and Agreements.

About Iron Fish Construction

Iron Fish Construction is a full service general contractor and leader in multifamily renovations and construction. Iron Fish has deep industry relationships and asset knowledge and is adept at executing projects throughout the Northeast, Mid-Atlantic and Southeast. Iron Fish prides itself on transparency and its ability to drive value by managing large projects while still delivering quality products to its clients

Joanne Carrabis

Director of Construction Operations





Steps to implementing workflows and construction software

Workflows serve as a roadmap that defines the steps necessary to manage a process from beginning to end.

Create a Workflow:

1. Identify how your company functions
2. Document existing processes and identify bottlenecks
3. Eliminate unnecessary steps
4. Clearly define each team members responsibilities
5. Define if you need to incorporate a systematic approval process for certain tasks
6. Create a step-by-step process



Steps to implementing workflows and construction software

Implementing your construction software:

1. Define your software objectives
2. Select a software
3. Create a timeline for implementation
4. Select a team member who will be a super user and responsible for training internally
5. Configure and integrate your software
6. Train with construction software team
7. Develop a training program
8. Provide internal software and workflow training
9. Define a matrix to determine success-rate of your training

Go Live!



Who uses RedTeam Flex at Iron Fish Construction

Departments

- **Project Management Team- (Assistant, PM, Sr PM, RVP, EVP, President)**
- **Contract Administration Team (Contract Administrators, Purchasing, Financial Analysis, Director)**
- **Accounting- (A/P Clerks, Accountant)**
- **Executive Team- (Owners, COO)**

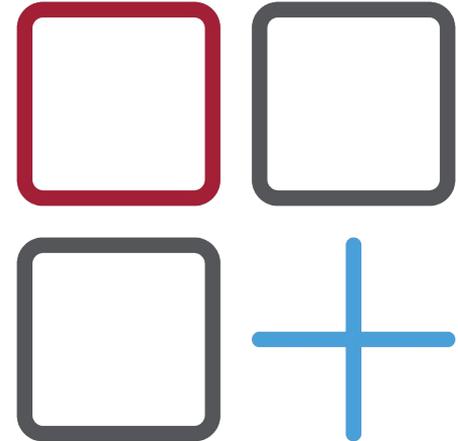




Department Roles and Responsibilities

Project Management Team

- Communicate Via Action Items
- Creates Opportunities
- Creates RFQ
- Creates Cost Estimate
- Creates Proposals
- Creates Progress Reports
- Approves AP Invoices
- Requests Subcontract Agreements /Po's And Change Orders
- Requests Billing To Client
- Reviews Budgets
- Creates Gantt Schedules

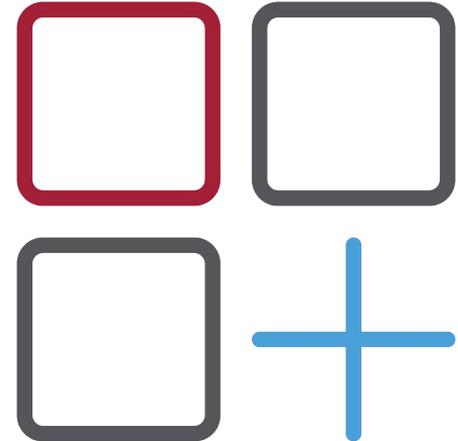




Department Roles and Responsibilities

Contract Administration Team

- Communicate Via Action Items
- Reviews, Approves And Sends Out All Proposals
- Pushes All Awarded Projects To In “Progress”
- Creates And Executes All Subcontractor Agreements
- Creates And Executes All Change Orders To Both Client And Subcontractors/Vendors
- Creates All A/R Billing And Sends To Client
- Manages Levelset Integration-monitors Lien Laws Per State
- Manges Subcontractor/Vendor Compliance

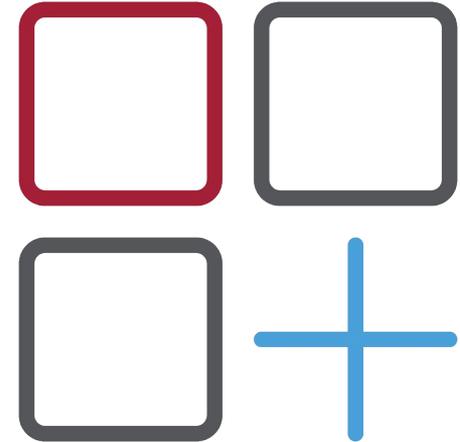




Department Roles and Responsibilities

Accounting

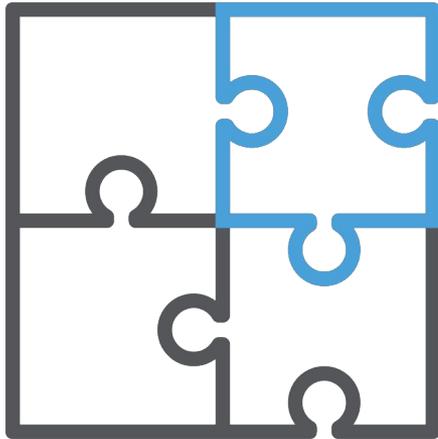
- Enters In AP Invoices
- Creates And Manages Lien Waivers Through Levelset
- Executes AP Invoices
- Applies AR Payments



Executive Team

- Monitors progress Reports
- Proposal Review
- Reviews Pipeline/WIP Reports

Workflows



IT TAKES A TEAM !

- Each team members role and utilization of RedTeam Flex is important to ensure accuracy, compliance, minimal risk and a successful project
- Each Departments' roles and responsibilities are essential to the successful utilization of RedTeam Flex
- Daily communication between departments /team members is key
- Action Items are a must
- The use of company internal digital forms ensures the information flows from the project site to the corporate office



