

Software Advice BuyerView: Bid Management Software

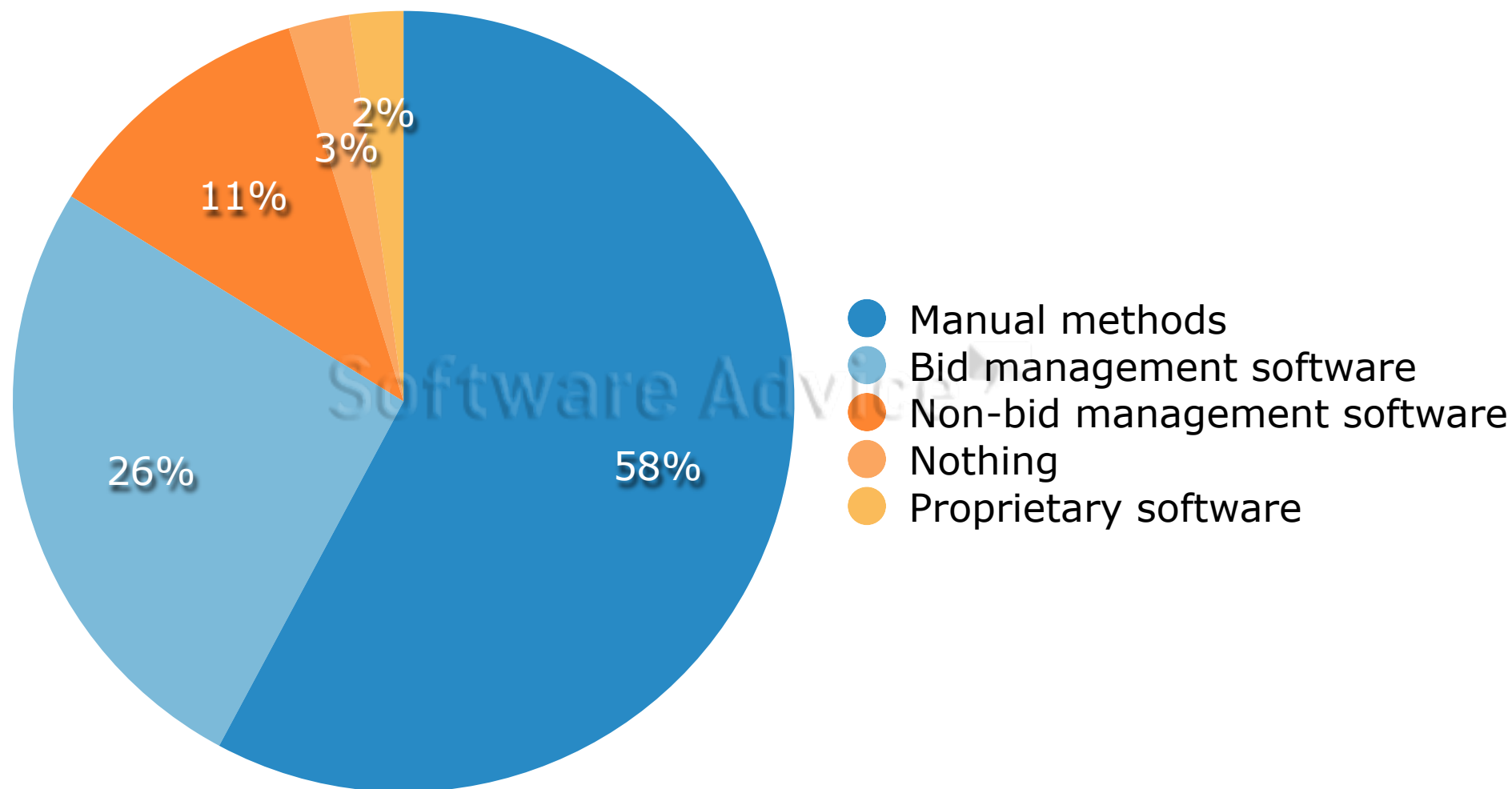
Insight into today's small-business software buyer

Abstract

In 2013 and 2014, we spoke with hundreds of small businesses seeking to buy bid management software. We analyzed these interactions and found that:

