



DATA MANAGEMENT & PRECON TECH ROLE

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JIM KURTH

Sr. Director Estimating



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#RYANDATA



ALE MACIAS

Sr. Preconstruction Specialist



Preconstruction Tech Team



Software Support and Training

(PEOPLE)

Can our team efficiently find solutions to their challenges?

- ❖ Hosting training sessions and providing instructional materials
- ❖ Support desk for Preconstruction Software and managing updates
- ❖ Creating company estimating and cost management templates
- ❖ Evaluating potential new tools

Estimating and Precon

(PROCESS)

Are the current tech and tools the best solutions for our preconstruction process?

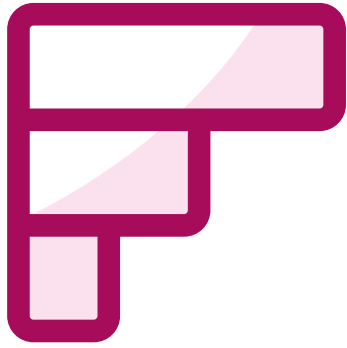
- ❖ Best Practices, Policies and Procedures
- ❖ Streamline time-consuming processes
- ❖ Standardizing Preconstruction Deliverables

Historical Data

What is the most important information to track?

- ❖ Estimate Archiving Process/Quality Control
- ❖ Yearly database update
- ❖ Obtaining true unit cost from trade partners (real market value)

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**Would you value having a
Precon Tech Role in your
company?**

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DATA COLLECTION

**GOOGLE THE PRICE FOR
THE PART YOU SHOULDN'T**



**ONLY PAIN
YOU WILL FIND**



Are you collecting/using past project cost data to help estimate new projects?

Historical Data



- ❖ Cost Intelligence supplements market feedback
- ❖ Data collection based on our Business Model
- ❖ Modelogix (“manual”) to Power BI (“automated”)
- ❖ Auditing



Successes

- ❖ Group Effort
- ❖ Metrics Flexibility
- ❖ Optimizing Data Input (not manual)

Challenges

- ❖ Structure vs Flexibility
- ❖ Specific Client Requests
- ❖ Timely Feedback

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Please download and install the
Slido app on all computers you use



**What are the most important
metrics your company collects
for historical data?**

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Historical Data



Metrics and Categorization

- ❖ Product Type
- ❖ Region/Sector
- ❖ Building Components
- ❖ Structure Types
- ❖ MEP Systems
- ❖ Exterior Skin Ratios
- ❖ Dock Positions (Distribution)
- ❖ Unit Counts (Multifamily Sector)
- ❖ Bed Counts (Healthcare Sector)
- ❖ Parking Spaces/Stalls
- ❖ Building GSF vs Site GSF
- ❖ Estimate Version (Design Phase)



Estimate Search

How to Use this Dashboard:

1. Use Project Filters to search for comparable projects
2. Select estimate name(s) and version(s)
3. Click "Estimate Comparison" to see side by side comparison

[Clear All Filters](#)[ARCHIVE/BUILT](#)

ESTIMATE FILTERS

Major Classification

All



- ☐ Industrial
- ☐ Industrial - Advanced Technology
- ☐ Industrial - Food & Beverage
- ☐ Industrial Speculative-General
- ☐ Mission Critical-Data Center
- ☐ Multi-Family Housing
- ☐ Office
- ☐ Parking Structures
- ☐ R&D

Active/Archive/Built

Multiple selections



Total Floors

All



Region/Sector

All



State

All



GSF

0

7,548,500

Super Structure

All



Gross Site

0.00

27,785,856.00

Construction Type

All



Building Component

All



Estimate Name



Search

- ☐ Select all
- ☐ 000 - 1100 Locust Precast Repair
- ☐ 000 - DIRT / Sage Capital
- ☐ 001624038 - JRS MCCIII Expansion
- ☐ 003612030 - Grand Living The Grove
- ☐ 004777000 - Fourth & Park
- ☐ 005330001 - Hatcher Logistics TI Estimate
- ☐ 005341000 - HB L2B3 The Lumin
- ☐ 005391000 - T-3856 - Target Riverside TI
- ☐ 005485000 - Lakewood Ranch Multifamily FL
- ☐ 005547000 - US Bank Final Rooftop Changes
- ☐ 005569000 - Vyne on Haven

