



ONE SYSTEM... ONE PROCESS...

ONETEAM

Connecting Contractors with Quality Subs Solves Daily Workforce Struggles

by Linda Mastaglio

YOU: A contractor, owner, developer, architect or engineer

YOU NEED: Qualified, consistent, complete bids from subcontractors

YOU HAVE: Limited time, resources, capital ... and the clock is ticking

YOU WANT: To succeed, to come out on top, to get what you need—now!

How do you do it? It's easier than you may think.

What if you had direct access to a bid communication, collaboration and management solution that was state-of-the-art—and free?

And what if you had a personal consultant whose job was to make sure you got the bids you need—and that assistance was free?

You can have all this, today, by taking advantage of ONETEAM, a proprietary system—and process—developed exclusively for you by The Blue Book Network®.

Ed Haege, the Director of ONETEAM, says that he, along with The Blue Book Network's in-house GC Pro-Services support team and 230 field consultants, is laser focused every day on helping general contractors streamline their workflows during the time-sensitive bidding phase.

"With general contractors struggling to find qualified and available subcontractors to bid and work on their projects, it's very exciting to meet with them and explain the many ways that our Network can help them build industry relationships and leverage technology to communicate faster and more effectively," Haege says.

The way to truly understand the ONETEAM concept is to view it in action. Take, for example, Amy Hewis, the Preconstruction Coordinator for The Austin Company. She organizes and coordinates all preconstruction activity for the firm's projects for their Cleveland location. This includes project documentation, subcontractor contact information and organization of The Austin Company's preconstruction database. As you can imagine, this is no small task.

One of her favorite aspects of ONETEAM is the Vendor Wizard. "It's a great way to find subs in disciplines where



The Austin Company was well represented at The Who's Who in Building & Construction Showcase in Cleveland. Shown (left to right) are Phil Ozan, Austin Preconstruction Manager, Amy Hewis, the Preconstruction Coordinator and Chris Jackson, Director of Preconstruction.

“Switching to ONETeAM has really benefited our company and opened up the opportunity to work with so many more good contacts.”

Sean Harrison, Lead Bid Coordinator,
Menemsha

you need help,” Amy says. “Vendor Wizard lets you search by trades; and you can filter the information, which is a huge feature. It’s as simple as checkmarking a few boxes, and you can add hundreds of contacts. It’s probably the largest database in the industry.”

When Austin is bidding work, Amy has the ONETeAM software open all day. There, she can customize her bid invitations to get better responses and upload complete project information to help vendors be able to respond quickly. She can also post and update information to all project bidders and organize and prioritize vendors.

Like all good software and processes, ONETeAM functions in a never-ending cycle of continuous improvement, thanks to input from superusers like Amy. She recently made “four or five” recommendations that are now being added into the system.

Amy’s story is not that different from so many others. Another superuser is Shawn Collom, Director of Estimating at The MDC Group in Noblesville, Indiana. Shawn currently oversees and manages The MDC Group’s preconstruction and bidding operations. Whether the project is a detailed set of construction documents or conceptual ideas drawn

PHOTO COURTESY OF VIRGINIA DIX

on a napkin at lunch, Shawn takes great pride in understanding a client's overall goals and assembling the best project team to reach those goals.

"TheBlueBook.com is a constant 'open' tab on my computer throughout the workday," says Shawn. "Whether it's corresponding with subs through our ONETeAM Plan Room, reviewing subcontractor coverage and analytics for a past or current project, reviewing a subcontractor ProView profile to see if the firm is qualified for an upcoming project, or running through my invite lists to make follow-up calls, The Blue Book Network is intertwined in our preconstruction activities every day."

Shawn depends on ONETeAM to send out bid invitations to subcontractors and host project files. He says that the Vendor Wizard feature in ONETeAM "makes searching The Blue Book Network a breeze. It allows us to search for subcontractors in areas where we may be weak in coverage and then add them directly into our project for bid invitation. This is a time saver in the preconstruction process and is a much more fluid process than combing the Yellow Pages and having to set up vendors manually." The MDC Group has completed projects in 42 states across the U.S. Working in this large of a territory makes it hard to find good, quality subcontractors. "The Blue Book Network's database of contractors is a life-saver when it comes to finding quality subcontractors in an area that is either new to us or one that we haven't been in for a while," Shawn adds.

One additional master of the ONETeAM system and process is Sean Harrison, who just celebrated his seventh anniversary with Menemsha, an architecture, surveying and construction firm in Boston. As Lead Bid Coordinator, supervising a staff of two, Sean manages all bid invitations and addendums and essentially handles all the details, from bid communications through consultant selection.

"When I first started, I knew BB-Bid was the tool to use to find subs in locations where we had weak coverage," says Sean. "The system was fantastic because we could search by trade and location. When BB-Bid grew into the new ONETeAM platform, I gave it a shot. It is a huge help when I'm trying to get subs; it's very user-friendly. Menemsha used to have an internal system for bid management, but now we use ONETeAM for every project." He explains that the firm had not worked at all in Wisconsin, but that they

Shawn Collom is Director of Estimating at The MDC Group in Noblesville, Indiana, and an everyday user of ONETeAM.



Menemsha's Lead Bid Coordinator, Sean Harrison (center), and his staff of two, Dylan Toucey (left) and James Lam (right), manage all bid activity—from invitations and addendums through consultant selection.





Forty to 50 times a year, Ed Haege presents the ONETEAM concept to contractors in their offices, at tradeshow and at industry events nationwide.

