

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

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 – Companies (BI-C)

- Go to the Resource Center tab on the Lead Manager toolbar
- Click on Bidding Intelligence on the Resource Center sub-menu dropdown
- The following BI-C search form is displayed below the BI-C description paragraph

NOTE: State & Bid Date AND/OR Company Name are required fields.

Historical data available back to 01/01/2009

BI-C 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 the companies which begin with ABC that bid on projects in Florida in 2011

COMPLETE BI-C 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 for project drill-down lists in columns which produced more than 1000 results!

- Click **SEARCH**

RESULTS DISPLAYED:










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

BI-C 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

Title	State	County	Bid Date	Job Type	Project Type	Construction Type
RUNWAY 15-33 REHABILITATION & EXTENSION @ POMPAHO 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

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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
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Showing 1 to 2 of 2 entries

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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