[Estimate Comparison](#)

Estimate Information

Estimate and Version	City, ST	Source	Constr. Start	GSF
000 - 1100 Locust Precast Repair: Built	,	DESTINI	1/1/2023	0
000 - DIRT / Sage Capital: Built	Omaha, NE	DESTINI	1/1/2023	0
001167005 - Mercy Marion ED: ARCHIVE	Marion, IA	DESTINI	12/1/2023	21,322
001624038 - JRS MCCIII Expansion: ARCHIVE	Cedar Rapids, IA	DESTINI	9/3/2022	12,656
003612030 - Grand Living The Grove: ARCHIVE	Austin, TX	DESTINI	11/3/2022	421,672
004777000 - Fourth & Park: ARCHIVE	Minneapolis, MN	DESTINI	2/9/2022	378,112
005241000 - Clarendale West End: ARCHIVE	Nashville, TN	DESTINI	10/5/2022	260,369
005330001 - Hatcher Logistics TI Estimate: ARCHIVE	Glendale, AZ	DESTINI	8/3/2023	897,067
005340001 - HB BLK1 - Restoring Waters: ARCHIVE	Minneapolis, MN	DESTINI	1/1/2022	67,186
005341000 - HB L2B3 The Lumin: ARCHIVE	Saint Paul, MN	DESTINI	11/2/2022	58,790
005391000 - T-3856 - Target Riverside TI: ARCHIVE	Riverside, CA	DESTINI	4/14/2023	1,066,000



Estimate Comparison

Data is current as of 1 a.m. CST

Clear all Filters

Estimate Search

WBS Property

Uniformat Level 2

Escalate to Point in Time

All

Additional Escalation

0.00%

PRECONSTRUCTION

*Escalation is generated using RLB index - [Greenway Link](#)

PROJECT META DATA

Estimate Information

Project Properties

Metrics/Ratios

TABLE/VISUAL

Table Comparison

Visual Comparison

Project Meta data

Grouped Property	It	001167005 - Mercy Marion ED: ARCHIVE	001624038 - JRS MCCIII Expansion: ARCHIVE	003612030 - Grand Living The Grove: ARCHIVE	004777000 - Fourth & Park: ARCHIVE
010 Gross Sq Ft		21322.0	12656.0	421672.0	378112.0
012 Basement		0.0	0.0	151396.0	16383.0
014 Ground Floor		21322.0	9376.0	59346.0	14000.0
016 Upper Floors		0.0	3280.0	210930.0	345355.0
018 Penthouses		0.0	0.0	0.0	2374.0
020 Rentable SF		21322.0		165516.0	265487.0

Grouped Property	MN: MDX	5167-003_ChapmanBusinessPark-Ankeny IA: MDX	5230-000_FlamingBird-KGR(FC09)-Phoenix AZ: MDX	5300-000_HighlandBridgeBlock1Lot1MDX
175 Construction Type		New Building	New Building	New Building
176 Building Component				
180 Exterior Shell System		Precast Concrete	Metal Panel - Insulated (sandwich)	Brick w/metal stud back-up
185 Roofing System				
190 HVAC System 1		Constant Volume RTU (Gas or Elec Heat)	Cold Storage - Amonia Refrigeration System w/Penthouse Evaporators	Constant Volume RTU (Gas or Elec Heat)
300 Major Classification 1		Industrial	Industrial	Healthcare

