



What do we do now?

Can we please do something new!

Accela and Luke

- A hidden treasure
- First successful Builders exchange certified Satellite Permit Center
- Including Planning

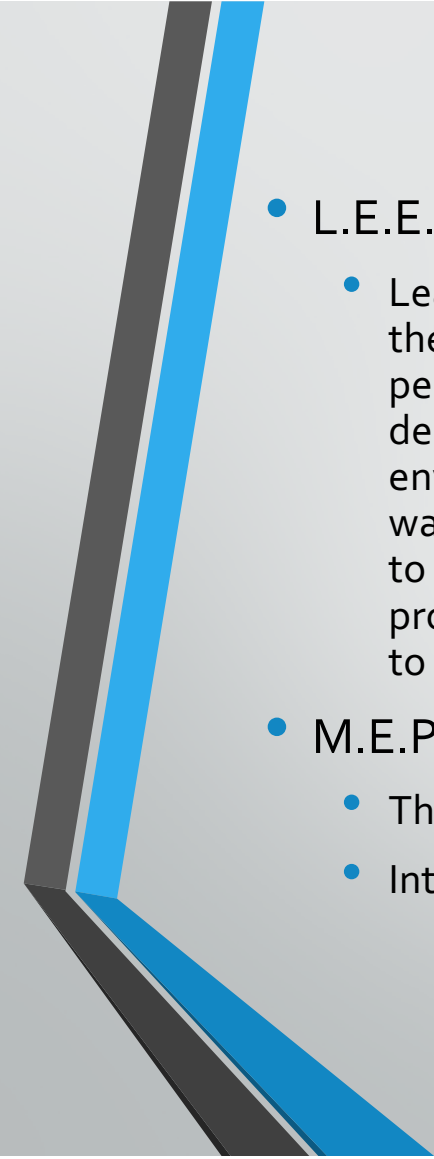


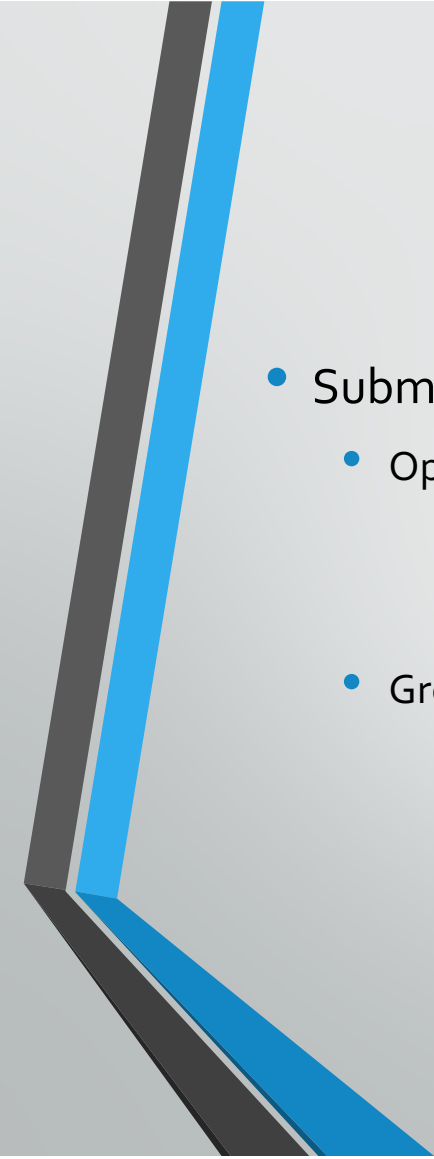
We have to understand whom we serve.

- Next Slide is the dreaded acronym apocalypse

- B.I.M. Building Information modeling
 - CM-BIM Certification 40hr unit course then proficiency test prior to registration.
 - Rex Klein CM-BIM June 2017
- L.O.D. Level of Development
 - The LOD Specification is organized by CSI Unifomat 20102 , with the subclasses expanded to Level 4 (and in a few cases to Level 5) to provide detail and clarity to the element definitions. The LOD Specification addresses only LOD 100 through LOD 400 of the AIA's LOD Schema, along with a new level – LOD 350 – which was added between LOD 300 and LOD 400 to better address the information levels required for effective trade coordination. The LOD Specification does not address LOD 500 since that LOD relates to field verification and is not an indication of progression to a higher level of geometry or information



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- L.E.E.D Leadership in Energy and Environmental Design
 - Leadership in Energy and Environmental Design (LEED) is a rating system devised by the United States Green Building Council (USGBC) to evaluate the environmental performance of a building and encourage market transformation towards sustainable design. The system is credit-based, allowing projects to earn points for environmentally friendly actions taken during construction and use of a building. LEED was launched in an effort to develop a “consensus-based, market-driven rating system to accelerate the development and implementation of [green building](#) practices.” The program is not rigidly structured; not every project must meet identical requirements to qualify.
 - M.E.P. Mechanical, Electrical, and Plumbing
 - The guts of B.I.M.
 - Integrated Project Delivery (eye roll)

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- Submittal Hell
 - Opportunity knocking

 - Group Exercise



Lets do something new.