WORKFLOW

Processes and procedures with construction management software

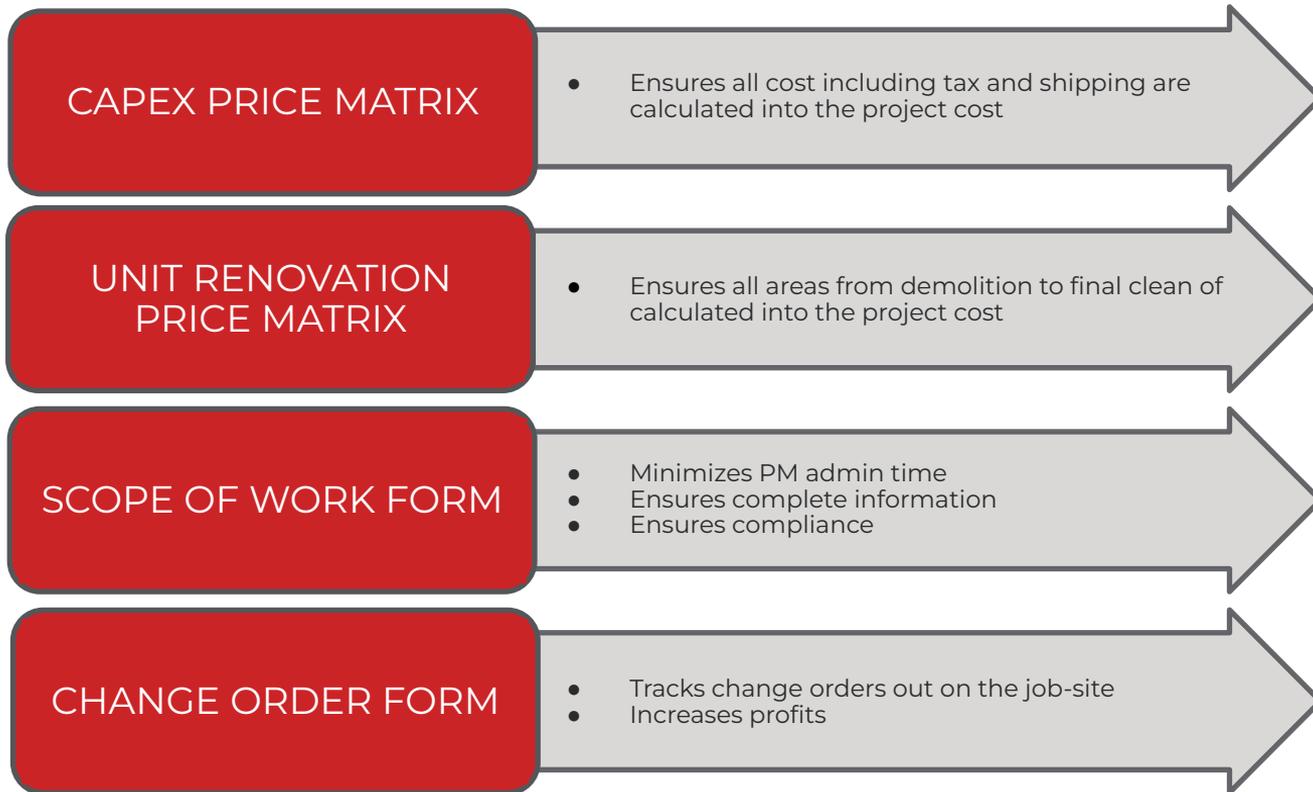
COST ESTIMATE TO A/R BILLING

All Leads/Potential New Clients	PM	Enter new client/lead information as an Opportunity in RT
Ready to Estimate?	PM	Convert the Opportunity to a Project in RT
Bid Out Project	PM	RFQ function in RT
Capex Cost Matrix	PM	For projects \geq \$150K a Capex Cost Matrix spreadsheet is completed
Cost Estimate	PM	Create a cost estimate within RedTeam (convert matrix information to cost estimate)
Proposals	PM	Draft proposal to include SOW – send via action item to Regional Vice President for Review
Proposal Review	RVP	All proposals \leq 150K are sent to the CA via action item for final review and submission to the client. (Proposals between \$100-\$150K are sent to the EVP for review and approval prior to sending to the client) All proposals \geq 150K are sent to the DCO via action item for final review. Once DCO approves, DCO sends out via DocuSign for approvals from the EVP & President. Proposal over \$225 are sent to Owner for final review
Approved Proposals	CA	All approved proposals are sent to client via RedTeam through DocuSign
Awarded Projects	CA	Execute client contracts-Move project to In Progress in RedTeam
Levelset	CA	CA pushes the project to Levelset and follows lien law guidelines to protect Iron Fish's lien rights for each project per state requirements
Finalize Cost Estimate	PM	PM confirms and finalizes cost with subcontractor/vendors
Scope of Work	PM	PM fills out an internal SOW form and send to their regions CA via action item for creation of subcontract agreement
Subcontractor Agreement (SBA)	CA	CA draft SBA and sends for final review and approval by EVP and President via DocuSign
SBA Execution	CA	CA ensures execution of SBA and notifies subcontractor of executed document
Project Transition Meetings	RVP	RVP sets up transition meeting
Gantt Schedule	PM	Creates project Gantt Schedule
Progress Reports	PM	Daily progress reports are created via RedTeam App or Desktop for each project
Change Orders	PM	An internal Change order form is filled out by PM and sent to CA via action item (change orders follow same approval route and level as proposals)
Change Order Submission	CA	CA creates a potential change order within RedTeam and submits to the client for approval – once approved sub change order is executed
A/P Invoices	AP Clerk	AP invoices are entered into RT against SBA and routed for Approval –Per Approval Matrix in RedTeam
A/R-Billing	PM	PM's notify their regions CA via action item for progress billing per project. CA bills per contract terms



INTERNAL DIGITAL FORMS

Important for a successful workflow between the project jobsite and the corporate office

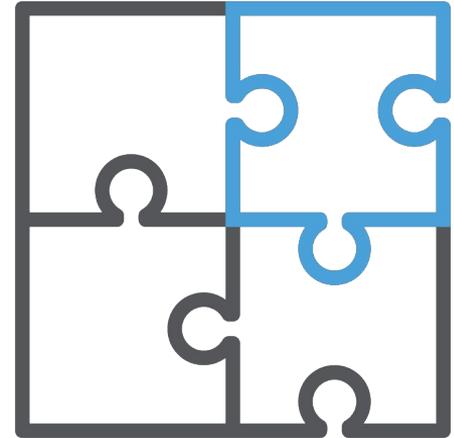




THE IMPORTANCE OF WORKFLOWS

Interacting with RedTeam Flex functionality

- Keeps communication flowing
- Reduces miscommunication
- Streamline process
- Minimizes risks
- Increased profits
- Accountability
- Transparency
- Improves team efficiency





IRON FISH INTERNAL TRAINING

The success to utilization of RedTeam Flex is...

✓ STEP BY STEP WORKFLOW TRAINING

All team members receive:

- RedTeam navigation training
- Workflow training based on job position

✓ FOLLOW UP TRAINING IS ESSENTIAL TO SUCCESS

Iron Fish offers monthly training on specific topics to all team members:

- How to create a progress report
- How to create a cost estimate / proposal
- Understanding workflows
- RFQ/RFI
- Understanding budgets in RedTeam





Training tools used

- PowerPoint step-by-step workflow and RedTeam Flex navigation presentation created by Joanne Carrabis
- Links to RedTeam Flex video training
- CA one-on-one training via Microsoft teams
- Monthly short training sessions via Microsoft teams



Importance of Training and why is it significant for employees



IMPROVES EMPLOYEE PERFORMANCE



IMPROVES EMPLOYEE RETENTION AND GROWTH



TRACKS EMPLOYEE SKILLS



IDENTIFIES WEAKNESSES AND NEED FOR IMPROVEMENT



Session learning objectives

Recap: today you have learned...

- 1 Gain actionable steps and recommendations to implementing construction software
- 2 Understand how Iron Fish Construction utilizes construction management software From Project Managers, Contract Administrators, Accounting to our Executive Team
- 3 Understand how internal company workflows are important to the success of implementing a construction management Software
- 4 Understand why internal company training is important to the successful rollout of construction management software within your organization



Thank You!

Questions?

Joanne Carrabis

Director of Construction Operations

[LinkedIn](#)

Survey



Construction Management at Risk (CMAR)

as a Project Delivery Method

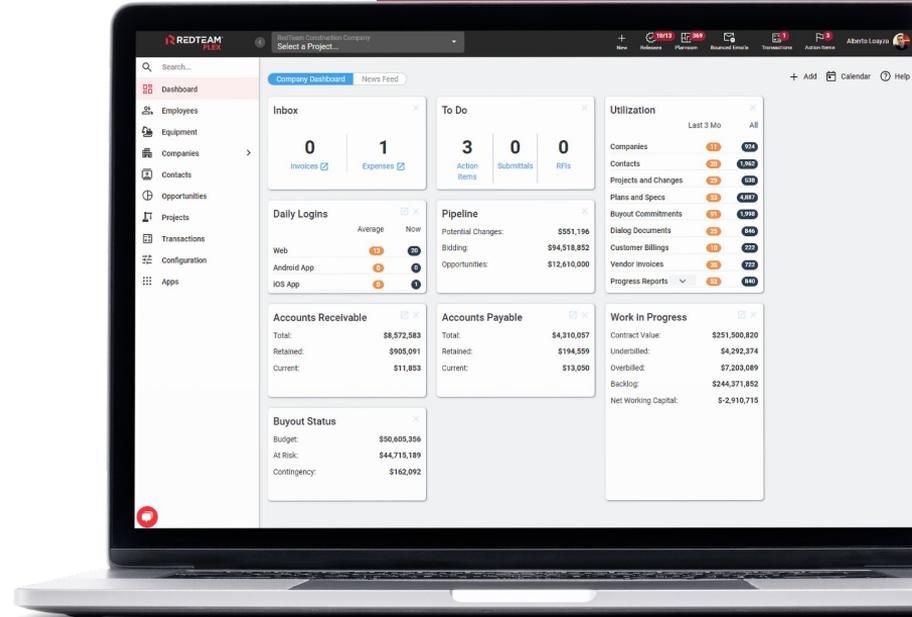




Session overview

Construction Management at Risk (CMAR) as a Project Delivery Method

This session will focus on industry best practices and real-life insights for performing Construction Manager at Risk (CMAR) projects. We'll touch on all key phases of CMAR projects including Preconstruction, establishing a Fee rate and other markups; negotiation of a Guaranteed Maximum Price (GMP), change management, progress billing and most importantly, managing your customer's expectations around budget and schedule. All within the context of RedTeam's solutions.





Session learning objectives and outcomes

As a result of today's session, you will...