Line Item Comparison

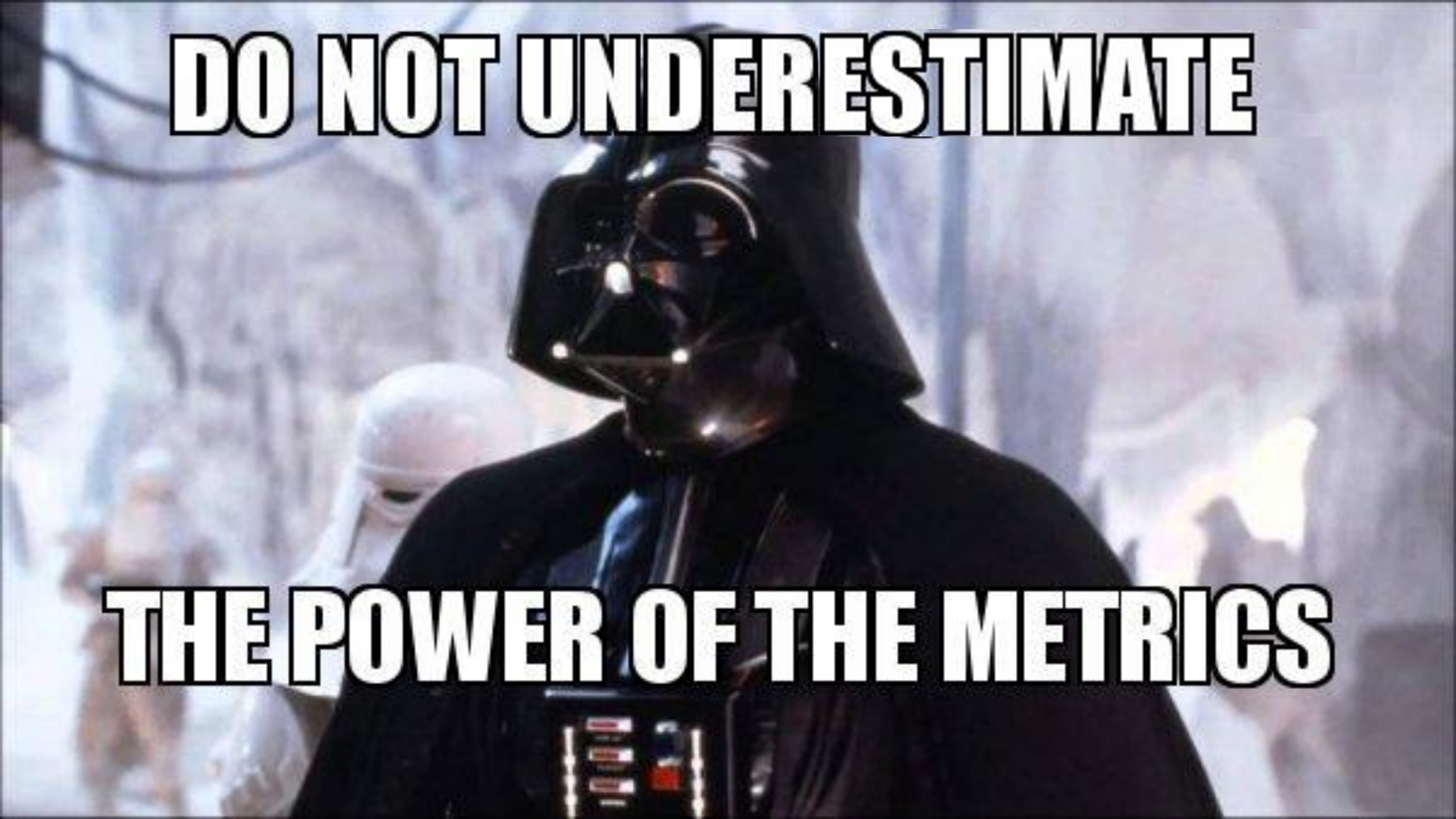
**Modelogix Projects will only display data when WBS Property filter above = Uniformat Level 1, 2 or 3

