

RedTeam on the Road

Learn, Lead,
Build, Transform

Dallas, May 30



A low-angle photograph of a tall building under construction, showing the concrete frame and several yellow tower cranes against a clear blue sky. The image is split vertically, with the left half being white and the right half showing the construction site.

How to effectively manage the bid solicitation

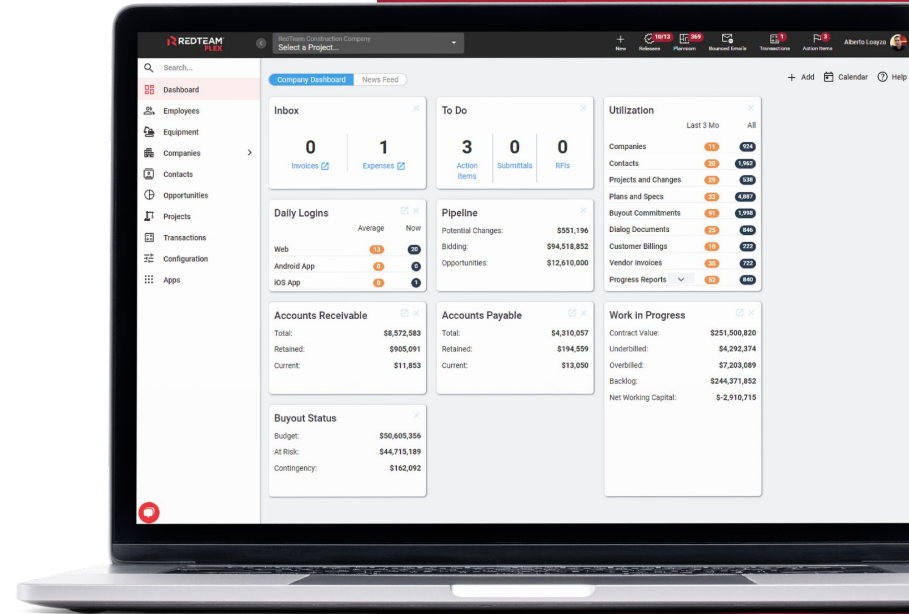
and buyout process with construction software



How to effectively manage the bid solicitation and buyout process with construction software

RedTeam Flex Training

A dedicated training session focused on how to effectively complete the bid solicitation and buyout processes using construction management software. This workflow deep-dive session will share tips and tricks on how to effectively solicit bids from your vendors, save time and drive efficiencies. We'll address your workflow questions live and will solution the most effective ways of setting up your projects for success with construction technology.





Session learning objectives

After attending this session, you will...

- 1** Learn how to effectively set up your bid solicitation process using construction management software
- 2** Learn what bid packages are and understand their value when managing bids for subcontractors and suppliers
- 3** Learn how to effectively create and manage bid packages for subcontractors and suppliers
- 4** Gain best practices for how to convert bids into subcontracts or purchase orders, including how to create a commitments for managing the work downstream



About me

Sarah has been implementing and training RedTeam clients for just over three years now. Her passion for teaching, building strong relationships and finding creative solutions has made onboarding new RedTeam clients the perfect fit for her. She enjoys reading, being outdoors and new adventures with her toddler and husband.

About RedTeam

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.

Sarah Neiheisel

Sr. Implementation Specialist

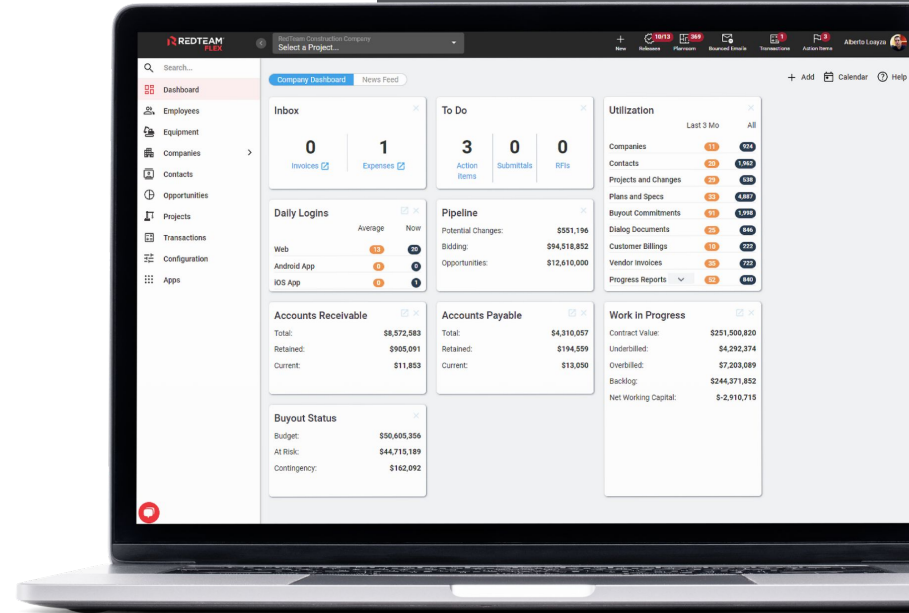




Highly configurable construction management software designed to help general contractors manage their construction projects from start to finish.