- 1** Learn best practices for performing Construction Manager at Risk (“CMAR”) projects
- 2** Get a clear understanding of the different phases involved in setting up and running successful CMAR projects
- 3** Gain insights and tips on how to effectively manage customer expectations around budget and schedules



Session agenda

Today's session will cover...

- 1 The different phases of CMAR projects explained
- 2 Preconstruction best practices
- 3 How to establish unit prices and negotiated pricing rates, fee rate and other markups
- 4 How to prepare your proposal for a Guaranteed Maximum Price (GMP)
- 5 How to set up your CMAR project to effectively manage changes
- 6 How to complete Progress Billing using Construction Management software
- 7 Tips on effectively setting and managing customer expectations



**Built for
contractors,
by contractors.**



This is RedTeam

Visit RedTeam.com for additional information

Construction is one of the world's most challenging industries. We get it, because we've been there. RedTeam understands what success looks like every step of the way. That's why we're focused on the entire project team from the office to the field. Your job will never be easy, but having maximum control over schedules, safety, quality and cost makes the day-to-day run better and more smoothly than ever before.

That's total project control. That's **RedTeam**.

Presenters



Michael Wright

CSO and Founder, RedTeam

A seasoned commercial general contractor with a history of over 25 years in construction and real estate development.



Nicole Chance

Product Marketing Manager, RedTeam

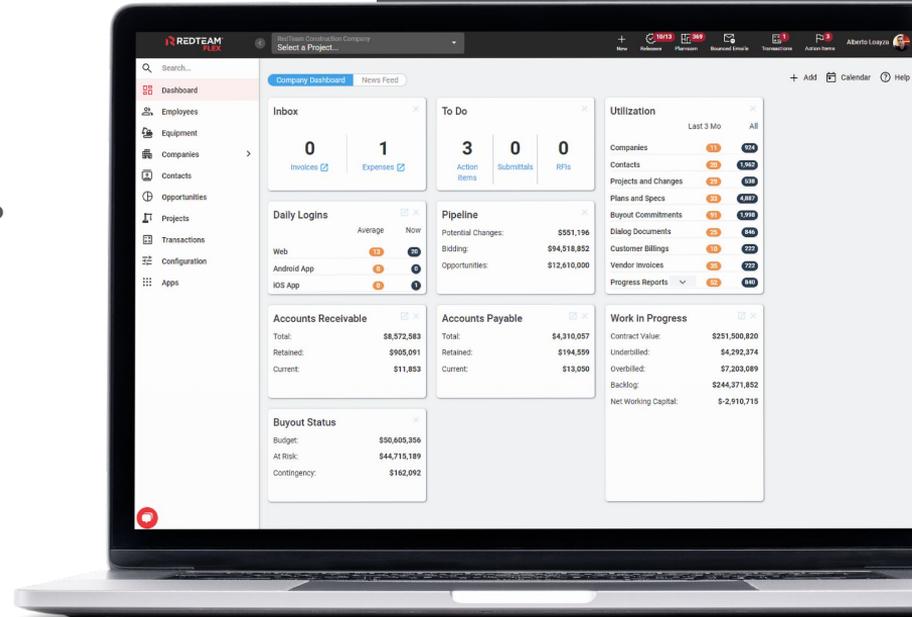
Nicole brings valuable industry knowledge to the team with over 10 years of experience as a project manager in commercial construction.



Highly configurable construction management software designed to help contractors manage their construction projects from start to finish.

This product is built for commercial construction companies with complex business organizations and sophisticated workflows that demand advanced integration and configurability.

Construction Manager at Risk

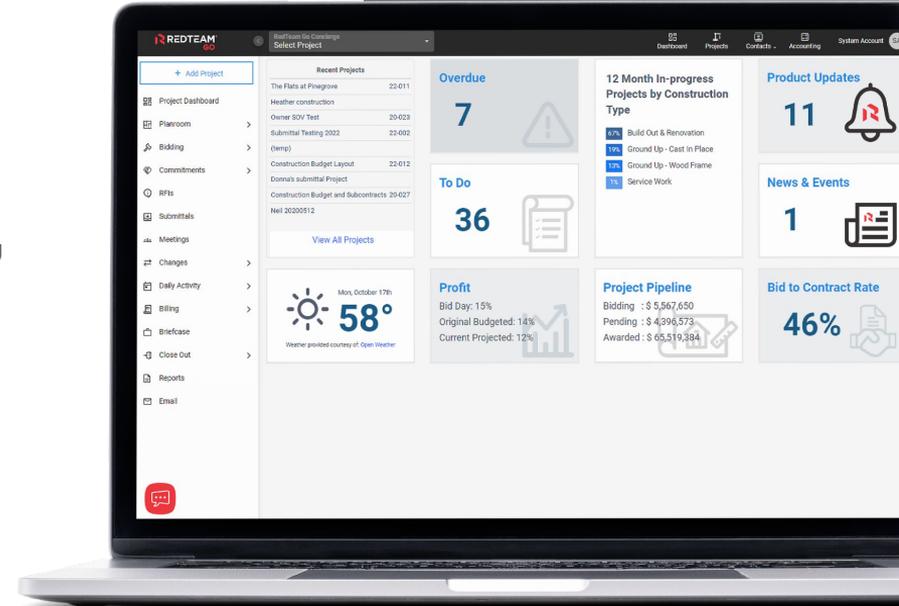




Easy-to-use construction project management software designed to help simplify, automate and standardize tasks for contractors looking to save time and money.

Modeled on world-class construction processes and built for commercial general contractors to manage their projects from start to finish.

Construction Manager at Risk

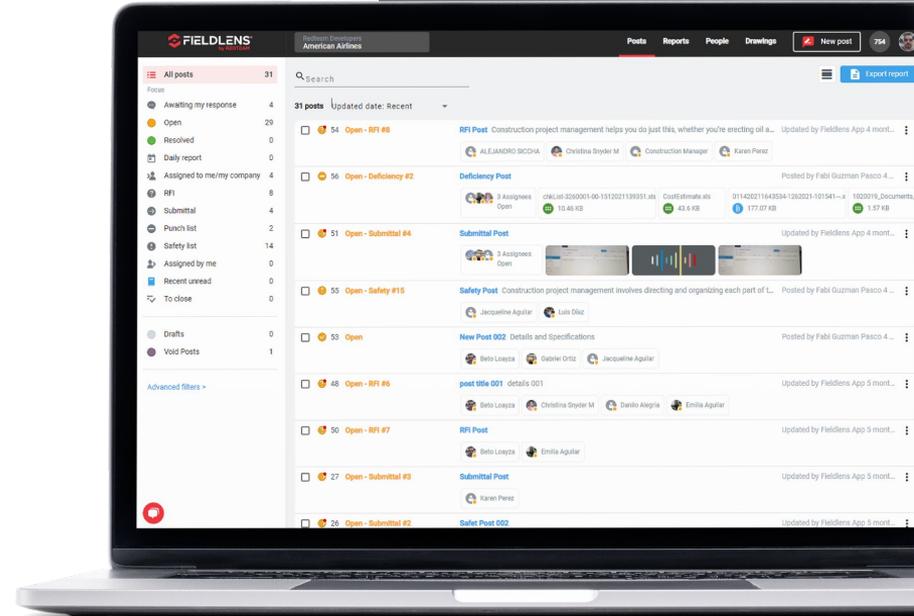




Intuitive construction jobsite management software for efficient, real-time collaboration among field, office, and trade workers, that reduces rework and miscommunication.

This product is built for construction companies of all sizes that are looking for tools to keep everyone — from project owners to architects to subcontractors — on the same page.

Construction Manager at Risk





Construction Manager at Risk (CMAR) delivery method

How does it differ from the more traditional Design-bid-build (DBB) delivery method?