“The Blue Book Network’s team is the business development piece of your business that you didn’t know you had.”

Shawn Collom, Director of Estimating,
The MDC Group

do now, thanks to The Blue Book Network. “Switching to ONETEAM has really benefited our company and opened up the opportunity to work with so many more good contacts,” he adds.

Sean, like Amy, has been instrumental in the continuing improvement of ONETEAM. “We have monthly meetings with ONETEAM personnel and we tell them what new features would help us do our jobs. They’ve come up with some cool features and they’re really great at hearing us out.” One recommendation that Sean suggested was the introduction of project file tabs to separate specifications, addendums, photos,



MDC’s Director of Employee Engagement, Allison Bowman, joins with Shawn Collom to meet new subconsultants at The Who’s Who in Building & Construction Showcase in Indianapolis.

PHOTOS COURTESY OF THE BLUE BOOK NETWORK (TOP LEFT AND RIGHT), THE MDC GROUP (BOTTOM)



At The Blue Book Network's headquarters, programmers and developers work together on continuous improvement strategies for ONETEAM.

etc. The result was the introduction of a new file labeling system, which Sean says has made ONETEAM even more user-friendly. "Every month we go through open tasks and even get a sneak preview of upcoming improvements," he adds. He and Amy delivered flamboyant shout-outs to Brian McElligott, the quality control specialist on the ONETEAM design team.

MAKING IT PERSONAL

While technology is great, we still all know that people are at the heart of great service; that's why The Blue Book Network goes the extra mile by empowering their employee-owners to reach out and help companies find the subs they truly need.

"The most important service to me is their network reach," says Shawn. "It's nice having a company that has boots on the ground in areas where we are looking to construct work and who are there helping us find high-quality and highly qualified subcontractors for our projects. This service is key in our fast-moving industry."

Shawn says that, over the years, he has had the privilege of getting to know quite a few members of The Blue Book Network staff. "I have yet to meet one that is not patient about helping us solve any weak areas we may have in trade coverage across the U.S.," he says. "Their team is always reaching out when they see we have a new project in an area and are eager to help us assemble the perfect project team."

Amy concurs. "The staff at The Blue Book Network is very helpful," she says. "My point of contact is Ed Haege, the Director of ONETEAM. We were looking to work in New Mexico and didn't know many subs there; so, I reached out to Ed who contacted the company's Texas Area Director, Lisa Ireland, and she was able to give us references. The same thing happened in Indiana when we were bidding a job and needed some concrete contractors.

Sean says that The Blue Book Network's help in finding qualified subs is the best asset they could offer. "There have been plenty of times that I needed a sub and I knew I could reach out to our rep here in Boston, Keith Garland, and to Omar Mauricio for our work in California. They both call around and get us contractors. Connections are the best tool in their tool box, especially in areas where we don't have a strong footprint. Both guys are awesome."

GETTING TO KNOW YOU

The icing on the cake is the meet-and-greet moments at The Who's Who in Building & Construction Showcase events, held annually by The Blue Book Network in about 40 cities nationwide. The events draw crowds up to 1,000+, depending upon the size of the region.

Amy has attended 14 shows and will participate in four more this fall. "We never know where our next job will be," Amy explains. She cites a fast-paced design-build job in Texas that had to start in two weeks. "I met a company



Connect, Communicate, and Collaborate with Blue Book Network Subcontractors

Page 1 – Find subcontractors and be found by them with premium Network position

Premium ProView® – Tell your company's story to subcontractors online

The Who's Who Magazine – Promote your company with regional print exposure

The Who's Who Showcase – Create relationships with "Face-to-Face" networking

Relationship Manager – Make online connections with digital business cards

Business Development Manager – Receive "Feet on the Street" connections

Office Meet & Greet – BDM can bring groups of subcontractors to your office

"Get Bids Now" Messages – Send Invitations to Bid to Blue Book Network vendors

ONETEAM – Use private bid messaging, collaboration, and management solution

To put ONETEAM to work
for your team, contact Ed Haege
ehaege@mail.thebluebook.com
(855) 805-2560



GC Pro-Services Support Specialists assist contractors with their ONETEAM accounts.

from San Marcos at The Who's Who Showcase. We had good vibes; they seemed like good people and after a few more conversations, we decided to work together. It would've been a very different scenario had I not met them first. Attending a local Showcase is the best three hours you can spend building up your contacts." She also met Blue Book Network employee-owners Greg Tankersley at a Detroit Showcase and Leo Haley in Cincinnati. She now knows she can get help from a Network team member in any geography. "They're all so helpful; so responsive," she adds.

THE BOTTOM LINE

Shawn likely summed it up best when he made this comment: "Whether you're a national contractor looking to expand into new areas or a local contractor that operates in a small area, The Blue Book Network can help you. The construction industry right now is on fire. Everyone is so busy that it is hard for most to have the time to get out from behind the desk to network and meet new industry partners. That is where The Blue Book Network steps in. They are the business development piece of your business that you didn't know you had. Their team of experts are out finding quality individuals and connecting them with other quality individuals. This is beneficial when the construction market is like it is currently. We all have that one person—that electrician, that plumber, that carpenter or that mason—that we wish we could use on every single project. Unfortunately, with the market being so busy, that one guy is too busy to take on any more projects. The Blue Book Network is here to find more of those 'one guys' for you." 🗨️

Linda Mastaglio is a journalist exploring topics of interest to the AEC community for over four decades.