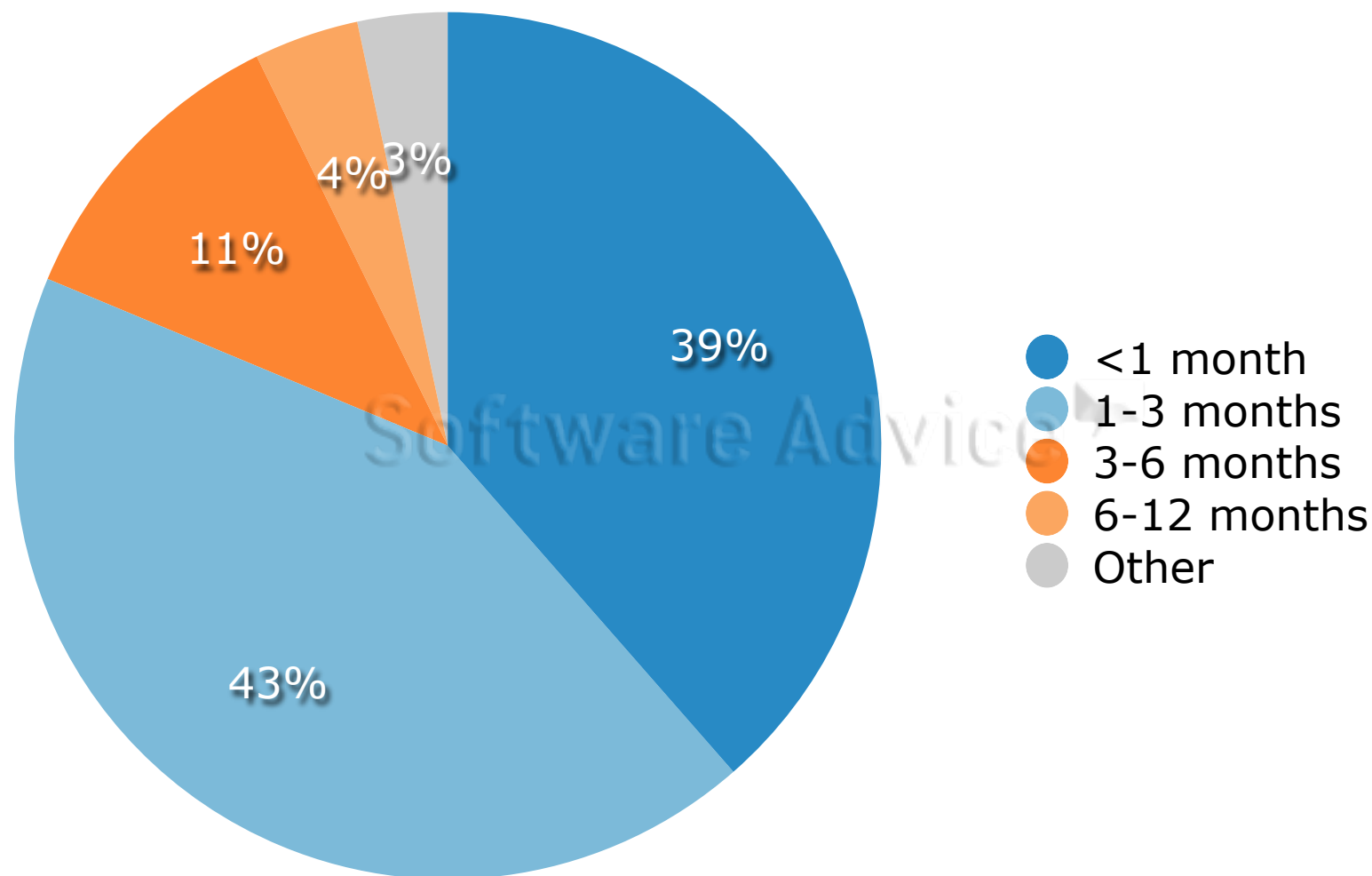
- More than half (57 percent) of prospective buyers currently rely on manual methods (e.g., spreadsheets, pen and paper) to manage and track construction bids.
- The overwhelming majority (82 percent) of prospective buyers want to implement a new bid management system within three months.
- Thirty-six percent of prospective buyers want a bid management system that features an extensive subcontractor database.