Design-bid-build project delivery method has general contractors bid on a complete set of plans and specifications

- Often leads to many change orders due to design and planning inconsistencies and questions about the plans
- Schedules can be impacted and projects are often completed at a higher price than originally planned

Construction manager at risk delivery method has construction managers act as an advisor during design and planning and as a general contractor throughout the construction phase for more predictable outcomes

- Construction manager (CM) and owner negotiate a Guaranteed Maximum Price (GMP) for the project. Costs exceeding the GMP fall solely on the construction manager, which puts them “at risk”
- “Open book” project with owner visibility into project financials
- Projects are more likely to remain on time and within budget



Advantages of the CMAR project delivery method



Enhanced collaboration

Streamlined decision making; optimized project outcomes



Cost and schedule certainty

Mitigate risks by incorporating a CM during the design phase



Quality assurance

Promotes transparency and accountability



Flexibility and innovation

Easy to adapt to unforeseen circumstances and design changes





CMAR project phases

Requests for proposal (RFP process)

Proposal packages and presentations highlight capabilities and experience

Separate engagements for design and preconstruction services

Design and Preconstruction

Proposal for Preconstruction Services

- Level of effort
- Unit prices and markups
- Fee

Design assist / value engineering

Guaranteed Maximum Price (GMP) proposal

Construction

Act as a general contractor during construction





Preconstruction best practices

Develop a cost and pricing estimate

- Utilize unit prices and markups
- Build out assemblies
- Break out cost of the work, general conditions / requirements, allowance
- Create bid packages
- Bid solicitation and bid leveling

Generate Construction proposal

- Include negotiated cost report with unit prices
- Add your estimate details, including fee to provide owner transparency
- Guaranteed Maximum Price (GMP)

Set customer expectations

- Create and share a detailed project budget
- Build a Gantt schedule, including milestones





Set up your projects to effectively manage changes

- Involvement in design helps mitigate risk
- Transparency for owner → 'Open book' experience
- Set up and manage Contingency
- Create baseline budget to easily manage costs and estimates at complete
- Construction can begin prior to 100% complete construction documents for an expedited project schedule
- Work closely with designers
- Use construction management software to manage CMAR projects





More predictable outcomes with RedTeam Flex

Best practices for successful CMAR projects

- Manage preconstruction in RedTeam Flex
- Set up SOV types, including Cost of the Work, General Conditions, Contingency, etc.
- Link SOV to budget
- Manage vendor commitments and changes, vendor invoice approval
- Manage employee time and expenses and expense approval
- Create customer changes and cost-plus billing with attached backup documentation
- Financial reporting for owner transparency
- Budget management, including estimated cost at complete





More predictable outcomes with RedTeam Go

Best practices for successful CMAR projects

- Manage preconstruction in RedTeam Go
- Set up SOV types, including Cost of the Work, General Conditions, Contingency, etc.
- Select an SOV broken down by cost codes
- Manage vendor commitments and changes, vendor invoice approval
- Manage employee time and expenses and expense approval
- Create customer changes and cost-plus billing
- Financial reporting for owner transparency
- Budget management, including estimated cost at complete





Create progress billing in RedTeam Flex

Generate cost plus billing with supporting documentation to streamline billing and customer review

- AIA-style G703 CW 2021 cost plus fee progress billing form
- Calculations are automatic, greatly reducing the potential for billing errors
- SOV linked to budget – as you manage your budget, your SOV matches actual costs
- Project cost backup documentation is readily available to select to add to the billing
- Option to include links to documents or show each document as additional pages of the owner billing



- 1 Billing**
Enter details and progress against the SOV.
- 2 Tax optional
Apply any required taxes.
- 3 Attachments optional
Upload files to be included with the document.
- 4 Confirmation
Confirm and review all details.

1. Billing

Step 1 of 4

General

Invoice: 22Y0005- 001

Billing Terms: Select one... * ? Date: 09/13/2023 📅 *

Executed By: Neil Latchmansingh * ? Due Date: 09/12/2023 📅 *

Customer Contact Third-Party Contact Other "Care Of" Period Ending: 09/30/2023 📅 *

Recipient: James Marcus (CEO) * ?

Add Cc: Select one... ?

Description of Work Completed:

Remit To: RT Construction * ?

Billing Format: Progress Billing (AIA-Style G703 CW) * ? Status: Draft * ?

Billing Adjustments

Bill entire Project at 100.00%

Adjust Retainage to

Cost Plus

Details

Amounts Percentages

A	B	C	D	E	F	G	H	I		
#	Description of Work	Scheduled Value	Prior Completed Amount	This Period Completed Amount	Presently Stored Amount	(D+E+F) Completed & Stored to Date	(G/C) Progress Percent	(C-G) Balance to Finish	Retainage Percent	Retained Amount
1	0102-78 - Temporary Retrор effective Pavt Marker	500.00	0.00	0.00	0.00	0.00	0.00%	500.00	10%	0.00
2	0425-1 109 - Inlets, Med Barrier, Type 2, J Bot, <10'	800.00	0.00	304.00	0.00	304.00	38.00%	496.00	10.00%	30.40



APPLICATION AND CERTIFICATE FOR PAYMENT

PAGE 1

TO OWNER:

Umbrella Corporation
James Marcus

PROJECT:

Records Room (CMAR)
Raccoon Police Department
23 Wesker ST
Raccoon City, AR 71666

APPLICATION NO: 001
PERIOD TO: 04/30/2024
PROJECT NOS.: 22Y0005

Distribution to:

- OWNER
- ARCHITECT
- CONTRACTOR
- FIELD
- OTHER

FROM CONTRACTOR:

RT Construction
123 Main St.
Orlando, FL 32801

VIA ARCHITECT:

CONTRACT DATE: 09/13/2023

CUSTOMER CONTRACT ID:

DESCRIPTION:

CONTRACTOR'S APPLICATION FOR PAYMENT

Application is made for Payment, as shown below, in connection with the Contract Continuation Sheet.

The undersigned Contractor certifies that to the best of the Contractor's knowledge, information and belief the Work covered by this Application for Payment has been completed in accordance with the Contract Documents, that all amounts have been paid by the Contractor for Work for which previous Certificates for Payment were issued and payments received from the Owner, and that current payment shown herein is now due.

CONTRACTOR: RT Construction

By: _____ Date: _____

Neil Latchmansingh /

State of: _____ County of: _____

Subscribed and sworn to before me this _____ day of _____

Notary Public:

My Commission expires:

ARCHITECT'S CERTIFICATE FOR PAYMENT

In accordance with the Contract Documents, based on on-site observations and the data comprising this application, the Architect certifies to the Owner that to the best of the Architect's knowledge, information and belief the Work has progressed as indicated, the quality of the Work is in accordance with the Contract Documents, and that the Contractor is entitled to payment of the AMOUNT CERTIFIED.

AMOUNT CERTIFIED \$ _____

(Attach explanation if amount certified differs from the amount applied for. Initial all figures on this Application and on the Continuation Sheet that are changed to conform to the amount certified.)

ARCHITECT:

By: _____ Date: _____

This Certificate is not negotiable. The AMOUNT CERTIFIED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract.

1. ORIGINAL CONTRACT SUM	\$ (2,960,742.40)
2. Net change by Change Orders	\$ 0.00
3. CONTRACT SUM TO DATE (Line 1 + 2)	\$ (2,960,742.40)
SCHEDULE OF VALUE	\$ 3,538,087.18
4. TOTAL COMPLETED & STORED TO DATE	\$ 6,706.90
5. RETAINAGE:	
a. 10.00% of Completed Work (Columns D + E)	\$ 670.69
b. 0.00% of Stored Material (Column F)	\$ 0.00
Total Retainage (Line 5a + 5b)	\$ 670.69
6. TOTAL EARNED LESS RETAINAGE	\$ 6,036.21
7. LESS PREVIOUS APPLICATIONS FOR PAYMENTS	\$ 0.00
8. CURRENT PAYMENT DUE	\$ 6,036.21
9. BALANCE TO FINISH, INCLUDING RETAINAGE	3,532,050.97

CHANGE ORDER SUMMARY	ADDITIONS	DEDUCTIONS
Total changes approved in previous months by Owner:	0.00	0.00
Total approved this Month:	0.00	0.00
TOTALS:	0.00	0.00
NET CHANGES by Change Order:	0.00	

CONTINUATION SHEET

PAGE 2

TO:

Umbrella Corporation
James Marcus

From:

RT Construction
123 Main St.
Orlando, FL 32801

Project Name: Records Room (CMAR)

Project #: 22Y0005

Application #: 001

Period: 04/30/2024

A	B	C1	C2	C	D	E	F	G	H	I	
	DESCRIPTION OF WORK	ORIGINAL (\$)	CHANGES (\$)	(C1+C2) SCHEDULED VALUE (ADJUSTED) (\$)	PRIOR COMPLETED AMOUNT (D+E) (\$)	THIS PERIOD COMPLETED AMOUNT (\$)	PRESENTLY STORED AMOUNT (\$)	(D+E+F) COMPLETED & STORED TO DATE (\$)	(G/C) %	(C-G) BALANCE TO FINISH (\$)	RETAINAGE AMOUNT/ PERCENT
1	0102-78 - Temporary Retroreflective Pavt Marker	500.00	0.00	500.00	0.00	0.00	0.00	0.00	0.00 %	500.00	0.00 %
2	0425-1 109 - Inlets, Med Barrier, Type 2, 1 Bot, <10'	800.00	0.00	800.00	0.00	304.00	0.00	304.00	38.00 %	496.00	30.40 %

Comments



Nicole Chance

Add a comment...