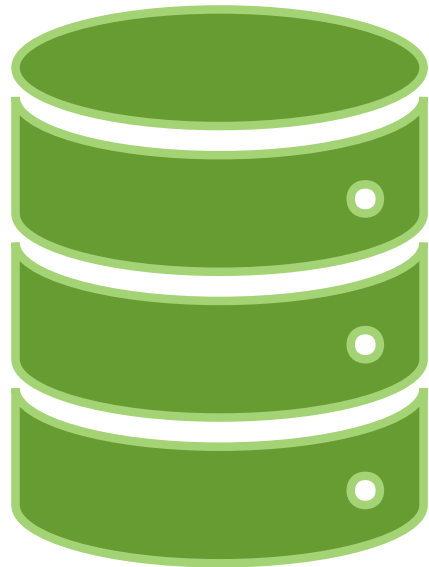
**Hover top right corner to export data

Estimate and Version	001167005 - Mercy Marion		001624038 - JRS MCCIII Expansion: ARCHIVE			003612030 - Grand Living The Grove: ARCHIVE			004777000 - Fourth & Park: ARCHIVE			005241000 - Clarendale	
MonthYear	12/1/2023		9/3/2022			11/3/2022			2/9/2022			10/5/2022	
Location	Marion, IA		Cedar Rapids, IA			Austin, TX			Minneapolis, MN			Nashville, TN	
GSF	21,322		12,656			421,672			378,112			260,369	
	Unit Cost	Total	Quantity	Unit Cost	Total	Quantity	Unit Cost	Total	Quantity	Unit Cost	Total	Quantity	Unit Cost
A10 Foundations - Ground Floor	\$36.59	\$780,163	9,376	\$41.09	\$385,287	59,346	\$57.96	\$3,439,741	14,000	\$8.36	\$116,970	44,332	\$67.92
A20 Basement Construction - Basement						151,396	\$1.69	\$255,447				22,898	\$118.66
B10 Superstructure - Gross Sq Ft	\$30.43	\$648,903	12,656	\$61.77	\$781,787	421,672	\$24.38	\$10,282,400	378,112	\$53.07	\$20,066,450	260,369	\$27.13
B20 Enclosure - Exterior Skin	\$141.74	\$2,163,708	16,863	\$49.29	\$831,141	103,000	\$70.92	\$7,305,204	164,086	\$75.96	\$12,463,634	63,933	\$47.89
B30 Roofing - Roof Surface	\$29.10	\$712,853	9,376	\$17.56	\$164,679	56,195	\$33.21	\$1,866,249	342,564	\$7.09	\$2,427,517	46,534	\$25.75
C10 Interior Construction - Finished Interior Area	\$63.70	\$1,358,278	12,656	\$5.79	\$73,241	270,276	\$40.14	\$10,848,593	378,112	\$35.33	\$13,360,282	202,216	\$26.06
C20 Stairs - # of Stairs (Risers)						380	\$384.02	\$145,928				20	\$6,687.90
C30 Interior Finishes - Finished Interior Area	\$29.61	\$631,273	12,656	\$0.37	\$4,700	270,276	\$17.26	\$4,664,627	378,112	\$12.36	\$4,674,704	202,216	\$12.56

DO NOT UNDERESTIMATE

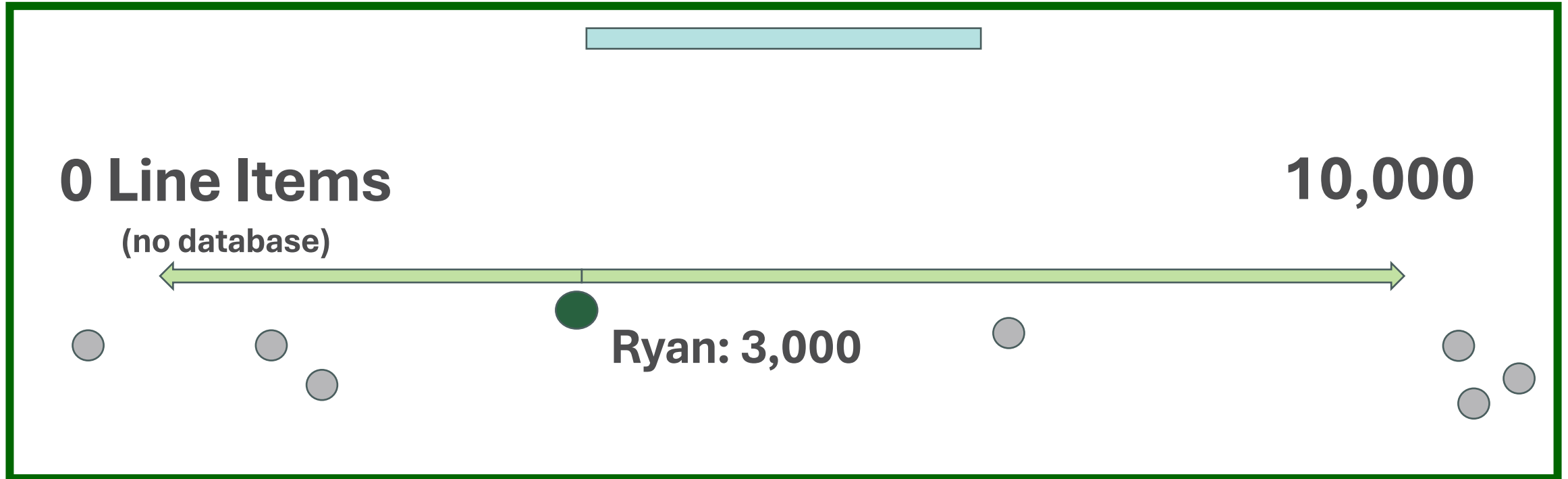
THE POWER OF THE METRICS





COST DATABASE

COST DATABASE SIZE



- ❖ What is one thing that works well for your Company's Database?
- ❖ What is one thing you would like to improve?