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

How to effectively manage the bid solicitation and buyout process with construction software





Getting Started: Building a bid package

Flexible, efficient, bi-directional building of bid packages and estimates

- 1. Name Your bid package**
 - a. Click to edit
 - b. Rename at any time
- 2. Set bidder details**
 - a. Default due date
 - b. Attachments
 - c. Requester name
 - d. Special instructions to bidders
- 3. Add Cost Codes**
 - a. Assign codes from your existing estimate
 - b. Add codes not yet in the estimate
- 4. Add bidders**
 - a. Search and filter for vendors who suit your needs
- 5. Add notes and edit estimated values as needed**
 - a. Edits to assemblies in a bid package automatically update the estimate





Sending Requests for Quote

Quickly invite all your bidders with a secure and standardized format

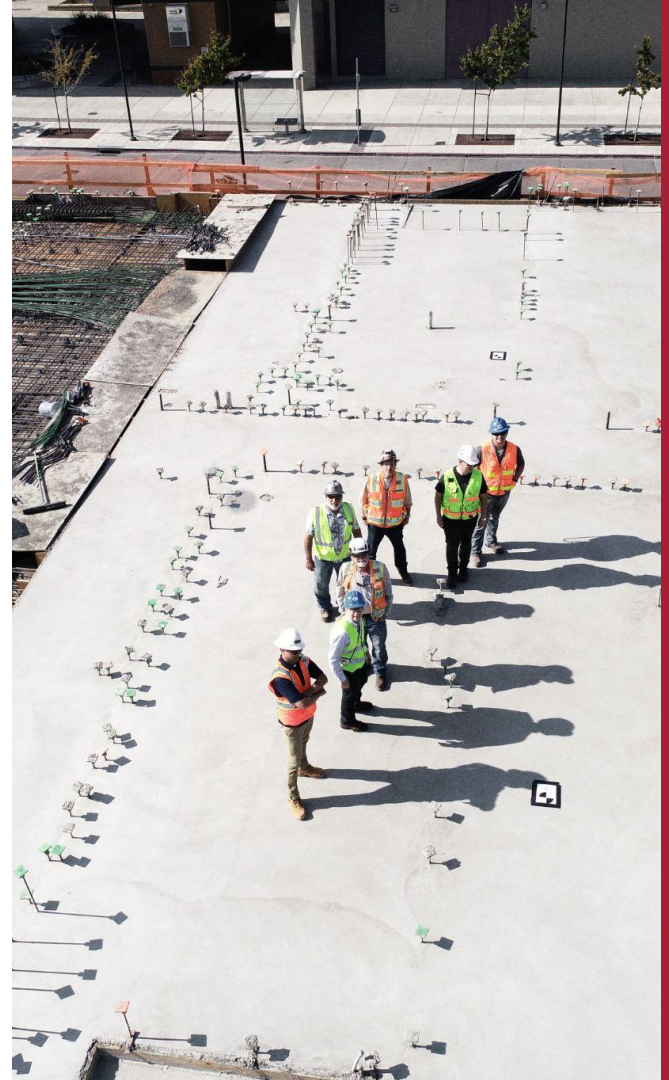
- 1. Preview your RFQs**
 - a. Ensure completeness & formatting
- 2. Send via email**
 - a. Individually via preview screen
 - b. En Masse from Vendor Quotes Page
- 3. Track status on vendor quotes page**
 - a. Sent vs. Unsent
 - b. Will/May/Won't Bid responses
 - c. Configure columns to suit your tracking preferences





Break Time!

Please feel free to leave the room for a break and refreshments or hang around to ask questions, we will resume in 15 minutes.





Receiving & leveling bids

Integrated comparison and seamless tailoring of your estimate

1. Receive quotes

- a. Add to Vendor Quote Card
- b. Break down pricing by line item
- c. Make edits as needed until you commit

2. Evaluate Should Cost comparison

- a. Automatically account for excluded & unsolicited items
- b. Compare total buyout price for each bidder

3. Select vendors as Best to tailor your estimate

- a. Optional Feature
- b. Replace estimated values with quoted values for your selected bidder
- c. Select multiple bidders for a single bid package so long as included items do not overlap





Converting quotes to commitments

Quickly convert bid details into Subcontracts & Purchase Orders

- 1. Convert quotes to commitments**
 - a. Shortcut from Vendor Quotes page
 - b. Can also be done from Buyout tab
- 2. Adjust terms & Schedule of Values (SOV)**
 - a. Terms & Conditions will carry through to invoicing
 - b. Schedule of Values will match the structure of the bid package/quote
- 3. Gather required documentation**
 - a. Upload credentials
 - b. Attach additional documentation for the vendor
 - c. Review printable copy & send for signature





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Thank You!

Questions?

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Sr Implementation Specialist



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Survey