Company Confidential:

SHARE

Attachments

There are no comments yet!



	DATE	VENDOR/EMPLOYEE	SOURCE DOCUMENT	DESCRIPTION	AMOUNT (\$)
1	09/21/2023	Tatiana Londono	https://qa.redteam.link/9w9okfc	Paint Supplies (Paint Supplies)	32.30



	DATE	VENDOR/EMPLOYEE	SOURCE DOCUMENT	DESCRIPTION	AMOUNT (\$)
1	09/21/2023	Hyvac Inc.	https://qa.redteam.link/bj6njg		1,000.00

Invoice Receipt

\$1,000.00

Number: HVAC

Date: 09/21/2023



Create progress billing in RedTeam Go

Easily generate cost plus progress billing with attached cost backup documentation

- AIA-style cost plus progress billing form
- Calculations are automatic, greatly reducing the potential for billing errors
- SOV by cost code - can include separate profit line or itemized markups
- Changes are applied to the individual cost codes
- Project cost backup documentation is readily available to attach to the billing



RedTeam Go cost plus owner billing form

Owner Billing

[Bill List](#) [Actions](#) [Print](#)

Application #: 1

Application Date: Work Retainage %: Distribute To: Owner Architect Contractor Construction Manager

Start Date: Material Retainage %:

End Date: Payment by Purchase Order:

Description	Schedule Of Values				Prev. App.	Work in Progress		SM\$	Total	% Comp	Balance	Retainage
	Original	Prior	Changes	Revised		Owner Paid	To Pay					
01-001.L General Conditions	18,334.05	0.00	0.00	18,334.05	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	18,334.05	0.00
01-001.OH General Conditions	48,890.81	0.00	0.00	48,890.81	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	48,890.81	0.00
01-020.L Temporary Fencing	12,222.70	0.00	0.00	12,222.70	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	12,222.70	0.00
01-210.O Contingency	24,445.40	0.00	0.00	24,445.40	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	24,445.40	0.00
01-301.L Assist. Superintendent	1,222.27	0.00	0.00	1,222.27	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	1,222.27	0.00
02-100.S Site Remediation	7,333.62	0.00	0.00	7,333.62	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	7,333.62	0.00
02-200.M Site Preparation	6,111.35	0.00	0.00	6,111.35	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	6,111.35	0.00
02-230.S Site Clearing	73,336.21	0.00	0.00	73,336.21	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	73,336.21	0.00
03-001.M Concrete	2,444.54	0.00	0.00	2,444.54	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	2,444.54	0.00
03-001.S Concrete	61,113.51	0.00	0.00	61,113.51	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	0.00	<input type="text" value="0.0000"/>	61,113.51	0.00
10-001.S Specialties	613,579.64	0.00	0.00	613,579.64	0.00	<input type="text" value="0.00"/>	<input type="text" value="50,200.00"/>	<input type="text" value="0.00"/>	50,200.00	<input type="text" value="8.1815"/>	563,379.64	2,510.00
Total	869,034.10	0.00	0.00	869,034.10	0.00	0.00	50,200.00	0.00	50,200.00	5.7765	818,834.10	2,510.00
Project Grand Total	869,034.10	0.00	0.00	869,034.10	0.00	0.00	50,200.00	0.00	50,200.00	5.7765	818,834.10	2,510.00



RedTeam Go cost plus owner billing form

Owner Billing

[Bill List](#) [Actions](#) [Print](#)

Application Date:	<input type="text" value="05/07/2024"/>	Work Retainage %:	<input type="text" value="5.00"/>	Distribute To:		
Start Date:	<input type="text" value="05/01/2024"/>	Material Retainage %:	<input type="text" value="5.00"/>	<input type="checkbox"/> Owner	<input type="checkbox"/> Architect	<input type="checkbox"/> Contractor
End Date:	<input type="text" value="05/07/2024"/>	Payment by Purchase Order:	<input type="text" value="0.00"/>	<input type="checkbox"/> Construction Manager		

Description	Schedule Of Values				Prev. App.	Work in Progress		SM\$	Total	% Comp	Balance	Retainage
	Original	Prior	Changes	Revised		Owner Paid	To Pay					
01-001.L General Conditions	18,334.05	0.00	0.00	18,334.05	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	18,334.05	0.00
01-001.OH General Conditions	48,890.81	0.00	0.00	48,890.81	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	48,890.81	0.00
01-020.L Temporary Fencing	12,222.70	0.00	0.00	12,222.70	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	12,222.70	0.00
01-210.O Contingency	24,445.40	0.00	0.00	24,445.40	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	24,445.40	0.00
01-301.L Assist. Superintendent	1,222.27	0.00	0.00	1,222.27	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	1,222.27	0.00
02-100.S Site Remediation	7,333.62	0.00	0.00	7,333.62	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	7,333.62	0.00
02-200.M Site Preparation	6,111.35	0.00	0.00	6,111.35	0.00	<input type="text" value="0.00"/>	<input type="text" value="0.00"/>	<input type="text" value="0.0"/>	0.00	<input type="text" value="0.0000"/>	6,111.35	0.00



RedTeam Go Concierge Payment Request

TO: Owner LLC
123 main street
kissimmee, FL 34741

FROM: RedTeam Go Concierge
295 Mainstream Drive, Entity 1
Nashville, TN 37204

PERIOD TO: 05/06/2024
PROJECT NO: 24-019
APPLICATION NO: 1
ARCHITECT NO:
CONTRACT DATE: 04/03/2024
APPLICATION DATE: 05/06/2024

PROJECT: CMA Project
5201 Bridgepoint
Fort Wayne IN, 46801

ARCHITECT: Architecturally
123 Anywhere Road
Nashville, TN 32783

CONTRACTOR'S PAYMENT REQUEST

ORIGINAL CONTRACT SUM.....	795,748.11
NET CHANGE BY CHANGE ORDERS.....	0.00
CONTRACT SUM TO DATE.....	795,748.11
TOTAL COMPLETED AND STORED TO DATE.....	43,421.57
RETAINAGE:	
5.10% OF COMPLETED WORK	2,214.50
5.10% OF STORED MATERIALS	0.00
TOTAL RETAINAGE	2,214.50
TOTAL EARNED LESS RETAINAGE	41,207.07
LESS OWNER DIRECT PAYMENT BY PURCHASE ORDER.....	0.00
LESS OWNER DIRECT PAYMENT.....	0.00
LESS PREVIOUS CERTIFICATES FOR PAYMENT.....	0.00
CURRENT PAYMENT DUE.....	41,207.07
BALANCE TO FINISH INCLUDING RETAINAGE.....	754,541.04

(See Attached Pages for Continuation Worksheet Page.)

Work covered by this Payment Request has been completed in accordance with the Contract Documents. Furthermore, all prior payment requests have been paid where payments have been received from Owner and the current payment shown is now due.

CONTRACTOR: RedTeam Go Concierge

By: _____ Date: _____
Agent of RedTeam Go Concierge

State of:
County of:

Subscribed and sworn to before me this: _____

NOTARY PUBLIC: _____

My Commission Expires: _____

A Notary Public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

TOTAL OF CHANGE ORDERS	ADDITIONS	DEDUCTIONS
Prior Months Approved Change Orders	0.00	0.00
Current Month Change Orders	0.00	0.00
TOTALS	0.00	0.00
Net of Approved Change Orders		0.00

CERTIFICATION FOR PAY REQUEST BY ARCHITECT

Based on on-site observations and the requested amount in this pay request, the Construction Manager/Architect certify to the Owner that to the best of their knowledge the Contractor is entitled to payment of the amount of this pay request.