Cost Database



Managing Multiple Regional Databases

Pros:

- Annual average per line item by region
- Local input/more relevant unit price

Cons:

- Updating process is repetitive due to multiple databases
- Requires a Data Analyst to average cost per region based on estimate location

Cost Database

Facilitating subcontractor
unit cost input through our
bid solicitation (bid forms)

Bid Form Templates that match
database breakouts as much as
possible to easily update cost in
estimate line items

Steel Fabrication

Overview Bid Form

Scope-Specific Bid Form

Line Items

Description

Floor Construction:

* Structural Steel Frame - Cols, Beams, Bracing [B1010.450]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Structural Steel Fabrication - Mezzanines [B1010.455]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Misc. Struct. - Edge Angle, Frames, Supports [B1010.460]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Misc. Struct. - Exterior Skin Supports [B1010.470]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Misc. Steel - Safety Cable Rails [B1010.475]	<input type="text"/>	x	\$ <input type="text"/>	/linear foot
* Misc. Steel - Specialty Bracing [B1010.477]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Struct. Floor Joists - [specify size] [B1010.480]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Metal Floor Deck - [specify size] [B1010.500]	<input type="text"/>	x	\$ <input type="text"/>	/square foot


Roof Construction:

* Structural Steel Frame - Cols, Beams, Bracing [B1020.450]	<input type="text"/>	x	\$ <input type="text"/>	/ton
* Structural Steel Fabrication - Roof [B1020.455]	<input type="text"/>	x	\$ <input type="text"/>	/ton















Unit Cost Look Up

- Estimate Search filters do not impact the Unit Cost
- Accuracy of line items should be validated by user. This table represents all line items from Destini estimates

 Clear all Filters

PRECONSTRUCTION

Item No. Multiple select... 	Division All 	Unit All 	Quantity 1 130,368,463 	TotalUnitCost \$0.01 \$83,775,100.00 	Start Date 1/1/2022  12/3/2025 	Estimate Name All 	Version Name ARCHIVE 	GSF 70 7,548,500 	State All 	Classification Multiple select... 
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Estimate Information

Item No.	Division	Description	Extended Description	Unit	Quantity	Unit Cost	Start Date	Esc. Today	Esc. Unit Cost	Estimate and Version	GSF	State	Classification
B2010.150.00100	03 Concrete	Structural Precast Panel		sf	49,990	\$22.99	4/6/2022	13.49%	\$26.09		462,840	MI	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - Dock		sf	82,660	\$22.99	4/6/2022	13.49%	\$26.09		462,840	MI	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	M+E	sf	13,400	\$35.77	10/17/2022	8.95%	\$38.97		145,659	IA	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	M+E	sf	54,679	\$35.77	10/17/2022	8.95%	\$38.97		145,659	IA	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Precast Panels	sf	77,083	\$25.97	10/3/2022	8.95%	\$28.30		141,372	MN	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Includes Erection, smooth	sf	95,920	\$26.06	5/3/2024	1.14%	\$26.36		207,200	MN	Industrial
B2010.140.00100	03 Concrete	Structural Precast Panel		sf	161,651	\$34.58	12/14/2022	8.13%	\$37.39		525,200	CT	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Precast Panels - Rev 1, Increase R Value	sf	33,200	\$1.00	1/27/2024	2.64%	\$1.03		55,800	MN	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul		sf	40,153	\$36.02	7/3/2023	4.23%	\$37.54		139,459	IA	Industrial
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Precast Panels Sandblast & White Cement	sf	26,301	\$47.05	12/29/2023	2.87%	\$48.40		42,000	MI	Industrial
B2010.150.00100	03 Concrete	10" Precast Panel - w/ insul - 38'-10" height		sf	113,908	\$24.79	9/7/2022	9.85%	\$27.23		305,330	MD	Industrial - Advanced Technology
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Includes Erection - 32' clear	sf	71,172	\$28.07	4/21/2023	5.85%	\$29.71		324,299	MN	Industrial Speculative-General
B2010.150.00100	03 Concrete	Structural Precast Panel - w/ insul	Includes Erection - 32'	sf	73,557	\$27.87	4/21/2023	5.85%	\$29.50		324,299	MN	Industrial



Page Description

This pages provides summary pursuit status information by combing data from CRM, Procore, Bridgit, Destini Estimator and Timecards.