More Than Half of Buyers Relying on Manual Methods



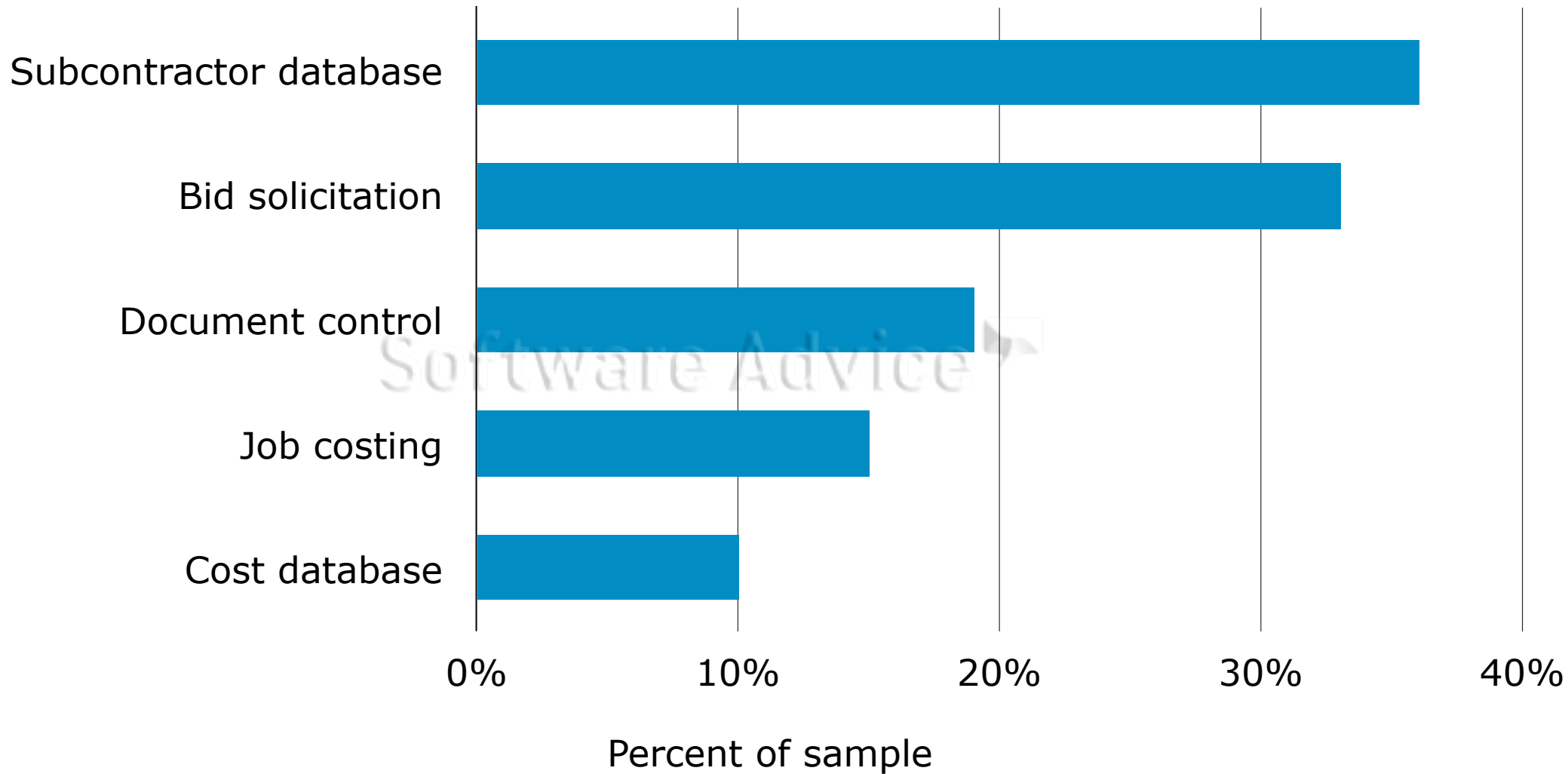
Fifty-eight percent of prospective buyers were relying on manual methods, such as Excel spreadsheets and pen and paper, to keep track of bids.