AMOUNT REQUESTED..... \$41,207.07 ARCHITECT: Christa Architect

By: _____ Date: _____

The AMOUNT REQUESTED is payable only to the Contractor named herein. Issuance, payment and acceptance of payment are without prejudice to any rights of the Owner or Contractor under this Contract. Architecturally

Authorized Signator for Owner LLC

By: _____ Date: _____



Application Number: 1
Application Date: 05/06/2024
Period from: 04/03/2024 to 05/06/2024
Contractor's Project No: 24-019

Submitted From:
 RedTeam Go Concierge
 295 Mainstream Drive, Entity 1
 Nashville, TN 37204

Project: CMA Project
Architect Number:
Print Date: 05/06/2024

A Item No.	B Description of Work	C Scheduled Value				F Revised	G Previous Application	H Work			K Total Complete and Stored To Date (G+H+I+J)	L % Comp	M Balance to Finish (F-K)	N Retainage
		Original	Changes		Work In Place			Stored Material						
			Prior Period	This Period					Paid by Owner	To Pay				
1	01-001.OH General Conditio...	232.15	0.00	0.00	232.15	0.00	0.00	23.22	0.00	23.22	10.0000	208.93	1.1842	
2	01-300.L Superintendent	37,681.88	0.00	0.00	37,681.88	0.00	0.00	5,652.28	0.00	5,652.28	15.0000	32,029.60	288.2663	
3	01-315.O Project Vehicle	1,741.17	0.00	0.00	1,741.17	0.00	0.00	261.18	0.00	261.18	15.0000	1,479.99	13.3202	
4	01-511.O Temp Electrical	11,607.75	0.00	0.00	11,607.75	0.00	0.00	1,741.16	0.00	1,741.16	15.0000	9,866.59	88.7992	
5	01-541.M Job Sign	318.36	0.00	0.00	318.36	0.00	0.00	79.59	0.00	79.59	25.0000	238.77	4.0591	
6	01-560.O Temporary Barrie...	2,901.95	0.00	0.00	2,901.95	0.00	0.00	2,901.95	0.00	2,901.95	100.0000	0.00	147.9995	
7	01-731.L Dust Protection	1,808.73	0.00	0.00	1,808.73	0.00	0.00	1,356.55	0.00	1,356.55	75.0000	452.18	69.1841	
8	01-731.M Dust Protection	6,366.95	0.00	0.00	6,366.95	0.00	0.00	0.00	0.00	0.00	0.0000	6,366.95	0.0000	
9	01-740.M Cleaning	2,546.78	0.00	0.00	2,546.78	0.00	0.00	0.00	0.00	0.00	0.0000	2,546.78	0.0000	
10	01-742.O Dumpster Rental	1,886.26	0.00	0.00	1,886.26	0.00	0.00	1,886.26	0.00	1,886.26	100.0000	0.00	96.1993	
11	01-746.S Final Cleanup	3,482.33	0.00	0.00	3,482.33	0.00	0.00	0.00	0.00	0.00	0.0000	3,482.33	0.0000	
12	02-220.S Site Demolition	11,607.75	0.00	0.00	11,607.75	0.00	0.00	11,607.75	0.00	11,607.75	100.0000	0.00	591.9953	
13	02-221.S Building Demolitio...	17,411.63	0.00	0.00	17,411.63	0.00	0.00	17,411.63	0.00	17,411.63	100.0000	0.00	887.9931	
14	02-900.S Landscaping	40,627.13	0.00	0.00	40,627.13	0.00	0.00	0.00	0.00	0.00	0.0000	40,627.13	0.0000	
15	02-924.S Grass Sod	23,215.50	0.00	0.00	23,215.50	0.00	0.00	0.00	0.00	0.00	0.0000	23,215.50	0.0000	
16	04-001.S Masonry	29,019.38	0.00	0.00	29,019.38	0.00	0.00	0.00	0.00	0.00	0.0000	29,019.38	0.0000	
17	06-100.L Rough Carpentry	22,609.13	0.00	0.00	22,609.13	0.00	0.00	0.00	0.00	0.00	0.0000	22,609.13	0.0000	
18	06-100.M Rough Carpentry	57,302.45	0.00	0.00	57,302.45	7.00	0.00	500.00	0.00	500.00	0.8726	56,802.45	25.5000	
19	06-220.S Millwork	24,086.09	0.00	0.00	24,086.09	0.00	0.00	0.00	0.00	0.00	0.0000	24,086.09	0.0000	
20	06-415.S Countertops	17,411.63	0.00	0.00	17,411.63	0.00	0.00	0.00	0.00	0.00	0.0000	17,411.63	0.0000	
21	07-210.S Building Insulation	5,223.50	0.00	0.00	5,223.50	0.00	0.00	0.00	0.00	0.00	0.0000	5,223.50	0.0000	
22	07-248.S Stucco Exterior	52,234.88	0.00	0.00	52,234.88	0.00	0.00	0.00	0.00	0.00	0.0000	52,234.88	0.0000	
23	07-401.S Roofing	92,862.00	0.00	0.00	92,862.00	0.00	0.00	0.00	0.00	0.00	0.0000	92,862.00	0.0000	
24	07-840.S Firestopping	6,384.27	0.00	0.00	6,384.27	0.00	0.00	0.00	0.00	0.00	0.0000	6,384.27	0.0000	
25	07-921.S Caulking	3,482.33	0.00	0.00	3,482.33	0.00	0.00	0.00	0.00	0.00	0.0000	3,482.33	0.0000	
26	08-001.L Doors/Frames & H...	1,808.73	0.00	0.00	1,808.73	0.00	0.00	0.00	0.00	0.00	0.0000	1,808.73	0.0000	
27	08-001.M Doors/Frames & ...	32,864.09	0.00	0.00	32,864.09	0.00	0.00	0.00	0.00	0.00	0.0000	32,864.09	0.0000	
28	08-400.S Storefronts Glass...	20,313.57	0.00	0.00	20,313.57	0.00	0.00	0.00	0.00	0.00	0.0000	20,313.57	0.0000	

- 1 Scope Details
Enter the Scope and details of this Project.
- 2 Project Preferences
optional
Preferences: Phases, Cost Codes, Cost Categories, Unit Prices.
- 3 Plans & Specifications
optional
Plans & Specifications.
- 4 Cost Estimate**
optional
Add Cost and Project Price.
- 5 Vendor Quotes
optional
Request Quotes from Vendors.
- 6 Schedule of Values
optional
Create and update the SOV.
- 7 Proposal
Prepare and send the Project Proposal.

4. Cost Estimate

Cost Estimate



Cost Code	Description	Category	Quantity	U/M	U/C(\$)	Labor(\$)	Material(\$)	Subcontract(\$)	Equipment(\$)	Other(\$)	Total(\$)	Quotes
>	Phase 01 - Floor 01					0.00	0.00	0.00	0.00	0.00	0.00	
>	Phase 02 - Floor 02					10,855.00	28,800.00	260,000.00	0.00	0.00	299,655.00	
>	Phase 03 - Floor 03					0.00	0.00	0.00	0.00	0.00	0.00	
>	Phase 04 - Floor 04/Roof					0.00	0.00	0.00	0.00	0.00	0.00	
>	No Phase					0.00	0.00	0.00	0.00	0.00	0.00	
SUBTOTAL DIRECT COSTS						10,855.00	28,800.00	260,000.00	0.00	0.00	299,655.00	
Indirect Costs						1,085.50	1,440.00	0.00	0.00	0.00		
Indirect Cost Allocation Rates						10.00	5.00	0.00	7.50	20.00		
TOTAL DIRECT & INDIRECT COSTS						11,940.50	30,240.00	260,000.00	0.00	0.00	302,180.50	
Profit Margin										8.66%	30,218.05	
>	Supplemental Markups										16,579.88	
TOTAL PRICE											349,078.43	
PRICE ADJUSTMENT												
				Type of Proposal:	Fixed Price			Fee:	10.00		Percent of Total Cost	



- 1 Scope Details
Enter the Scope and details of this Project.
- 2 Project Preferences
optional
Preferences, Phases, Cost Codes, Cost Categories, Unit Prices.
- 3 Plans & Specifications
optional
Plans & Specifications.
- 4 Cost Estimate**
optional
Add Cost and Project Price.
- 5 Vendor Quotes
optional
Request Quotes from Vendors.
- 6 Schedule of Values
optional
Create and update the SOV.
- 7 Proposal
Prepare and send the Project Proposal.

