

CASE STUDY

Clinton County Embraces e-Construction for Bidding and Construction Activities

BACKGROUND

In Clinton County, Ohio, Adam Fricke, Deputy Engineer, was on the hunt for software to streamline and improve a variety of processes ranging from bidding to construction project management.

SOLUTION

Fricke and his team landed on two software solutions developed by Infotech:

- + **Appia**® for construction administration and inspection
- + **Bid Express**® for secure online bidding

RESULTS

Using Appia and Bid Express, the Clinton County team can better manage projects, host entirely remote bid openings, and experience a 40-70% increase in bidders per project.



40-70%

**INCREASE IN BIDDERS
PER PROJECT**

What led Clinton County to start using Appia?

We sat down with Adam Fricke, the Deputy Engineer in Clinton County, Ohio, to learn more about their experience with our software. Fricke was on the hunt for something that would take their construction administration and inspection process online - and Appia fit the bill.

How does Clinton County use Appia?

Fricke and his team use Appia for daily reporting, pay item management, change order management, and material tracking.

“[Inspectors] will create a daily report every day the project is ongoing. I do the pay items and the materials tracking. I can set Appia up to not let me pay for materials I haven’t received the proper certifications on yet. We use that daily to make sure we get all the material slips that we need.”

What are some of the most significant benefits of using Appia?

Project close-out and change order management have been vastly expedited for the Clinton County team. Fricke sticks to a strict monthly billing cycle, so Appia helps him line up field quantities with the contract and produce change orders to close out quantities.

“I require my contractors to bill me monthly whether they did much or not because I don’t like holding bills.

“I had been looking for software to do my construction management for several years, and there were a couple of others that got my interest, but the price tag was unreasonable. Appia was the first one I found that just did what I wanted it to do. I’m able to get snapshots of how much work has been done, when the work was done, and keep track of where the money is - how much do I owe any given date, how much I have paid, that sort of thing.

I’ve used it on probably a dozen projects over the course of 3-4 years, and I’m really happy with it.”

Doing those monthly bills allows me to keep an eye on what bid items have been completed. If I have bid items that I know are done, and the field quantities don’t exactly match the contract, I’ll do a change order every month and start closing out quantities as we go.

By the time we get to the last bill, there’s no real project close-out - it’s done.”

“When COVID hit, they sent us all home. I just kept cranking out projects. We bid projects where I’m sitting at home, the Commissioner is at the office, my boss is at his house, and we’re doing Zoom calls where I share my screen, and we open bids. We never missed a day from COVID. I’m glad we got [Bid Express] when we did.”

What led Fricke and his team to start using Bid Express?

Fricke’s interest in Bid Express began shortly after his team started using Appia. At the time, the current group of commissioners preferred to take a hands-on approach and host in-person bid openings. The next group was interested in what Bid Express could do, so beginning in January, the Clinton County team gradually converted to Bid Express. They hadn’t held their first bid opening yet when all of a sudden, using Bid Express became a necessity due to the global pandemic.

How has Bid Express affected or improved Clinton County’s process?

Despite the timing, Fricke is clear that their use of Bid Express will continue, pandemic or not. Their process is mostly the same as before, just less cumbersome. They’re saving on paper, travel, and above all, time – especially regarding addenda. Bid Express allows agencies to put out addenda and accept last-minute changes for contractors, so the need to obtain a plan holder’s list has been eliminated.

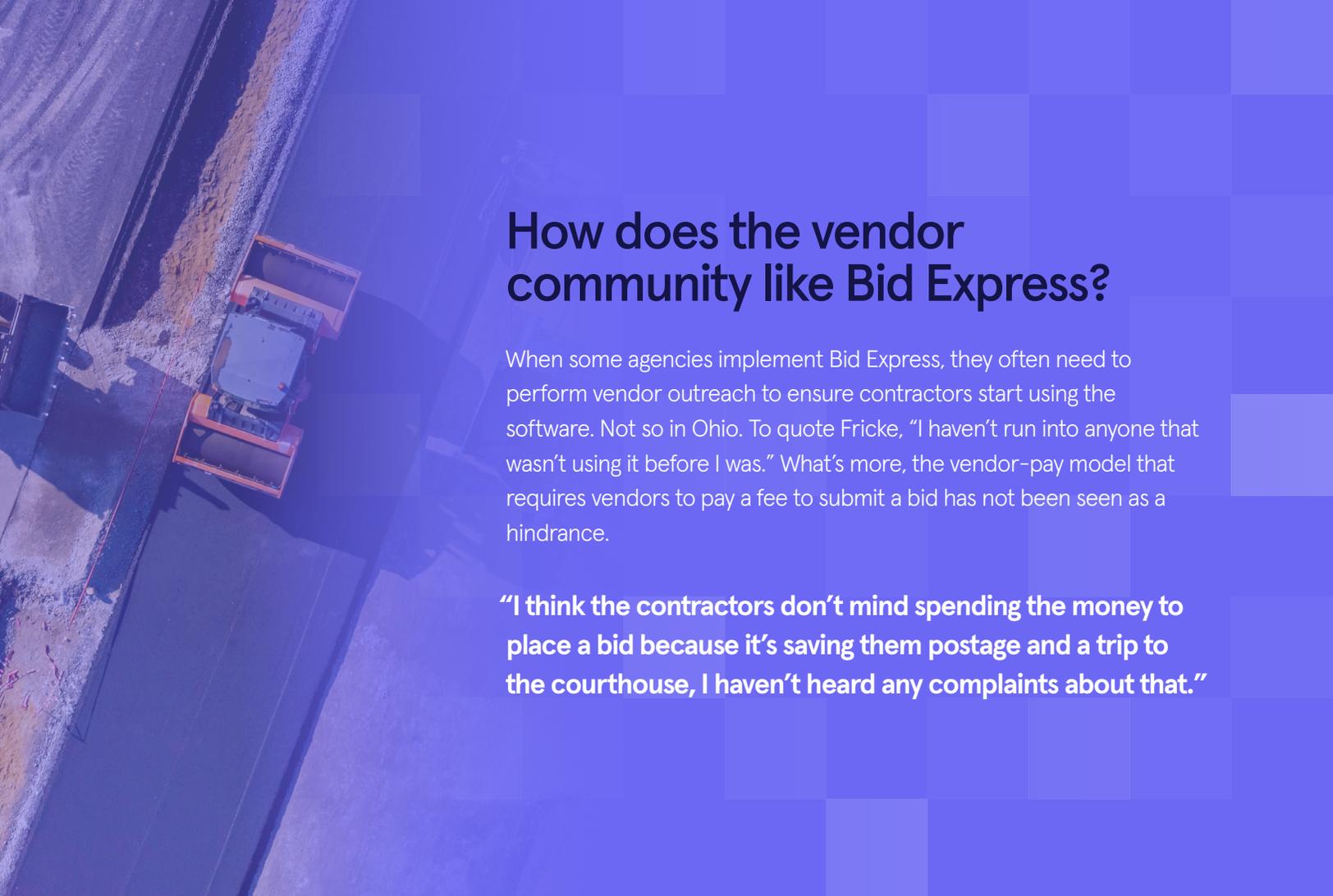
“Process-wise, it’s cleaner. I’m able to generate the documents and seamlessly convert them to PDF.

