

How to Leverage the Power of Software for Preconstruction

Written by: Holly Hughes-Barnes, Content Marketing Writer for Construction Technology

Cloud-based preconstruction technology is becoming increasingly important for commercial general contractors (GCs) and construction managers (CMs). Why? Because owners are shifting away from traditional Design-Bid-Build delivery methods and bringing GCs and CMs into the construction process earlier than ever before.

“Preconstruction has emerged as one of the [most] important capabilities driving the success of commercial construction businesses,” says RedTeam Founder Michael Wright in a recent webinar on preconstruction. “[But] once you go under contract to provide preconstruction services, client expectations go up,” he says. “There’s a lot of market pressure for seamless collaboration and innovation.”

Using cloud-based software for preconstruction helps you provide the collaboration and innovation the market wants. Here’s how you can elevate your preconstruction services and meet heightened expectations.

USE PRECONSTRUCTION TECHNOLOGY TO CENTRALIZE DATA AND DOCUMENTS

Keeping bid packages, vendor quotes, cost estimates, and proposals in multiple systems results in disconnected data. These disconnects often create duplicate or conflicting information, which leads to poor decisions and rework on jobsites. Cloud-based preconstruction technology reduces these issues by keeping plans, images, and communications in a single location.



In just a few clicks, you can

- » Enter scope details
- » Configure project preferences
- » Upload plans and specs
- » Build cost estimates
- » Track and level vendor quotes
- » Link your Schedule of Values to your budget
- » Create proposal packages

IMPROVE CROSS-FUNCTIONAL COLLABORATION WITH PRECONSTRUCTION TECHNOLOGY

Cross-functional communication drives creativity, innovation, and efficiency. But the construction industry is notorious

for operating within silos that limit collaboration between stakeholders. Partly because GCs and CMs need to protect proprietary data. With construction management software, teams can share ideas while keeping confidential information safe.

For example, trade partners can review bid packages and submit quotes without necessarily having to log into your system of record. Software solutions also enable you to invite stakeholders to collaborate on only one assigned document or section at a time.

Consequently, you can give owners the transparency and collaboration they want, while keeping their access to information focused on what they need to see.


USING SOFTWARE FOR PRECONSTRUCTION TO OPTIMIZE BID MANAGEMENT

Using software for preconstruction speeds up the bid invitation process. By enabling you to aggregate your cost items in bid packages, you're able to bundle your cost items more effectively. Not only saving you time when reviewing quotes from vendors, but also generating efficiencies for your vendors when submitting for the bid.

Construction management software further supports the vendor selection process through historical data and tracked vendor performance. So, as you compare quotes side-by-side, you're not only able to compare quotes, but are able to tap into previous performance data.

This allows the GC or CM to make a more informed decision and select the best vendor for the project, without the need to sort through numerous emails and paper documents.

STREAMLINE PROPOSAL CREATION WITH PRECONSTRUCTION SOFTWARE

Traditionally, GCs and CMs handle cost estimates and pricing of proposals separately, creating the need for duplicate data entry. Construction management software takes these manual and disjointed steps and allows contractors to leverage one continuous data set from estimation through proposal creation. Along with time savings, this reduces the chance of errors introduced during the transfer of data. 



About the Author

Holly Hughes-Barnes is a B2B copywriter with over 20 years of construction and real estate experience. She writes authoritative blog posts, case studies, and white papers that build trust, bring in leads, and make more sales for the companies that she's privileged to work with.

About the Article

The [Builder Blog by RedTeam](#) was launched in 2023. It serves as a resource for construction professionals with industry insights, in-depth articles about solutions, and helpful customer stories. From best practices to workflow guides, the blog builds on RedTeam's expertise and knowledge of the industry to help create a better tomorrow for everyone in construction. You can learn more about RedTeam at redteam.com.

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