Most Buyers Want to Implement Within Three Months



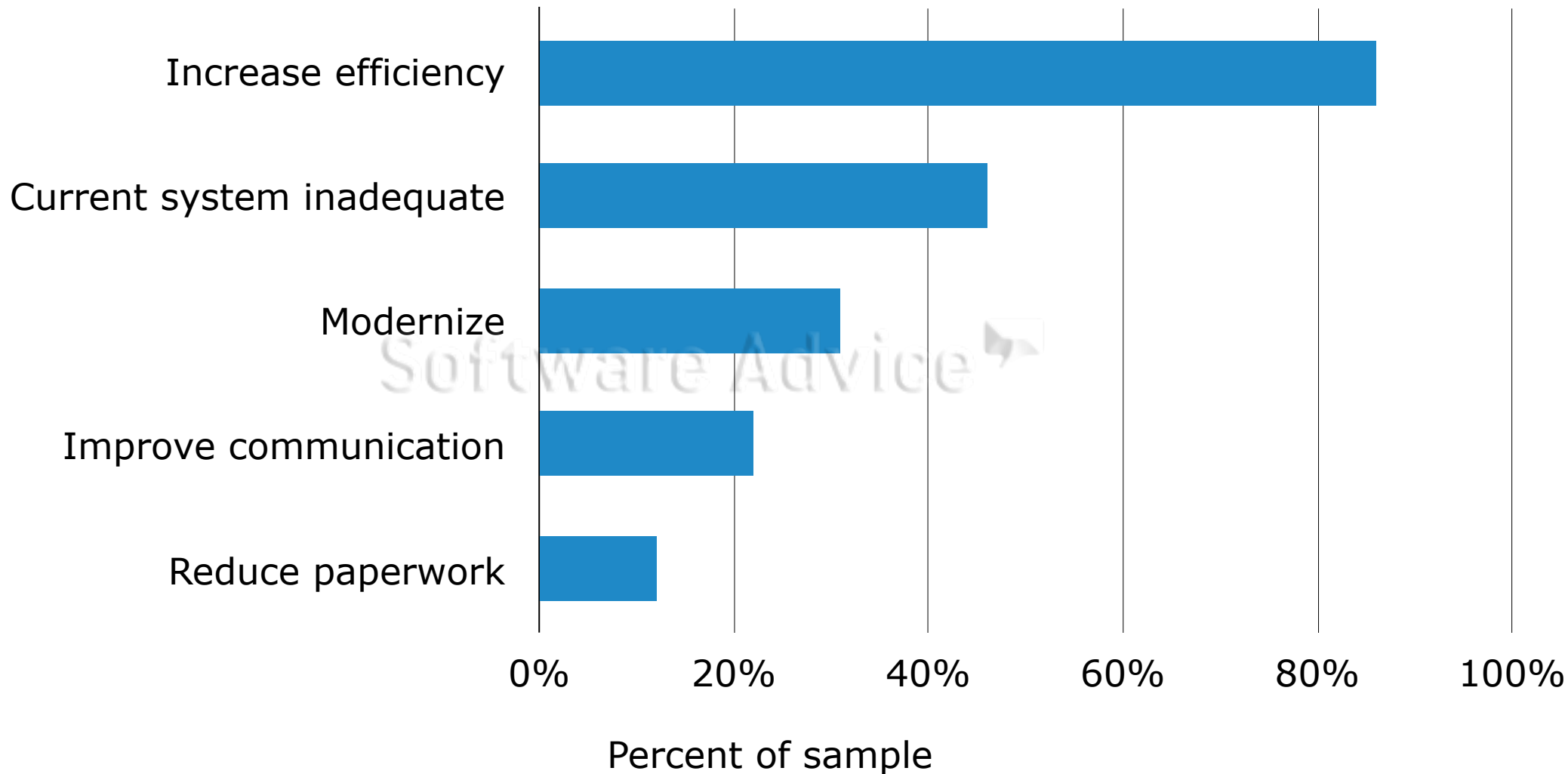
A combined total of 82 percent of prospective buyers wanted to implement their new bid management system in three months or less.

