

Auto Pricing Workflow

Miron Construction Co., Inc.



Agenda

- Introduction
- Miron Estimating History
- Decision to move to DESTINI
- Building the AP Process
- Miron AP Process
- Where we are going
- Conclusion

INTRODUCTION



WHO WE ARE

Fourth generation,
family-owned

One of the largest
industrial / food processing
construction managers

Serve diverse industries

Safety, quality, and
schedule

Relationship and
community driven



107 YEAR HISTORY 1700+ STRONG WORKFORCE





\$ **1.75B**
2024 VOLUME

12
RANKING AMONG
ENR'S **TOP**
INDUSTRIAL
CONTRACTORS

74
RANKING AMONG
ENR'S '**TOP 400**
CONTRACTORS'

15
AMONG ENR'S '**TOP**
MIDWEST
CONTRACTORS'

A LITTLE ABOUT MYSELF...

- EXECUTIVE VICE PRESIDENT, PROJECT DEVELOPMENT
 - ESTIMATING, VIRTUAL CONSTRUCTION
- 18 YEARS AT MIRON
- WIFE & 5 KIDS
- 3 DOGS, 5 CATS, HORSE
- GOLF



Levi Fuhrmann of Hortonville hits a tee shot during the Fox Cities Junior Golf Championship Tuesday, July 16, 2024, at Reid Golf Course in Appleton, Wisconsin.



Miron Estimating History

Miron Estimating History

- Excel / Digitizer / Tape / Scale
- Excel / Digitizer / OST
- WinEst / OST
- DESTINI



Decision to Move to DESTINI



Frustration

- Current system was not advancing
- Current system wouldn't listen to us
 - Small fish

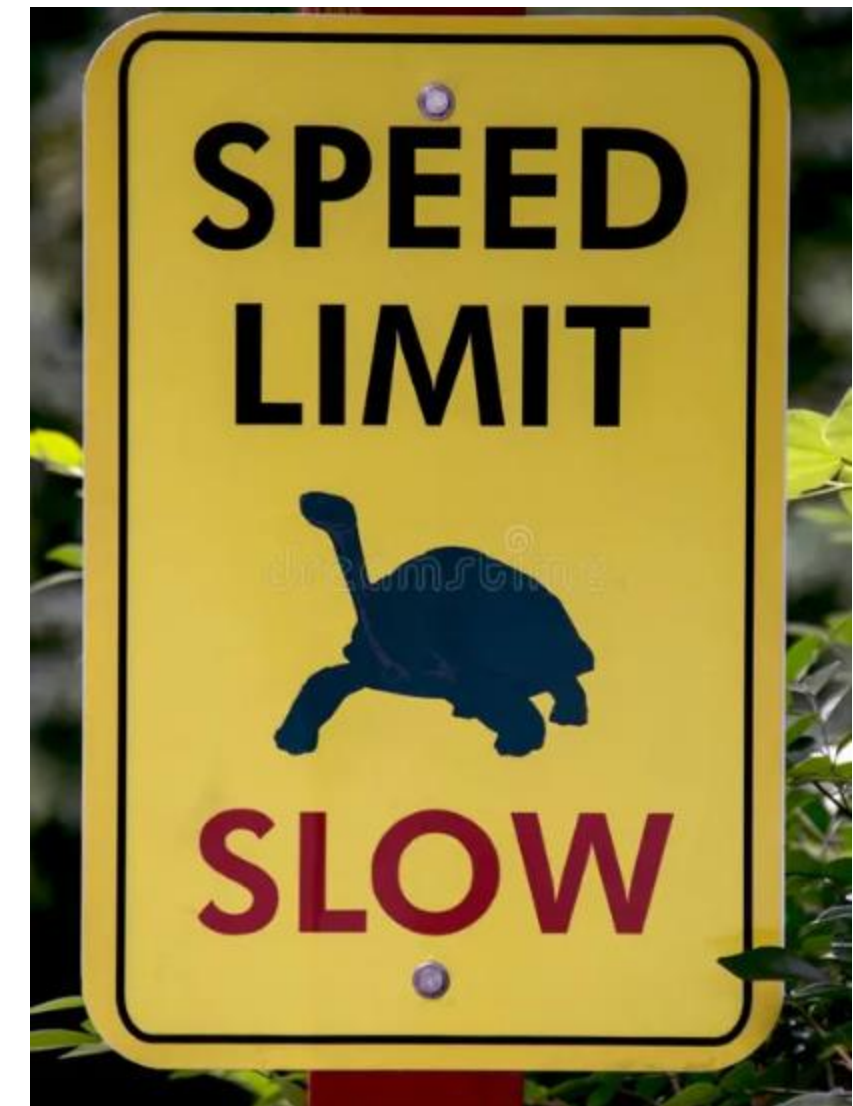


Errors

- Fat fingers
- Taken off but not put in system
- \$300,000 in errors
- Lost \$40 million project due to fat finger