- Disclaimer various portions stolen from
 - New York Network
 - AGC America
 - Dodge Data and Analytics
 - On center Software
 - Many Many others



Our most valuable content is under utilized

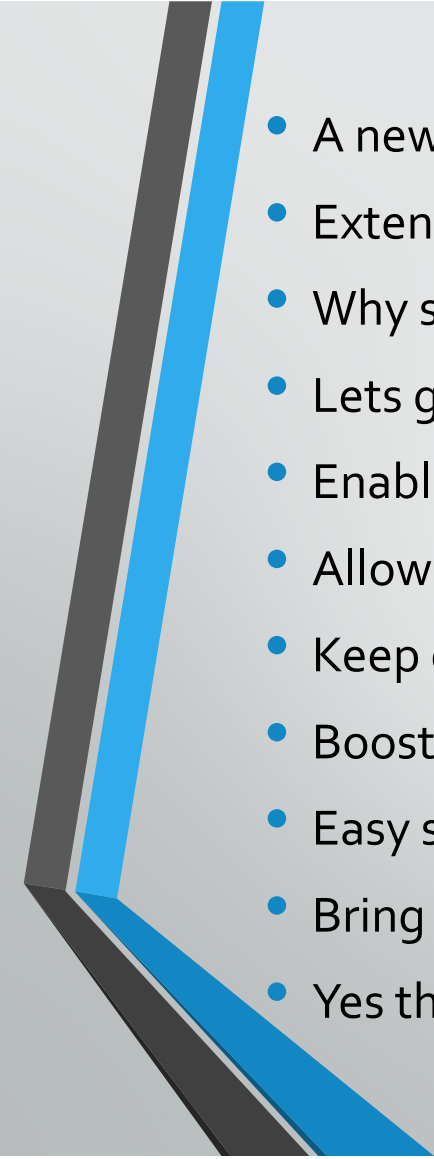
- What the heck is this fool talking about? Hint “Paper”

Capital Improvements Project Phase 3 Newfane CSD Three District School Buildings

[Add Me To Bidders](#)

[Track Project](#)

 Scott Lawn Yard, Inc. *	eretzlaff@scottlawnny...	Ph:(716) 731-6415	Fx: (716) 731-6485	Sanborn NY
Asphalt /Road / Bridge / Heavy Highway Contractor				
 American Paving & Excavating, Inc. *	Kelseyw.american@gma...	Ph:(716) 741-2649	Fx: (716) 741-2218	Clarence Center NY
 Anastasi Trucking & Paving *	Unavailable	Ph:(716) 683-5003	Fx: (716) 683-5045	Lancaster NY
 Louis Del Prince & Sons, Inc. *	office@louisdelprinc...	Ph:(716) 633-6944	Fx: (716) 633-1053	Cheektowaga NY
 Thomann Asphalt Paving Corp. *	Unavailable	Ph:(716) 759-0430	Fx: (716) 759-0433	Lancaster NY
Equipment				
 C.P. Ward, Inc.	Jabbey@cpward.com	Ph:(607) 644-4926		Scottsville NY
Crane and Rigging , 28 to 350 ton cranes / hourly / daily / weekly / Monthly rates available. Certified riggers / NYS certified operators. Rock				
 JIT Toyota-Lift	marybeth@jitny.com	Ph:(716) 569-2410	Fx: (716) 569-6375	West Seneca NY
Forklifts & Aerial Equipment- Indoor & outdoor scissorlifts, boomlifts, Forklift Equipment:2000lb to 20,000 lb indoor & outdoor. Narrow Aisle: W				
 OSC Equipment Services, Inc.	csavaglio@oscinc.com	Ph:(716) 425-1014	Fx: (716) 845-0942	Buffalo NY
oscequipment.com Heavy Equipment: Excavators (Electric & Diesel), Dozers, Loaders, Skid Steers, Rollers, Aerial Lifts, Material Handlers,				
 R.B. U'Ren Equipment, Inc.	mjremmes@rburen.com	Ph:(716) 283-4466	Fx: (716) 283-5125	Niagara Falls NY
Aerial lifts, Scissors Lifts, Personnel Lifts, Telehandlers, Fork lifts, Generators, Air compressors, Light towers, And more. Marty Remmes 583-				
 Rocrents Heavy Equipment Sales & Rental LLC	stephen.bennett@rocr...	Ph:(585) 236-4674	Fx: (585) 236-4401	Webster NY
Hydraulic excavators,Rollers,Dozers,Telehandlers,Forklifts,Pumps,Skidsteers,Light towers				
 Skyworks, LLC	mpurpura@skyworksllc...	Ph:(716) 822-5438	Fx: (716) 822-8727	Buffalo NY
Top Line provider of aerial lifts, forklifts,Telehandlers, excavation, compaction, saws,(concrete) etc..				
Excavation/Site Work/Irrigation/Drainage/Landscap				
 Greenauer Blacktop, Inc. *	regalbbq@aol.com	Ph:(716) 826-6565	Fx: (716) 826-4119	West Seneca NY
 Mark Cerrone, Inc. *	ttibbs@markcerrone.c...	Ph:(716) 282-5244	Fx: (716) 282-5245	Niagara Falls NY
Professional Services				
 BondsExpress	tparmenter@bondsexpr...	Ph:(800) 331-5453105	Fx: (877) 824-8668	Syracuse NY
WE BOND YOU NOT YOUR CREDIT. Contract bid, performance, payment, and material bonds. Rates as low as 1.5% for the most qualified local contract				

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- A new type of member using a new type of service.
 - Extended lifespan and utility of project information
 - Why should a job become inert after bid results are issued
 - Lets get some Toyota Priuses off the road
 - Enable users to quickly and easily gather information for submittals
 - Allow Equivalents a shot
 - Keep docs available 5+ years (special conditions apply) Google GCP
 - Boost Our relevance
 - Easy sale (No Brainer for the Supply, Manufacturer and others)
 - Bring in more plans
 - Yes there will be blood

- https://www.youtube.com/watch?v=BCkVf_LQrWg&authuser=0
- Specifier Sample (QuickEye Review)
- <https://qr.quickeye.mobi/qr/?qr=ob89f32f3116d6eb414aoda539f3e3d23e4cod7>
- to receive the above sample via text
- Cell: [425-327-0522](tel:425-327-0522) BXNET
- Test Supplier ABC supply 20 locations California 17 in New York