

BuildCentrix

# CONSTRUCTION IN THE CLOUD

## How Data Can Increase Your Firm's Potential

*Also in this issue:*

Five Steps for Analyzing Construction Data  
New Features from BCX





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# Analyze This:

## Construction data left to collect dust is limiting your firm's potential

Construction data—the stuff that profitability, efficiency, successful bids, and productive labor are made of. But what does it mean, beyond head counts and material prices? Collecting data that measures and records every aspect of your operations, bids, and projects is the number one thing you can do to improve your business. The number two thing is actually do something with it.

Although construction firms have historically been slow to adopt new tech, today, nearly 70% of construction firms have digitized, and that number is steadily growing. That represents a lot of change and even more data. Of those collecting data, less than half routinely analyze the information they collect and even fewer actively make changes based on the results of that data. This is a waste of the firms' potential. If collecting, analyzing, and implementing the results of construction data is not on your to-do list for the rest of the year, change the list and read on for the most valuable data your team needs and how to make something of it.

### Estimation and productivity review

Looking back at estimating data and whether the estimate accurately reflected the cost and profit helps managers identify bid win and cost estimate trends. Understanding the bid/hit ratio, or the ratio of bids placed on projects to the bids won, makes estimating data vital to sales and to the procurement process.

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Companies using cloud-based drawing and estimation software to render their projects are collecting data that is helpful to the designers, estimators, shop staff, and field workers. This real-time, accessible data gives each team member a clear representation of the site and promotes collaboration across teams. This allows each department to control its scope and prevents conflict with measurable steps, goals, and tracking for each project phase.

### Operational, logistics, and efficiency

The data yielding the most potential for analysis and productivity/cost improvement is operational. That includes anything that



## BUSINESS TIP

relates to project execution, including materials and resources, logistics, and productivity. How are fluctuating material costs affecting your bottom line? Do you have the right equipment and software in place, or could your system be more efficient? How can changing your delivery schedule affect productivity?

All of this information translates into robust financial data that can be carried forward to more accurately predetermine the overall cost of a project. Going beyond labor and material costs can help you determine a custom cost and productivity profile for each job that can be adjusted to reflect the availability of labor, changes in material costs, adjustments based on logistics, and technology or equipment upgrades. Most importantly, this information can be used to make changes on future bids, increasing the profitability and competitiveness of future endeavors.

### Accounting data

While keeping the accounting team on track with a clear vision of a project's financial implications, real-time data collection also allows them to anticipate common roadblocks and adjust the budget accordingly. This prevents project delays and overages, and making the data available across the team means project managers and department leads also have up-to-the-minute feedback and can adjust accordingly.

### Implementation

You've collected real-time, practical data on actual shop fabrication time, field labor, and materials—now what? This information is a gold mine of opportunity, but it is a common problem that contractors stockpile the information and fail to analyze it for future implementation. At this point, it is essential to analyze this data and determine the real versus estimated costs of the job. That total—whether bang-on or riddled with discrepancies—provides valuable direction for bidding your next projects.

Learn more about what kind of data you could be collecting at | [buildcentrix.com](http://buildcentrix.com) ■

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**BUILD FASTER.  
BUILD SMARTER.**

