



Simplifying the bid process
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PRESENTED BY:

LUKE HUDSON & KRISTA SMITH

Builder's Exchange of Billings & Great Falls Builders Exchange



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The players...



**Builder's Exchange
of Billings**



Butte Builders Exchange
4801 Hope Road
Butte MT 59701-7012



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PLANS EXCHANGE**



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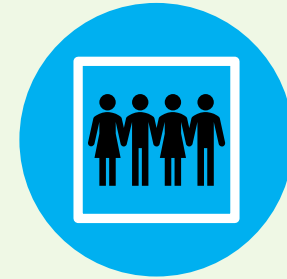
We realized early on...



**WE ARE STRONGER
TOGETHER**



WE HAD TO BE ALL IN



**THE MORE WE
SUPPORTED THE
“WEAKER” EXCHANGES,
THE STRONGER WE ALL
BECAME**



Why we did it

- **Montanabid** was born out of the need to solve a problem.
- The problem “**How do I, as a Plan Issuer, distribute bid documents to all of the independent Builders Exchanges across the state of Montana?**”
- We had to solve this problem or someone else would.



How we did it

- Collaboration
 - Verbal agreement between ***independently owned and operated*** Builder's Exchanges/Plan rooms located in the state of Montana.
 - TRUST (mutually agreed to code of ethics.)
- We have done no formal advertising, relying on word of mouth
 - Education to plan issuers who send us projects
- Joint Engineers conferences / AIA conferences



How we do it

- Sharing of Bid Documents
 - 2 methods:
 1. One exchange processes documents shares via FTP etc.
 2. Shared via online software
- We ask permission to share our projects in network on every project we post.
- Sharing bid document processing has allowed each exchange to increase # of projects they can report on.



What challenges have we encountered?

- **Imposters**
 - Companies took similar domain names
- **Competitors**
 - This tool protected our borders from outside competition.



Unexpected Benefits

- Relationships with each other
- Relationships with plan issuers
- Relationships with public entities
- Increased project numbers
- Increased staff efficiency reducing amount of staff necessary per location.
- Opportunity to speak at Montana AIA conference
- Being invited by the State Architecture and Engineering Division director to assist as experts to help pass a bill in this year's legislature.



The Result

- This simple tool created a common process to distribute bid documents across our region.
- If you need to advertise a bid project in Montana you use **montanabid.com**
- This tool will advertise your bidding project to over 2,500 membership dues paying construction professionals in the region.

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