Speed

- We were slow
- Data transfer
- Verification of takeoff to estimate
- Reference back



Culture

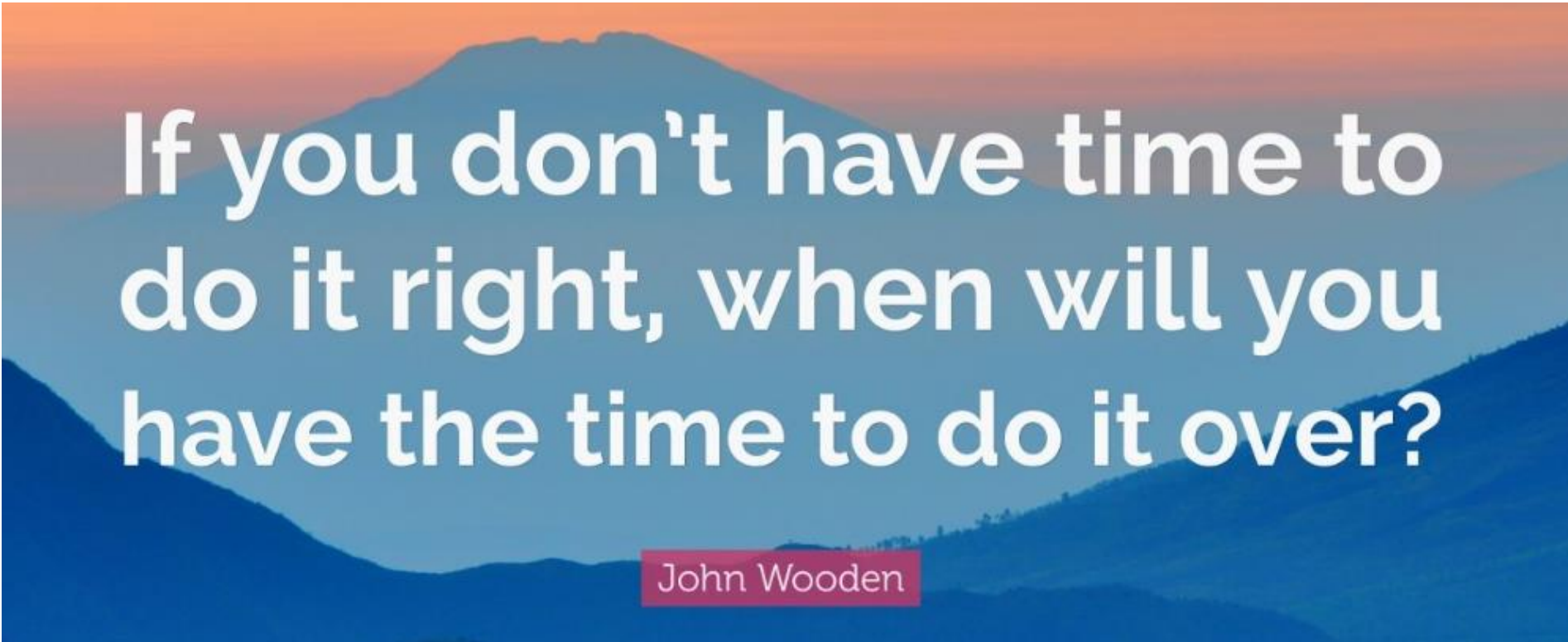
- We wanted someone that would listen
- Partnership
- Could create the workflow we envisioned



Building the AP Process

Time

- We could not copy our assemblies from our previous system
- Testing
- Terminology
- 6 months to build
- 2 months to build templates
- 2 people



If you don't have time to do it right, when will you have the time to do it over?

John Wooden

Extensive Database

- 5,620 Line Items
- 20 WBS Properties
- 2,194 Phase Codes
- 465 Assemblies...and more to come
- Only 2% of our assemblies are not built for the AP Workflow