## How to Analyze Construction Data – Five Steps to Clarity

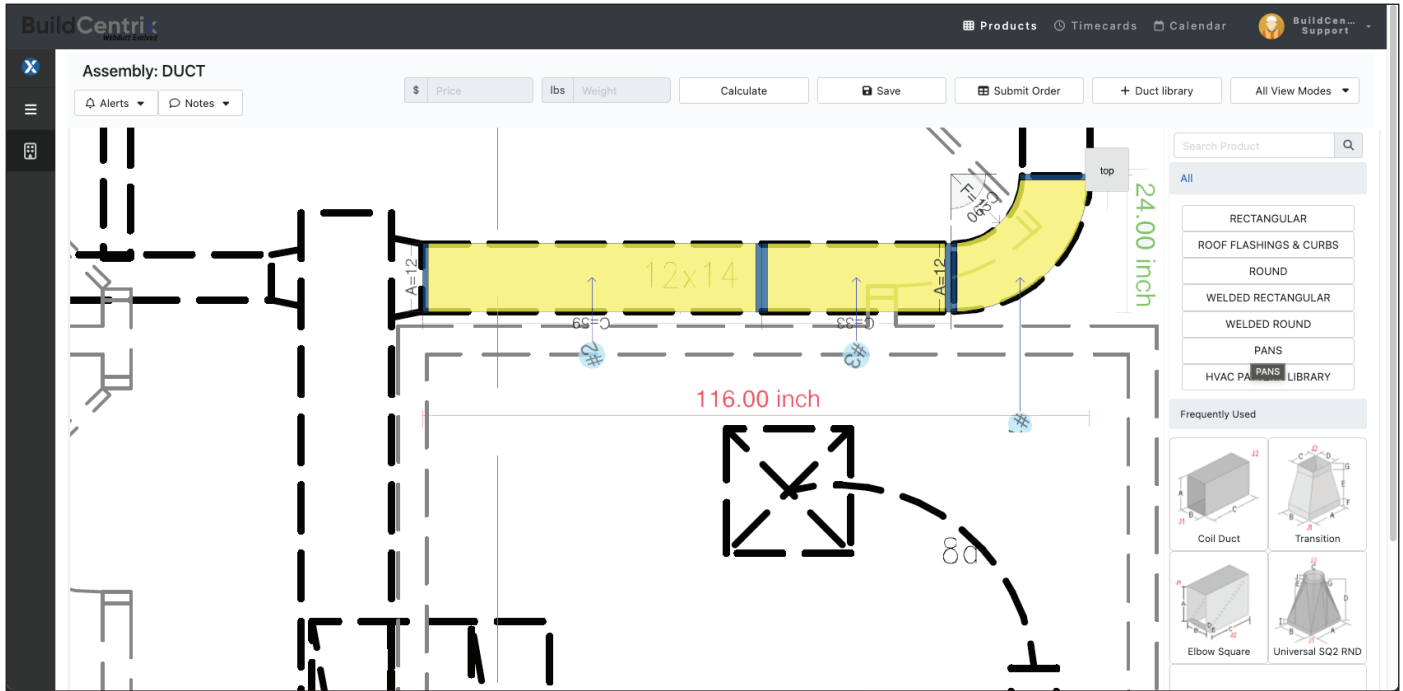
When faced with a big 'ole pile of information there are only two options: cringe and run for the hills or dive right in to a more productive and cost-effective future for your business. If you choose door number two, read on for five ways to make the most of the data you've collected.

- 1. Have a plan.** Before you even start collecting data, have a good idea about what problems or issues you want to solve or which areas you think could use some massaging. Find out what data is important to each department and the best way to present it to them. Reach outside your circle to colleagues and industry partners to find out what they are collecting and why. Do their practices apply to your business model?
- 2. Focus on process and productivity.** Look for ways to implement technology, automate tasks, streamline workflow, or optimize your workforce's movements and tasks. Is there a more efficient way to lay out your materials or equipment? Does assigning trucks and loading bays to orders make deliveries more productive? Does building component assemblies save time and money? Look beyond straight costs for ways to make the most of your logistics and human power.
- 3. Consider safety.** Real time data on employee movement, fabrication, deliveries, and loading trucks can help optimize your shop layout for better ergonomics and workflow and thus better safety.
- 4. Review your bids.** The more complete and relevant data you have on the bid and actual job costs, the more accurate your bid comparisons can be. Moving forward with good data improves your ability to bid, which means more cost-effective jobs while strengthening your reputation as a company who delivers on time, on budget, and with the quality you promised.
- 5. Make sure your software performs.** The best way to get the most from your data is to have robust options when it comes to what you collect, how to and who can access it, and whether you have support in how to analyze it. Choose a cloud-based platform that collects data in real time and offers proven customer support.

Learn more at | [buildcentrix.com](http://buildcentrix.com)

