

Heading 1

Heading 2

Heading 3

Paragraph text

Agenda

Thursday

7:00 am – 8:00 am	Registration & Continental Breakfast
8:00 am – 8:45 am	Opening Keynote
9:00 am – 10:15 am	Classes, Session 1
10:15 am – 10:30 am	Break
10:30 am – 11:45 am	Classes, Session 2
11:45 am – 1:00 pm	Lunch
1:00 pm – 2:15 pm	Classes, Session 3
2:15 pm – 2:30 pm	Break
2:30 pm – 3:45 pm	Classes, Session 4
4:00 pm – 6:00 pm	Welcome Reception & Coaches' Corner
5:30 pm – 6:00 pm	Honoree Reception, <i>Invitation only</i>

Pictures



Attendee Quotes

“Great way to learn about new features and network with other contractors on how they are solving problems.”

Brian Geffe, Project Manager
The Mosser Group

Tips & Calls-to-Action



Bring two people so you can cover more classes.

69% of companies in 2012 brought more than 1 attendee

Class Descriptions

Thursday
(all Day)

9:00 am - 3:45 pm

Cost Entry Bootcamp

Estimating

One-day crash course in cost entry for estimators not very familiar with HeavyBid.

- Introduction to essential key concepts, such as navigation, estimate structure, resource coding, use of master estimates, estimate-specific data vs. system-wide data.
- How to stick-build activities.
- Use and modification of crews during cost entry.
- Copying biditems/activities from other estimates.
- Importing activities from the activity codebook into an estimate.
- Use of Quick Sub/Material Entry feature to add subs to a bid.
- Basic use of Quote Management system to handle quotes.
- Basic use of the Bid Summary screen to add and spread costs.

Thursday

9:00 am - 10:15 am

Use the Quote System to Effectively Manage Quotes - Part 1

Estimating

- Prepare, organize and update pricing for sub and material vendors.
- Understand the importance of estimate entry on efficient use of the Quote System.
- Review how the Quote System relates to bid closing.
- Understand how vendor setup affects the Quote System.
- Be familiar with all of the time-saving automation features.
- Be able to choose which automation features are appropriate for your company.