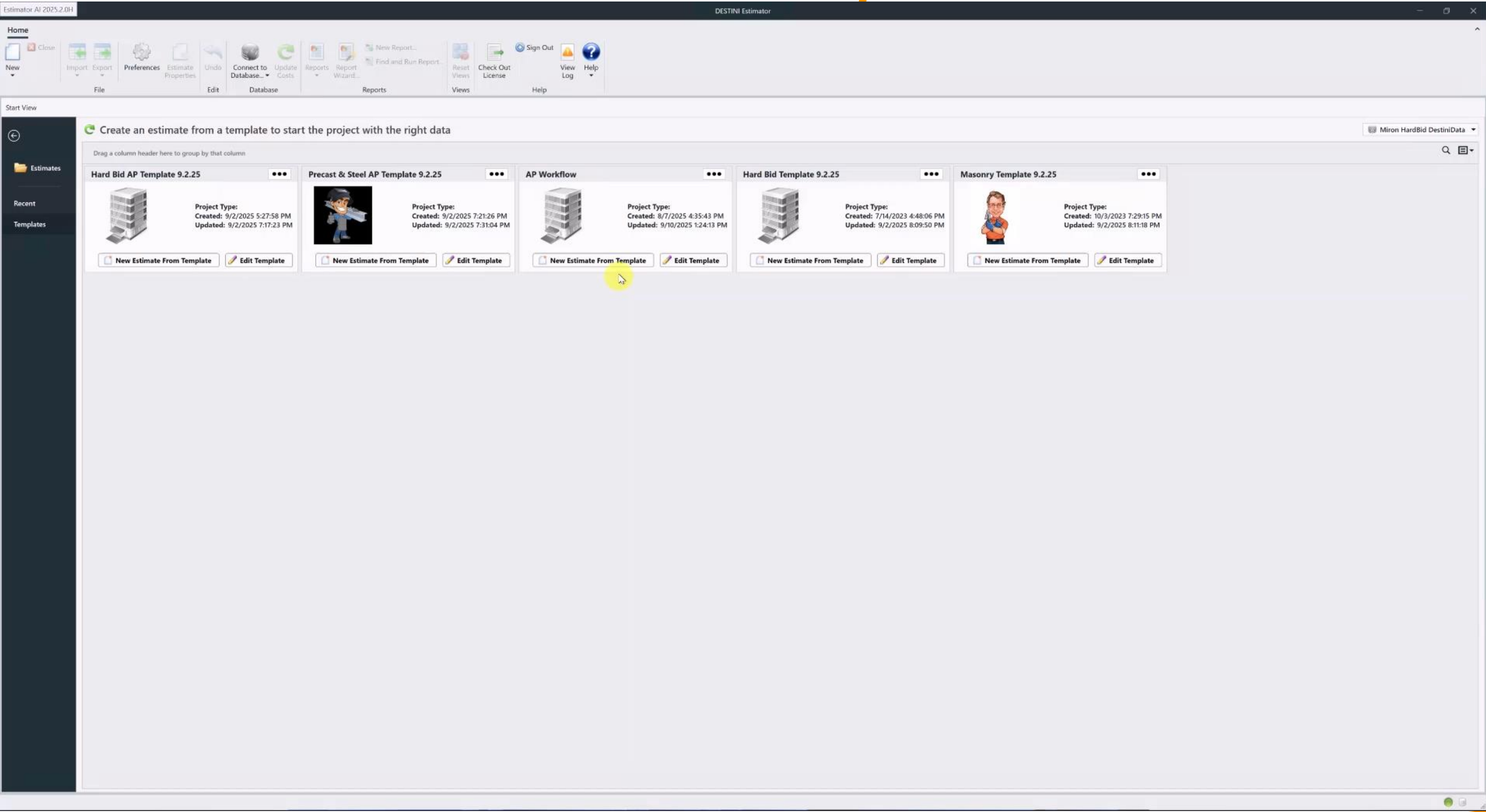
Miron AP Process

Miron's AP Process

- Templates built for AP
- Takeoff palette pre-populated with assemblies and tied to the estimate through an alternate
- To start the takeoff and estimate, you click and the items automatically populate your estimate
- WBS adjusted through takeoff



Video of Auto Pricing in Action



Video of Auto Pricing in Action (Edit WBS)

Estimator AI 2025.2.0H DESTINI Estimator - AP Workflow Sample [Bid Day]

Home Project Estimate Rates & Resources Dashboard Insert View Comparison Takeoff

Save 93 Changes Refresh Create One-off Line Item Remove Cost Copy Line Item Set Escalation Productivity Adjustment Fees WBS Properties Highlight Rules Audit Trail From Estimate View Excel Report Rate Tables Upload to Financials Create Project Push Items Pull Items Selected Layout Workflow Estimate Layouts

