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New Construction Software Package Cuts Bid Work Time by 40-50 Percent; Companies Are Dropping Older, Cumbersome Packages

(College Station, Texas) -- SmartBidNet, a construction industry bid management software, is finding its place in construction offices across the U.S. and Canada. Older software packages put out by the large software firms are slow and cumbersome, according to SmartBidNet users. Most importantly, they don't have SmartBidNet's simple-to-use, instant uploading, and real-time reporting features.

Time Savings Realized – Every Day

One construction estimator who switched to SmartBidNet earlier this year is Mark Fly, an outsource estimator whose client list includes **Davaco, Truwall Interior Systems, Inc. and Citadel Construction Corporation.**

"I've used many different software packages with all the clients we've had and did not like any of them," said Fly. "SmartBidNet has every feature I want – speed, accuracy, and instant reporting. Being able to upload a document in real time is great, especially for the inevitable addendums. The upload wait with other software is typically 24 to 48 hours."

Fly adds, "A major client recently gave me a dozen projects spanning several southeastern states. They were using another brand of software, so it took me one to 1.5 hours to upload and send out a request for bid for each individual project. In comparison, when we use SmartBidNet, the time is about 30 minutes per project. I can pass those cost savings on to my clients, which makes everyone happy."

With over 12,000 contacts in his database, Fly is always looking for a faster, easier method. He especially doesn't like having to walk subcontractors through more complex software packages. "With SmartBidNet, I get some questions from subcontractors, but not many at all. It's so easy; it's 'left to right' simple."

Rising Number of Construction Offices Embracing Technology

Carolina Cunningham, a construction estimator with **Scott&Reid General Contractors in Dallas, Texas**, said, "Automating our invitation to bid process has been great. We've seen a huge time savings -- it used to take a day to get jobs out to subcontractors but now it's only 30 minutes to an hour with SmartBidNet." Cunningham added, "Our subcontractors like it but the best part is the time it saves us. I have more time for follow-up calls."

Cunningham evaluated several bidding software packages before deciding on SmartBidNet. One of the selling points was that SmartBidNet came to their offices to train her and fellow construction engineers. "In-person training was not being offered by the other packages," explained Cunningham. "And now that we're using it, the customer service is awesome. JBKnowledge is always there if we have a question or problem to solve."

"Construction companies are under an intense amount of pressure during their estimation processes," said James Benham, president of JBKnowledge. "The pressure to get everything right and get the bid produced on time is immense. By moving to an entirely online, digital delivery process, general contractors and subcontractors can save enormous amounts of time previously spent manually processing paperwork and printing and mailing out invitations and plans. The time and cost savings are amazing, and the construction industry is starting to realize this by switching to products like SmartBidNet."

According to [Edward Walsh](#), Executive Director of American Society of Professional Estimators, "Three or four years ago, the way people were discussing going online to get their plans, it sounded like a pipedream that someday everyone would be using an online bidding process. People I talked to thought it would take 10 years for the industry to get on board. What has happened though is the general contractors and construction managers want to deliver their plans this way. Now almost everyone I talk with is already getting at least some of their plans online."

More Information

SmartBidNet is a construction bid invitation and bid management software for general contractors that uses the internet to provide secure access and online collaboration to subcontractors and suppliers for seamless coordination in construction project bidding.

Its user-friendly interface and straightforward design add value and simplicity to construction bidding to save time and money by making it easier to create bid projects, invite subcontractors to bid, and manage their responses. More information about SmartBidNet is at <http://www.smartbidnet.com>

SmartBidNet is a product of JBKnowledge Technologies Inc., a Texas-based company with additional offices in New Mexico and Argentina. JBKnowledge is a consulting and development firm specializing in creative services outsourcing and IT consulting. Service specialties include Web development, software development, graphic design, and 3D animation. More information about JBK is at <http://www.jbknowledge.com>

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ARTWORK FOR SMARTBIDNET IS ATTACHED.