We’re not printing paper and hauling it back and forth to the courthouse. I can prep the project ahead of time and advertise it when I have the authority to advertise it, and everybody’s instantly got everything they need. Addenda are really easy. Obtaining a plan holder’s list was problematic and a lot of work, and it’s really taken that out.”

Bid Express often creates a community of vendors looking for projects, thereby increasing competition and driving lower prices

for agencies. While Fricke hasn’t calculated an ROI from using Bid Express, he did note a significant uptick in exposure.

“I’ll put a project out to bid and maybe a day or two later get around to emailing contractors and saying ‘hey, by the way, this project’s out to bid.’ Most of them already have plans by then. We’re seeing a 40%-70% increase in the number of bidders, depending on the scope of the project.”



How does the vendor community like Bid Express?

When some agencies implement Bid Express, they often need to perform vendor outreach to ensure contractors start using the software. Not so in Ohio. To quote Fricke, “I haven’t run into anyone that wasn’t using it before I was.” What’s more, the vendor-pay model that requires vendors to pay a fee to submit a bid has not been seen as a hindrance.

“I think the contractors don’t mind spending the money to place a bid because it’s saving them postage and a trip to the courthouse, I haven’t heard any complaints about that.”

Is there any crossover usage between Appia and Bid Express?

After collecting bids in Bid Express, Fricke and his team download the bids and export them into Appia for bid analysis. This process allows them to perform analysis quickly and send bid tabs back to plan-holders.

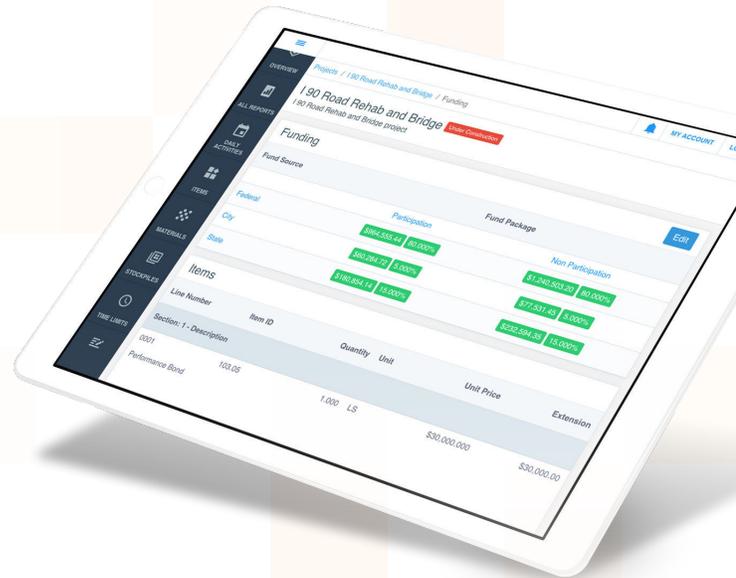


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Streamline your processes with a web-based, mobile-accessible service built on intuitive use and flexibility.

- + Mobile Field Inspection
- + Comprehensive Daily Reporting Features
- + Automated Item & Material Tracking
- + Efficient Payment Management
- + Real-Time Data Collaboration

Visit infotechinc.com/appia to learn more.



Bid Express®

Amplify the Quality and Quantity of Bid Submissions

Relying on 20+ years of online bidding experience, we've simplified the bidding process for agencies and vendors alike.

- + Error checks and omission alerts
- + Instant bid tabs with exportable results
- + Bid submission and opening from any internet-connected device
- + No installation and simple training

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