Estimate

Base Estimate

Description	Self-Perform Recap...	Quantity	Unit of Measure	Labor Units Per Ma...	Labor Resource Du...	Burdened Total Cost
03 0004 Continuous Footing - (#ASM7985)						
Continuous Wall F...	0301 - Miron Foun...	818.29	SF	7.00	116.8988 Hours	\$15,206
Place Footing and...	0301 - Miron Foun...	30.31	CY	2.00	15.1535 Hours	\$1,971
Ready Mix - Vertical	0301 - Miron Foun...	32.58	CY	0 Hours	0 Hours	\$5,671
Install Concrete Re...	0320 - Concrete Re...	2.27	TN	0 Hours	0 Hours	\$2,103
Reinforcing Steel S...	0320 - Concrete Re...	2.27	TN	0 Hours	0 Hours	\$3,957
Concrete Testing -...	0300 - Concrete Te...	30.31	CY	0 Hours	0 Hours	\$205
03 0024 Integral Pad - (#ASM7992)						
Continuous Wall F...	0301 - Miron Foun...	60.00	SF	7.00	8.5714 Hours	\$1,115
Place Footing and...	0301 - Miron Foun...	1.67	CY	2.00	0.8333 Hours	\$108
Ready Mix - Vertical	0301 - Miron Foun...	1.79	CY	0 Hours	0 Hours	\$312
Install Concrete Re...	0320 - Concrete Re...	0.13	TN	0 Hours	0 Hours	\$116
Reinforcing Steel S...	0320 - Concrete Re...	0.13	TN	0 Hours	0 Hours	\$218
Concrete Testing -...	0300 - Concrete Te...	1.67	CY	0 Hours	0 Hours	\$11
03 0178 Concrete Wall - (#ASM7999)						
Standard Wall For...	0301 - Miron Foun...	2,915.91	SF	12.00	242.9922 Hours	\$31,608
Place Wall and Pila...	0301 - Miron Foun...	36.18	CY	2.00	18.0894 Hours	\$2,353
Reinforcing Steel S...	0320 - Concrete Re...	2.71	TN	0 Hours	0 Hours	\$4,723
Install Concrete Re...	0320 - Concrete Re...	2.71	TN	0 Hours	0 Hours	\$2,510
Concrete Testing -...	0300 - Concrete Te...	36.18	CY	0 Hours	0 Hours	\$244
Ready Mix - Vertical	0301 - Miron Foun...	38.89	CY	0 Hours	0 Hours	\$6,770
03 0326 Standard Slab on Grade - (#ASM8006)						
					1072.9705 Hours	\$230,568
					134.1213 Days	
					Direct Cost: \$172,167	\$0.00/sq ft
					Total Cost: \$230,568	\$0.00/sq ft
					Direct Cost: \$0	\$0.00/sq ft
					Total Cost: \$0	\$0.00/sq ft
					Project Total	Direct Cost: \$172,167
						Total Cost: \$230,568
						\$0.00/sq ft

Alternates

Project Total

Project Estimate Rates & Resources Dashboard Comparison

Cost Information

WBS

QTO Prop

Asm Items

Automatic Pricing ON

Name: 03 0004 Continuous Footing...

Type: Line

Draw Style Properties

Line Style

Line Color

Line Width

Number of Components: 4

Number of Cost Components: 1

Select Footing Type: Continuous F... Option

Enter Length of Continuous Footing or Grade Beam: 409.15 LF

Enter Width of Continuous Footing or Step: 2.00 LF

Enter Height of Continuous Footing or Step: 1.00 LF

Lbs. Reinforcing per CY of Concrete: 150.00 LB

Mapped To: Length

Total Cost: \$21,833

03 0004 Continuous Footing

Item	Description	Quantity	Unit	at	Unit
031110.020	Continuous Wall Footing Forming	818.29	SF	\$11.26	SF
033100.030	Place Footing and Pad Concrete	30.31	CY	\$39.42	CY
033000.010	Ready Mix - Vertical	32.58	CY	\$165.00	CY
032110.010	Install Concrete Reinforcing Steel	2.27	TN	\$925.00	TN
032100.010	Reinforcing Steel Supply (TONS)	2.27	TN	\$1,650.00	TN
030505.020	Concrete Testing - CY	30.31	CY	\$6.40	CY

Hide Items with 0 Quantity.

Belongs to: Base Estimate Remove Mapping Update Duplicate

Success

- Every estimate is started with our AP Template
- Consistency among our team
- Identical training process
- Estimators have gained time to focus on the larger issues
- The ability to share information on how an estimate is tied to the takeoff has saved us time with our field
- Transparency

Where are we going

What's next?

- Larger “mass assemblies”
- One click for an elevator / stair
 - One click would cover the elevator with the elevator pit, sump pit, walls, insulation, waterproofing, shaft wall with a choice of concrete, masonry, precast, studs and drywall, the elevator, roof deck, roofing.
- One area takeoff for an entire room
 - One area takeoff would cover the floor, ceilings, walls, paint, base, door and frame, casework, markerboards, etc.



What's next?

- Model based tied to our assemblies
- Live updates with our mass assembly choices



Conclusion

You get what you put into it

- We put a ton of effort into building this process
- The payoff has been 10 fold due to speed and focus on the right things
- Errors have been limited
- We're going to push even further with this workflow

**THE RESULTS
YOU ACHIEVE WILL BE
IN DIRECT PROPORTION
TO THE EFFORT
YOU APPLY.**

Questions?