4. Cost Estimate

Cost Estimate

Cost Code	Description	Category	Quantity	U/M	U/C(\$)	Labor(\$)	Material(\$)	Subcontract(\$)	Equipment(\$)	Other(\$)	Total(\$)	Quotes
Phase 01 - Floor 01						2,170.00	100.00	117,240.00	0.00	0.00	119,510.00	
032000	Concrete Reinforcing		1.00	Lump Sum		0.00	0.00	50,000.00	0.00	0.00	50,000.00	None
1	Concrete Reinforcing	Subcontract	1.00	Lump Sum	50,000.00	0.00	0.00	50,000.00	0.00	0.00	50,000.00	
+												
033100	Structural Concrete		1.00	Lump Sum		1,260.00	100.00	0.00	0.00	0.00	1,360.00	None
1	Structural Concrete	Material	1.00	Cubic Yards	100.00	0.00	100.00	0.00	0.00	0.00	100.00	
2	Installation	Labor	70.00	Hours	18.00	1,260.00	0.00	0.00	0.00	0.00	1,260.00	
+												
260000	Electrical		1.00	Lump Sum		0.00	0.00	65,000.00	0.00	0.00	65,000.00	None
1	Electrical	Subcontract	1.00	Lump Sum	65,000.00	0.00	0.00	65,000.00	0.00	0.00	65,000.00	
+												
01-2-142	Safety Coordinator		1.00	Lump Sum		910.00	0.00	0.00	0.00	0.00	910.00	None
1	Safety Coordinator	Labor	35.00	Hours	26.00	910.00	0.00	0.00	0.00	0.00	910.00	
+												
01-2-143	Project Assistant		1.00	Lump Sum		0.00	0.00	2,240.00	0.00	0.00	2,240.00	None
1	Project Assistant	Subcontract	80.00	Hours	28.00	0.00	0.00	2,240.00	0.00	0.00	2,240.00	
+												
Phase 02 - Floor 02						10,855.00	28,800.00	260,000.00	0.00	0.00	299,655.00	
Phase 03 - Floor 03						0.00	0.00	0.00	0.00	0.00	0.00	
Phase 04 - Floor 04/Roof						0.00	0.00	0.00	0.00	0.00	0.00	
No Phase						0.00	0.00	0.00	0.00	0.00	0.00	
SUBTOTAL DIRECT COSTS						13,025.00	28,900.00	377,240.00	0.00	0.00	419,165.00	
Indirect Costs						1,302.50	1,445.00	0.00	0.00	0.00		
Indirect Cost Allocation Rates						10.00	5.00	0.00	7.50	20.00		
TOTAL DIRECT & INDIRECT COSTS						14,327.50	30,345.00	377,240.00	0.00	0.00	421,912.50	
Profit Margin										11.82%	63,286.88	
Supplemental Markups											50,279.21	
0000001	Payment and Performance Bond		0.45	Percent of Total Price							2,409.65	
0001	Fee		5.00	Percent of Total Direct and Indirect Cost							21,095.63	
10010	Liability		5.00	Percent of Total Price							26,773.93	

TOTAL PRICE

535,478.59



Select Building System name

Powered by RedTeam

Project: 22Y0001 - Main Hall Remodel (CMAR)
Sorted by: Phase (Ascending), Cost Code (Ascending), Date (Ascending)
Manager: Neil Latchmansingh

All Scopes

01.0200 - Preconstruction/Estimating Total

Transaction	Date	Phase
VI-SOV Gen Con	02/06/2024	All American Fire Inspections In

Cost Code Subtotal

01.83 - Special Inspections

Transaction	Date	Phase
ET-15581	02/04/2024	Tatiana Londono

Cost Code Subtotal

061000 - Rough Carpentry

Transaction	Date	Phase
VI-SOV Type 01	02/06/2024	5 Star Plumbing

Cost Code Subtotal

081000 - Doors and Frames

Transaction	Date	Phase
VI-UC-01	09/15/2022	Classic Touch Carpentry

Cost Code Subtotal

Total

Scope: All Scopes (Summary)

Select a range: All Transactions

From: [calendar icon] To: [calendar icon]

Phases: 2 selected

Cost Codes: 17 selected

Cost Types: 5 selected

SOV Types

- Search...
- Select All
- a Cost of the work 2
- Allowance
- Allowance 2
- b Cost of the Work 2.0
- c Cost of the work 2.1
- Cost of the Work 3
- Cost of the work Orlando
- Cost of Work
- General Conditions

Filter Filter & Hide

Subcontract	Other	Material	Total (\$)
0.00	0.00	0.00	500.00
			186.00
0.00	0.00	0.00	186.00
			4,000.00
0.00	0.00	0.00	4,000.00
			1,800.00
0.00	0.00	0.00	1,800.00
10.00	0.00	686.00	5,800.00
			0.00
			0.00
			6,486.00

Actual Costs Report

History:

- Include Budget Details by Cost Code
- Include Budget Details by Scope
- Include Budget Details by Phase

[Snapshot] [Export] [Print] [Close]

For best results print this report on Landscape and use More Settings to set Scale to 85



Smith Construction Co.
Powered by RedTeam

FINANCIAL OVERVIEW

Today's Date: 5/3/2024

Project Details	Contract Details	Days	Amount (\$)
Company Division: Smith Construction	Original Contract dated 01/08/2018	270	14,447,918.78
Project: 1010009 - Miami Seaquarium Area Development	13 Authorized Change Orders	144	1,695,790.82
Customer: Wilson Fisks Development	Total Modified Contract	414	16,143,709.60
Facility: Amusement Parks	Contract Balance to Finish	0	15,396,410.48
Contact: Joe Rodriguez	15 Potential Scope Changes	36	30,981.19
Manager: Eileen Ewashko	Contract Start Date:		08/24/2021
Status: In Progress / Permitting	Contract Completion Date:		10/11/2022
	Anticipated Completion Date:		08/26/2020

Estimate At Complete	Budget (\$)	Actuals (\$)	Open (\$)	ETC (\$)	Complete (\$)	Variance (\$)
Contract Revenue	16,143,709.60	700,703.41			16,143,709.60	0.00
Direct Labor	262,845.79	24,292.80	2,972,216.20	72,866.79	3,069,375.79	2,806,530.00
Material	412,306.83	60,666.26	59,671.68	145,255.15	265,593.09	(146,713.74)
Subcontract	15,006,242.00	1,650,739.00	7,835,636.57	13,367,054.00	22,853,429.57	7,847,187.57
Equipment	24,935.11	260.00	0.00	24,675.11	24,935.11	0.00
Other	21,640.00	222.00	13,708,120.00	1,480.21	13,709,822.21	13,688,182.21
Total Direct Cost	15,727,969.73	1,736,180.06	24,575,644.44	13,611,331.26	39,923,155.77	24,195,186.03
Indirect Costs	127,722.69	2,125.00	108,555.90	15,479.31	126,160.21	(1,562.49)
Total Cost	15,855,692.43	1,738,305.06	24,684,200.34	13,626,810.57	40,049,315.97	24,193,623.54
Percent Complete		4.34%	61.63%	34.03%	100.00%	
Profit (Loss)	288,017.17	(1,037,601.65)			(23,905,606.37)	(24,193,623.54)
Profit Margin	1.78%	(148.08)%			(148.08)%	(149.86)%

Note - Commitments related to Potential Changes are included.