Many pursuits have multiple Job Numbers, ex: Pursuit - DESIGN & Pursuit - CNST, or Pursuit TI & Pursuit SHELL. Multi-select related jobs if you'd like to see aggregated information.

Pursuit Number & Name

0073240007324000 - Minne...

Region

All

Sector

All

PURSUIT DETAILS:

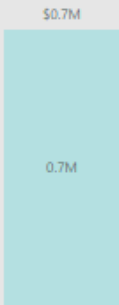
Project #	Project Name	Sector	Opp Owner	%	Cnst Start	Hours	Total Spend	Revenue	Net Spend	Time (\$)	Dev Net Spend	Approved Spend	EAC	Current Phase
007324000	- Minneapolis MN - TI	Industrial	West	30%	1/1/25	659								

TPS

Design Fee

Developm...

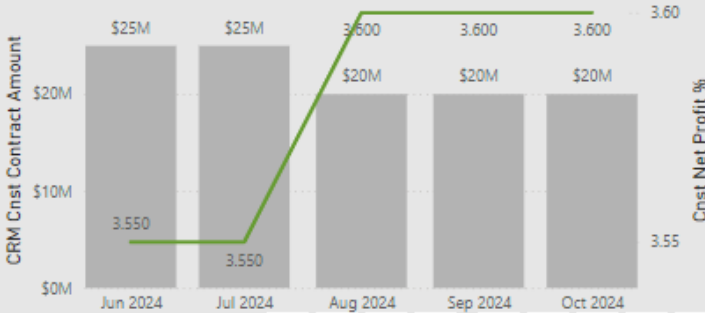
Cnst Net ...



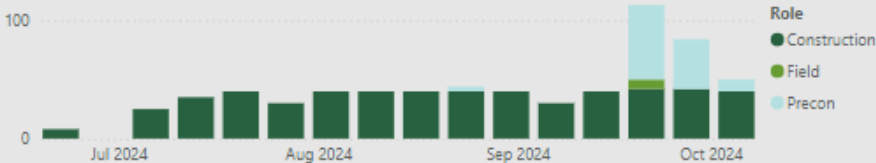
CONSTRUCTION COST TREND

CRM Cnst Contract Amount

Cnst Net Profit %



HOURS TREND & DETAIL



Roles	Hrs last 30 days	Billable Hrs	Non Billable Hrs	Hrs Total
Senior Project Coordinator	3.00		3.00	3.00
Estimator I	88.00	88.00		88.00
Field Coordinator (Non-union)	8.00	8.00		8.00
Sr Preconstruction Manager	27.00	27.00		27.00
Virtual Construction Director	1.00	1.00		1.00
Total	257.00	275.00	375.00	659.00

PROCORE BUDGET - Does Not Contain PIA, OH or Unbillable Time

Cost Type	Projected Final Budget	Direct Costs	Sub Pay App	Current Commitments	Pending Commitments	EAC
51-512018-M - Meals	\$0		\$0	\$0	0	
60-603010-M - Project Related Software	\$0		\$0	\$0	0	
R - Reimbursables	\$0		\$0	\$0		
50-504015-R - Liability Ins	\$0		\$0	\$0		
53-531000-R - Project Manager I-wk	\$0	\$0	\$0	\$0	0.00	\$0
53-531006-R - Project Executive	\$0		\$0	\$0	0	
53-531020-R - Director, Construction	\$0		\$0	\$0	0	
55-551035-R - Sr Precon Manager	\$0		\$0	\$0	0.00	
55-551060-R - Estimator I	\$0		\$0	\$0	0.00	
Ryan Labor / Personnel (internal consultant)	\$0		\$0	\$0		
01-011060-L - Field Coordinator-hr	\$0		\$0	\$0	0	
Total	\$0		\$0	\$0	0.00	