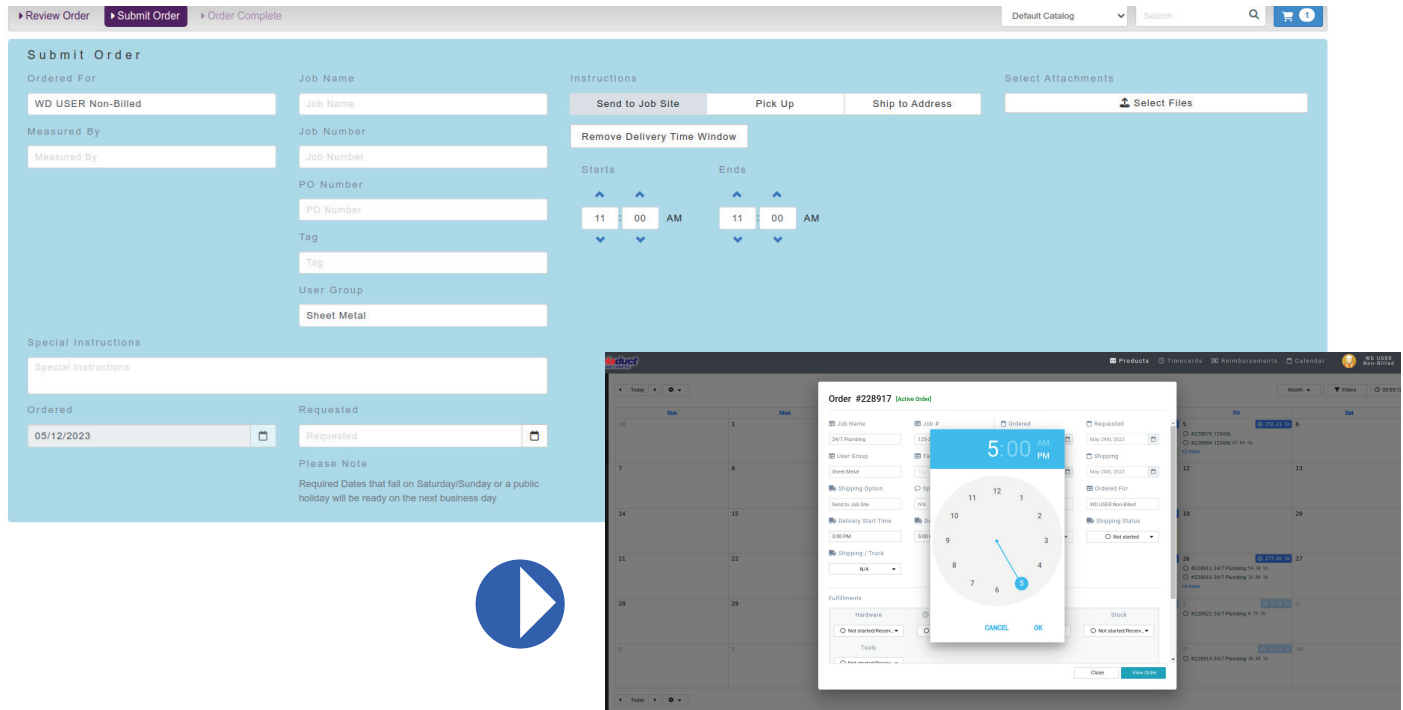
## Blueprint Uploading and Tracing Feature

BCX is implementing a new Blueprint/Plan Upload feature. This will allow users to upload 2D plans and trace over top of them in 3D with the BCX assembly user interface. With auto-scaling and fill features it's extremely easy to measure point-to-point in the blueprints and fill the space with fittings for the mechanical system. ■