Working Capital					
Total Revenue	700,703.41	Received to Date	2,184.19	Accounts Payable	449,642.00
Less Total Billed	747,299.12	Less Paid to Date	1,288,663.06	Less Uncollected Revenue	698,519.22
Over (Under) Billed	46,595.71	Net Cash Flow	(1,286,478.87)	Net Working Capital	(248,877.22)



1010009 -
Miami
Seaquarium
Area
Development

Today's Date: 5/3/2024

Customer Changes		<i>Days</i>	<i>Priced (\$)</i>
Authorized:			
CO# 001	Change 001 - 04/24/2019	0	1,180,439.32
CO# 002	Change 002 - 04/24/2019	6	130,886.92
CO# DR	Change DR - 05/21/2019	15	0.00
CO# 003	Change 003 - 05/13/2019	20	69,228.12
CO# 004	Change 004 - 07/12/2019	20	12,007.60
CO# 005	Change 005 - 08/21/2019	2	3,100.00
CO# 006	Change 006 - 04/01/2020	4	12,800.04
CO# 19	Change 19 - 03/25/2020	2	0.00
CO# 21	Change 21 - 06/04/2020	45	256,503.82
CO# 22	Change 22 - 08/11/2020	0	30,825.00
CO# 26	Change 26 - 05/04/2021	30	0.00
CO# 29	Change 29 - 10/29/2021	0	0.00
CO# 30	Change 30 - 10/28/2021	0	0.00
		144	1,695,790.82
Potential:			
# 9999	-Scope Change 07: Remove Trees - 04/23/2019	TBD	TBD
RCO# 007	Change Order 006: Electrical - 04/13/2020	5	11,604.51
	-Scope Change 10: Upgrade of Electrical Lighting Fixtures in Office Area - 06/05/2019		
RCO# 008	- 09/24/2020	0	4,209.07
	-Scope Change 16: Parking lot - 06/04/2020		
RCO# 055	- 11/30/2021	31	3,667.61
	-Scope Change 17: Finishes Update - 05/18/2020		
RCO# 1561	- 06/03/2021	TBD	TBD
	-Scope Change 18: T&M touch ups - 02/21/2020		
RCO# 1561	- 06/03/2021	0	0.00
	-Scope Change 23: 01 - 05/15/2021		
# TBD	-Scope Change 24: 01 - 09/20/2021	TBD	TBD
# TBD	-Scope Change 25: Additional Tile - 03/29/2021	TBD	TBD
RCO# 1561	- 06/03/2021	0	0.00
	-Scope Change 27: Two new outlet in terrace - 06/03/2021		
# TBD	-Scope Change 28: Bathroom Upgrade with Use of Allowance	TBD	TBD
# TBD	-Scope Change 31: Changes - 11/17/2021	TBD	TBD
# TBD	-Scope Change 32: Snapshot created from Specification E-2.1 2nd Floor Plan	TBD	TBD
# TBD	-Scope Change 33: Add Scope - 02/21/2023	0	11,500.00
# TBD	-Scope Change 34: 5t - 07/05/2023	TBD	TBD
# TBD	-Scope Change 35: Plan Revision 5	TBD	TBD
		136	30,981.19

Internal Changes		<i>Days</i>	<i>Cost (\$)</i>
Authorized:			
CO# TBD	Change - 05/29/2019	0	0.00
	-Scope Change 09: Drawing Revisions - 05/29/2019		
CO# 10	Change 10 - 05/18/2020	0	36,139.74
	-Scope Change 20: Plans Update - 05/18/2020		
	-Scope Change 20: Plans Update - 05/18/2020		
		0	36,139.74
Potential:			
# 005RT789	-Scope Change 14: New Window - 04/13/2020	TBD	TBD
	-Scope Change 14: New Window - 04/13/2020		



by: Scope

Cost Code	Category	Description	Estimate (\$)	Budget (\$)	Actual (\$)	Open (\$)	At Risk (\$)	Contingency (\$)	Complete (\$)	(Over)/Under (\$)	Goal (\$)	Goal Date	Responsible	Budget Notes	At Risk Notes
Original Contract															
000001	Material (M)	Payment and Performance Bond (updated in Adjust Budget)	0.00	10,000.00	46,745.00	(1,341.00)	0.00	2,000.00	47,404.00	(37,404.00)	0.00				
000001	Subcontract (S)	Payment and Performance Bond (updated in Adjust Budget)	0.00	0.00	1,004,999.00	0.00	0.00	0.00	1,004,999.00	(1,004,999.00)	0.00				
0001	Material (M)	General Liability Insurance	216,718.78	216,718.78	0.00	23.00	0.60	0.00	23.60	216,695.18	0.00				
01.31	Labor (LA)	Superintendent	0.00	0.00	1,000.00	2,800,000.00	0.00	0.00	2,801,000.00	(2,801,000.00)	0.00				
01.31	Material (M)	Superintendent	0.00	0.00	0.00	50.00	0.00	0.00	50.00	(50.00)	0.00				
01.31	Subcontract (S)	Superintendent	0.00	0.00	1,000.00	0.00	0.00	0.00	1,000.00	(1,000.00)	0.00				
010000	Home Depot Rentals (HD1)	General Conditions; General Requirements	0.00	0.00	260.00	0.00	(260.00)	0.00	0.00	0.00	0.00				
010000	Labor (LA)	General Conditions; General Requirements	47,250.00	47,250.00	8,572.80	70,296.20	(31,619.00)	0.00	47,250.00	0.00	0.00				
010000	Material (M)	General Conditions; General Requirements	41,000.00	25,500.00	970.46	1,588.16	38,441.38	0.00	41,000.00	(15,500.00)	0.00			add \$500	
01-2-101	Other (O)	Sr. Superintendent	0.00	20,000.00	0.00	0.00	0.00	0.00	0.00	20,000.00	0.00			Baseline updated	
01-2-104	Material (M)	Concrete Superintendent	0.00	0.00	500.00	1,551.64	0.00	0.00	2,051.64	(2,051.64)	0.00				
013100	Labor (LA)	Project Management and Coordination	112,500.00	112,500.00	12,560.00	101,920.00	0.00	0.00	114,480.00	(1,980.00)	0.00				
013100	Material (M)	Project Management and Coordination	0.00	0.00	498.22	0.00	0.00	0.00	498.22	(498.22)	0.00				
015100	Material (M)	Temporary Utilities	18,100.00	18,100.00	0.00	0.00	18,100.00	0.00	18,100.00	0.00	0.00				
015100	Other (O)	Temporary Utilities	0.00	0.00	100.00	0.00	0.00	0.00	100.00	(100.00)	0.00				
015100	Subcontract (S)	Temporary Utilities	17,500.00	17,500.00	0.00	0.00	17,500.00	0.00	17,500.00	0.00	0.00				
015600	Subcontract (S)	Temporary Barriers and Enclosures	50,271.00	50,271.00	0.00	14,965.00	50,271.00	0.00	65,236.00	(14,965.00)	0.00				
65-65-0-000	Labor (LA)	Contract Allowance	4,585.19	4,585.19	0.00	0.00	4,585.19	0.00	4,585.19	0.00	0.00				
7099	Labor (LA)	Drywall	23,400.00	23,400.00	0.00	0.00	23,400.00	0.00	23,400.00	0.00	0.00				
789789	Other (O)	WSI Performance Bond	1,640.00	1,640.00	0.00	0.00	1,480.21	0.00	1,480.21	159.79	0.00				
8020 FIELD LABO	Labor (LA)	Field Labor	4,680.00	4,680.00	0.00	0.00	4,680.00	0.00	4,680.00	0.00	0.00				
E03	Material (M)	Quoted Items	4,218.39	4,218.39	0.00	0.00	4,218.39	0.00	4,218.39	0.00	0.00				
E04	Equipment (E1)	General Materials	1,518.81	1,518.81	0.00	0.00	1,518.81	0.00	1,518.81	0.00	0.00				
		Subtotal:	225,860.01	225,860.01	0.00	0.00	225,700.22	0.00	225,700.22	159.79	0.00				
Cost Code	Category	Description	Estimate (\$)	Budget (\$)	Actual (\$)	Open (\$)	At Risk (\$)	Contingency (\$)	Complete (\$)	(Over)/Under (\$)	Goal (\$)	Goal Date	Responsible	Budget Notes	At Risk Notes
Authorized Scope Change: 22 - Spiral staircase (Included in CO #22)															
01-2-104	Subcontract (S)	Concrete Superintendent	0.00	0.00	0.00	0.00	825.00	0.00	825.00	(825.00)	0.00				
		Subtotal:	0.00	0.00	0.00	0.00	825.00	0.00	825.00	(825.00)	0.00				
		Total Direct:	15,929,416.07	15,727,969.73	1,736,180.06	24,575,644.44	13,509,331.26	102,000.00	39,923,155.77	(24,195,186.03)	0.00				
		Indirect Costs:	125,563.73	127,722.69	2,125.00	108,555.90	15,479.31	0.00	126,160.21	1,562.49	0.00				
		Total Costs:	16,054,979.80	15,855,692.43	1,738,305.06	24,684,200.34	13,524,810.57	102,000.00	40,049,315.97	(24,193,623.54)	0.00				

Thank You!

Questions?

Michael Wright

CSO and Founder



Nicole Chance

Product Marketing Manager



Survey



Want to learn more?



Book a meeting



Webinar hub



RedTeam on the Road

Thank you!

