

## New Lead Manager Feature How-To-Guide – April 2012 Bidding Intelligence – Geographies

### Lead Manager Toolbar:



This new Lead Manager feature was added to the toolbar under the Resource Center tab  
Home | Search | Track | Calendar | Address Book | Manage | Resource Center

### NEW – Bidding Intelligence – Geographies (BI-G)

- Go to the Resource Center tab on the Lead Manager toolbar
- Click on Bidding Intelligence on the Resource Center sub-menu dropdown
- Click on the light blue “Geographies” tab below the BI-G description paragraph and the following BI-G search form is displayed

**NOTE:** State & Bid Date are required fields. Historical data available for 3-years

BI-G searches can be further drilled-down by also selecting any one or combination of the following parameters. **HINT:** Hold “Ctrl” key on keyboard to make multiple selections.

- County/Countries
- Section
- Bid Type
- Construction Type
- Division(s) of Work
- Industry Type
- Industry Sub-Type

**EXAMPLE:** Search for all projects which bid in Florida in 2011

**COMPLETE BI-G SEARCH FORM:**

- Select State: FL
- Select County: All Counties
- Select/Enter Bid Date From: 01/01/2011
- Select/Enter Bid Date To: 12/31/2011
- Check Show All (removes 1000 limit) checkbox

**NOTE:** Leaving 1000 limit checkbox unchecked returns 1000 results for project drill-down lists in columns which produced more than 1000 results!

- Click **SEARCH**


**RESULTS DISPLAYED:**

State	Total Projects Bid	Avg Project Value	Public	Private	GB	Avg GB Value	Eng	Avg Eng Value	ST	Avg ST Value	New Const	New Const Avg Value	Add	Add Avg Value	Ren/Alt	Ren/Alt Avg Value
Florida	1151	\$1,181,261	867	284	510	\$1,395,644	553	\$1,432,221	191	\$154,004	142	\$3,163,745	36	\$3,943,875	987	\$955,165

Showing 1 to 1 of 1 entries

**BI-G SEARCH RESULTS:**

- Clicking Project Title hyperlink opens project details
- Sort-able by Column data: click column header to sort results ascending/descending order
- Data designated with plus signs are expandable to view data details
- Click minus sign to close data details

**EXAMPLE:** Clicking the plus sign  besides the number 284  in Private column displays:

Show25entries

State	Total Projects Bid	Avg Project Value	Public	Private	GB	Avg GB Value	Eng	Avg Eng Value	ST	Avg ST Value	New Const	New Const Avg Value	Add	Add Avg Value	Ren/Alt	Ren/Alt Avg Value
Florida	1151	\$1,181,361	867	284	510	\$1,395,644	553	\$1,432,221	191	\$154,004	142	\$3,163,745	36	\$3,943,875	987	\$955,165

Show25entries

Title	State	County	Bid Date	Job Type	Project Type	Construction Type
<a href="#">SPORTS AUTHORITY STORE NO. 340 @ THE SHOPS AT MIDTOWN MIAMI</a>	FL	Miami-Dade	Feb 18 2011	Private	General Building	Renovation
<a href="#">WAL-MART NO. 725-201 GENERAL REMODEL</a>	FL	Polk	Feb 16 2011	Private	General Building	Renovation
<a href="#">DOLLAR GENERAL STORE NO. 1513</a>	FL	Brevard	Feb 18 2011	Private	General Building	New
<a href="#">BEST BUY MOBILE @ EDISON MALL</a>	FL	Lee	Feb 18 2011	Private	General Building	Renovation
<a href="#">FLORIDA COMMUNITY HEALTH CENTER ADDITION</a>	FL	St. Lucie	Feb 16 2011	Private	General Building	Addition
<a href="#">SEPHORA @ INTERNATIONAL MALL</a>	FL	Miami-Dade	Feb 10 2011	Private	General Building	Renovation
<a href="#">CITRUS HEALTH SITE SHAMAN CENTER IMPROVEMENTS</a>	FL	Miami-Dade	Feb 4 2011	Private	General Building	Renovation
<a href="#">WAL-MART GENERAL REMODEL STORE NO. 1090</a>	FL	Duval	Feb 21 2011	Private	General Building	Renovation
<a href="#">FIVE GUYS BURGERS &amp; FRIES</a>	FL	Orange	Feb 11 2011	Private	General Building	Renovation
<a href="#">STARBUCKS</a>	FL	Duval	Jan 19 2011	Private	General Building	Renovation
<a href="#">FAMILY DOLLAR</a>	FL	Polk	Jan 27 2011	Private	General Building	New
<a href="#">DOLLAR TREE STORE NO. 6361 @ THE CROSSROADS</a>	FL	Palm Beach	Jan 28 2011	Private	General Building	Renovation
<a href="#">FAMILY DOLLAR @ DELTONA</a>	FL	Volusia	Jan 7 2011	Private	General Building	New
<a href="#">NUVIVA WRIGHT LOSS CENTER</a>	FL	Sarasota	Feb 10 2011	Private	General Building	Renovation
<a href="#">PIZZA FUSION @ MIZNER PARK</a>	FL	Palm Beach	Feb 22 2011	Private	General Building	Renovation
<a href="#">WENDY'S RESTAURANT REPLACEMENT</a>	FL	Alachua	Feb 9 2011	Private	General Building	Renovation
<a href="#">WALGREENS STORE NO. 2230</a>	FL	Pinellas	Feb 10 2011	Private	General Building	New
<a href="#">LENSCRAFTERS @ SOUTHGATE PLAZA</a>	FL	Sarasota	Feb 9 2011	Private	General Building	Renovation
<a href="#">NAPLES TOWNE CENTER FACADE IMPROVEMENTS</a>	FL	Collier	Feb 3 2011	Private	General Building	Renovation
<a href="#">PATEL RESIDENCE</a>	FL	Columbia	Mar 16 2011	Private	General Building	New
<a href="#">PUBLIX &amp; RETAIL BUILDINGS A, B &amp; C @ PAVILION CROSSING</a>	FL	Hillsborough	Feb 25 2011	Private	General Building	New
<a href="#">BIG LOTS @ SEMINOLE TOWN CENTER</a>	FL	Seminole	Feb 3 2011	Private	General Building	Renovation
<a href="#">NAPA AUTO PARTS STORE</a>	FL	Orange	Feb 7 2011	Private	General Building	Renovation
<a href="#">MAJOR "TV" RENOVATION @ VILLAGE LAKES SHOPPING CENTER</a>	FL	Pasco	Jan 24 2011	Private	General Building	Renovation
<a href="#">DD'S DISCOUNT STORE NO. 5121</a>	FL	Broward	Jan 11 2011	Private	General Building	Renovation

Showing 1 to 25 of 284 entries

FirstPrevious249NextLast

Showing 1 to 1 of 1 entries

FirstPreviousNextLast

**HINT:** To view specific project details click on a project title hyperlink

**HINT:** To display less than 25 projects per page select 10 in the "Show Entries" box in upper left-hand corner of report. To display more than 25 projects per page select 50 or 100 in the "Show Entries" box.