ESTIMATE HISTORY

OF ESTIMATES TO DATE(Blank)

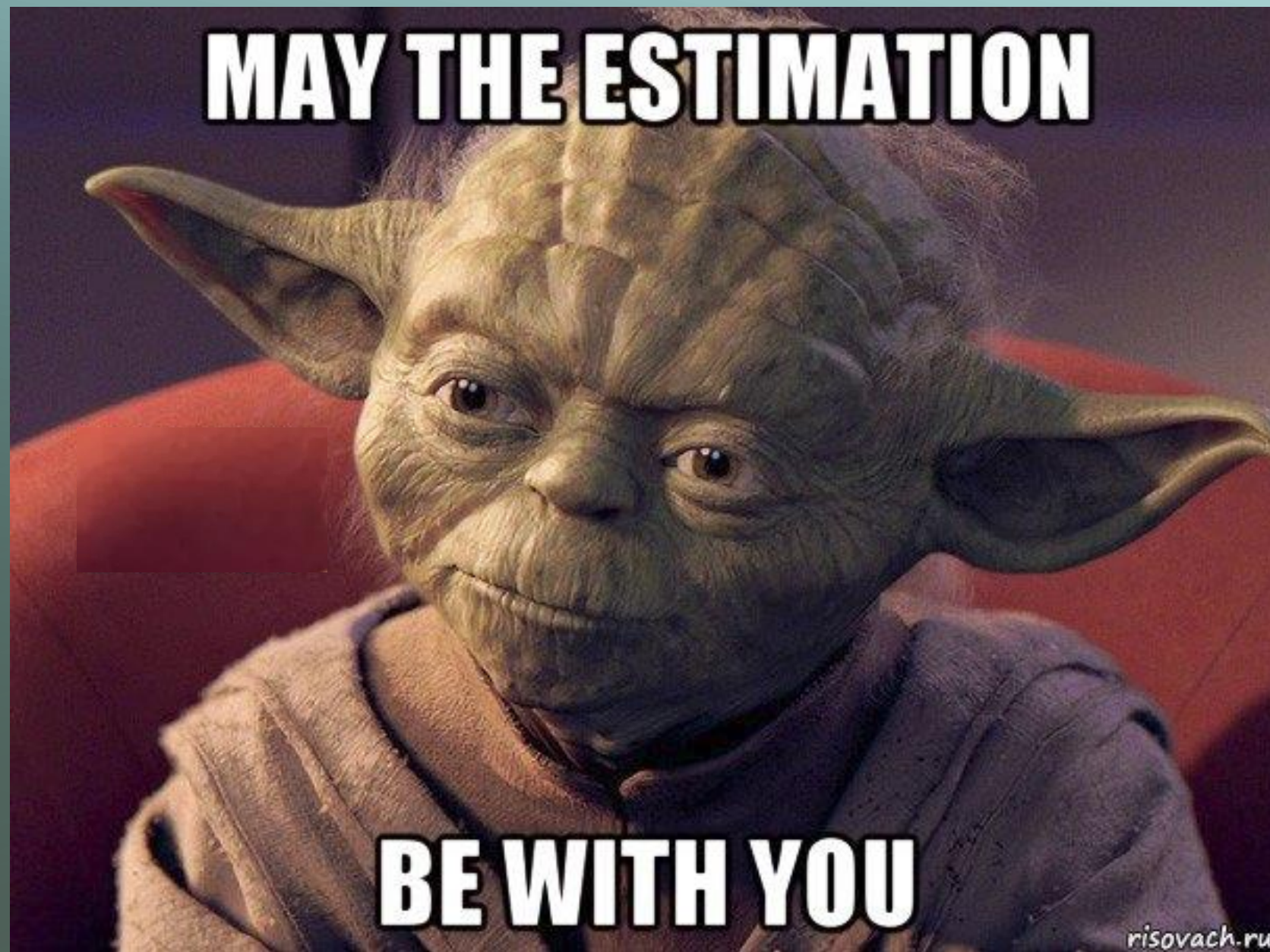
Estimate & Version	Estimate	Last Update	Last Updated By
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Audience Q&A

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THANK
YOU