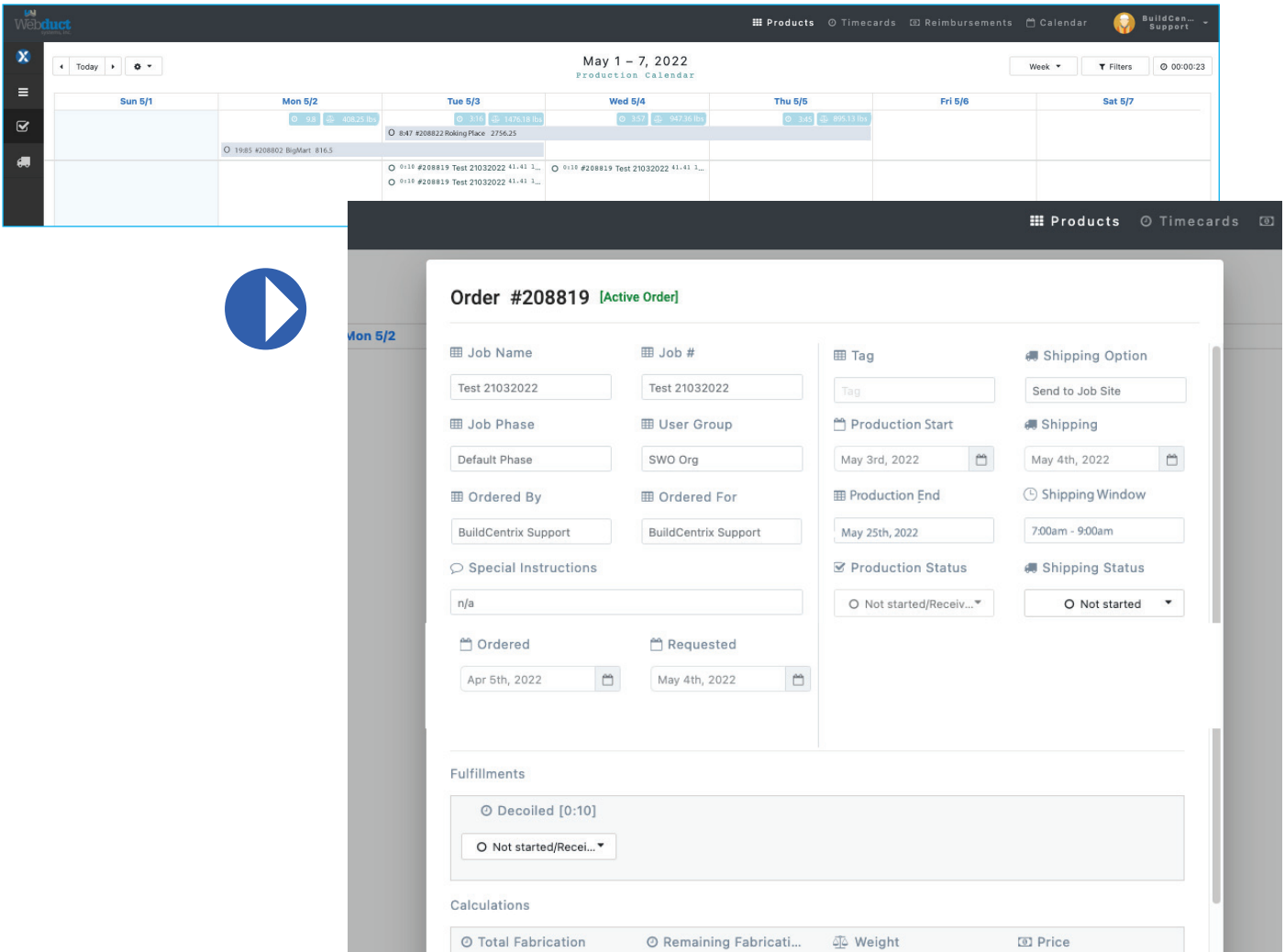
## Delivery Windows

Enabling Delivery Windows allows forepersons to pick the time range they want their order to arrive on site or be ready for pick up. Production and Delivery Calendars can be filtered by Time Windows to help with manufacturing scheduling, truck loading, and deliveries. ■



## Order Stretching

Every manufacturer in the speciality trades will get orders that are too large to complete in one day. With BCX's new Order Stretching feature you can stretch the orders across multiple days or weeks, and the system will divide the weight and fabrication time across the date range. This enhances the labour/material management tools in BCX to deal with large orders that cannot be produced in a single day. ■



The image displays two screenshots from the BCX web application. The top screenshot shows a 'Production Calendar' for the week of May 1-7, 2022. It features a grid with columns for each day (Sun 5/1 to Sat 5/7) and rows for different jobs. A blue play button icon is overlaid on the left side of the calendar. The bottom screenshot shows a detailed view for 'Order #208819 [Active Order]'. This view includes several sections:

- Job Information:** Job Name (Test 21032022), Job # (Test 21032022), Tag, and Shipping Option (Send to Job Site).
- Production Details:** Job Phase (Default Phase), User Group (SWO Org), Production Start (May 3rd, 2022), Shipping (May 4th, 2022), Production End (May 25th, 2022), and Shipping Window (7:00am - 9:00am).
- Ordering Information:** Ordered By (BuildCentrix Support), Ordered For (BuildCentrix Support), Ordered (Apr 5th, 2022), and Requested (May 4th, 2022).
- Special Instructions:** n/a
- Production Status:** Not started/Receiv... (dropdown)
- Shipping Status:** Not started (dropdown)
- Fulfillments:** Decoiled [0:10] and Not started/Receiv... (dropdown)
- Calculations:** Total Fabrication, Remaining Fabricati..., Weight, and Price.

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BCX comprises the following modules. While there is no requirement to use them all, they are available for contractors to grow into.

- Field ordering of sheet metal and piping and plumbing
- Machine integration
- CAM integration (Trimble, PractiCAM, CAMduct)
- Watts Orbital Welder
- Field timecards
- Shop timecards
- Labor reporting
- Payroll integration (all applicable payroll packages for contractors)
- ERP/accounting integration for jobs and labor codes
- Revit® integration
- CAD integration
- Content generation (not dependent on old Windows databases)
- Labor and material costing and pricing