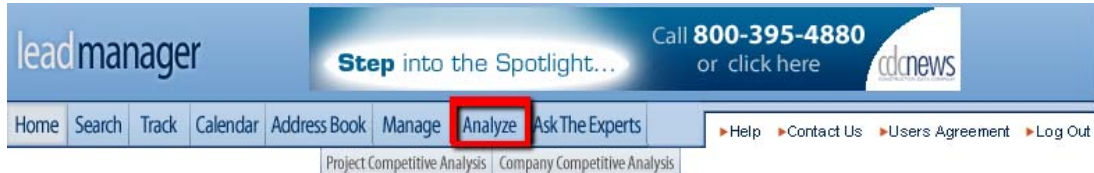# New Lead Manager Feature How-To-Guide – March 2012
# Company Competitive Analysis (CCA)

**Lead Manager Toolbar:**



**This new Lead Manager feature was added to the toolbar under the Analyze tab**
**Home | Search | Track | Calendar | Address Book | Manage | Analyze | Ask The Experts**

## NEW - Company Competitive Analysis (CCA)

- **Go to the Analyze tab on the Lead Manager toolbar**
- **Click on Company Competitive Analysis on the Analyze sub-menu dropdown**
- **The following CCA search page is displayed:**



NOTE: State & Bid Date AND/OR Company Name are required fields.
Historical data available back to 01/01/2009

CCA 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/Counties**
- **Section**
- **Bid Type**
- **Construction Type**
- **Division(s) of Work**
- **Industry Type**
- **Industry Sub-Type**

**EXAMPLE**: Search for all the companies which begin with ABC that bid on projects in Florida in 2011

**COMPLETE PCA 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**
- **Company Name: Enter ABC**
- **Check Show All (removes 1000 limit) checkbox**

**NOTE**: Leaving 1000 limit checkbox unchecked returns 1000 results



- Click **SEARCH**

**RESULTS DISPLAYED:**

Show 25 entries

| Company Name | Times 1-3 LB | Total Projects Bid | Average Project Value | Private | Public | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ABC Construction | 0 | 4 | $642,500 | 0 | 4 | 3 | $856,666 | 4 | $642,500 | 0 | $0 | 1 | $2,500,000 | 0 | $0 | 3 | $23,333 |
| ABC Land Clearing & Development Inc | 0 | 2 | $17,500 | 0 | 2 | 1 | $35,000 | 2 | $17,500 | 0 | $0 | 0 | $0 | 0 | $0 | 2 | $17,500 |

Showing 1 to 2 of 2 entries   First Previous Next Last

**CCA SEARCH RESULTS:**
- **Hover-over Company Name hyperlink with mouse-pointer to view company profile**
- **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 4 ⊕ in ABC Construction Total Projects Bid column displays:

| Company Name | Times 1-3 LB | Total Projects Bid | Average Project Value | Private | Public | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ABC Construction | 0 | 4 | $642,500 | 0 | 4 | 3 | $856,666 | 4 | $642,500 | 0 | $0 | 1 | $2,500,000 | 0 | $0 | 3 | $23,333 |

Show 25 entries

| Title | State | County | Bid Date | Job Type | Project Type | Construction Type |
|---|---|---|---|---|---|---|
| RUNWAY 15-33 REHABILITATION & EXTENSION @ POMPANO BEACH AIRPARK | FL | Broward | Jan 18 2011 | Public | General Building, Heavy Highway | Alteration |
| PINE ISLAND ROAD PUMP STATION | FL | Broward | Feb 15 2011 | Public | General Building, Sewer Water | New |
| BELLA VISTA PUMP STATIONS 1 & 2 IMPROVEMENTS | FL | Miami-Dade | Feb 17 2011 | Public | General Building, Sewer Water | Alteration |
| RIGHT OF WAY PARKING IMPROVEMENTS | FL | Miami-Dade | Feb 7 2011 | Public | Heavy Highway | Alteration |

Showing 1 to 4 of 4 entries    First Previous Next Last

| Company Name | Times 1-3 LB | Total Projects Bid | Average Project Value | Private | Public | 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 |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| ABC Land Clearing & Development Inc | 0 | 2 | $17,500 | 0 | 2 | 1 | $35,000 | 2 | $17,500 | 0 | $0 | 0 | $0 | 0 | $0 | 2 | $17,500 |

Showing 1 to 2 of 2 entries    First Previous Next Last

**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.**

**NOTE**: **To perform a Company Name wildcard keyword search perform the following:**

To perform a wildcard search for Company Name add an asterisk (*) after the keyword or letter.
- Example 1: ABC* will display company names beginning with ABC
- Example 2: Z* will display company names beginning with Z