Subcontractor Database Is Most Requested Feature



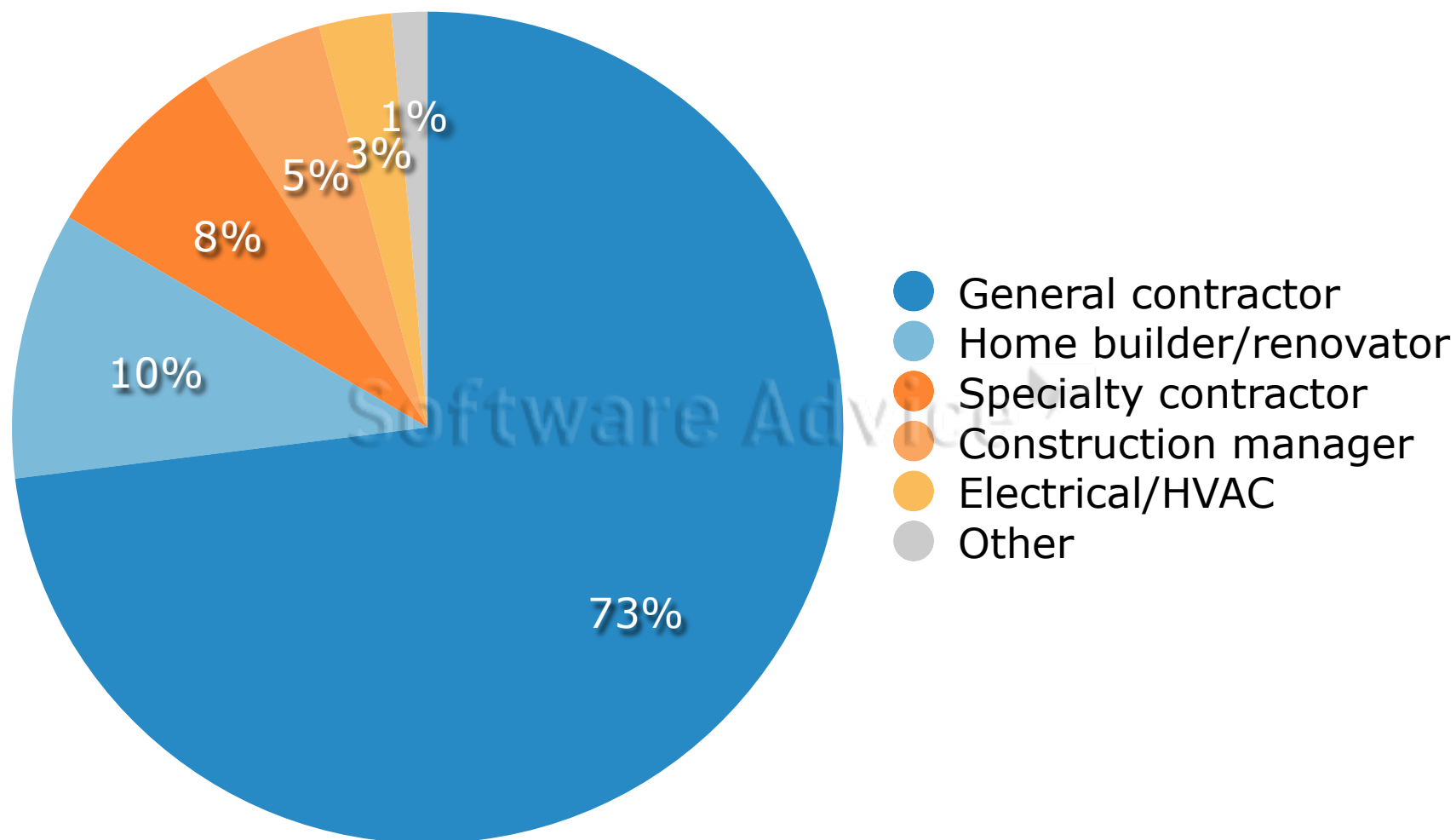
A sizable portion (36 percent) of our sample wanted access to a subcontractor database through their bid management system.

Streamlining Bid Management a Key Priority



Eighty-six percent of prospective buyers wanted to increase efficiency and streamline their processes, particularly with communication with subcontractors.

Most Prospective Buyers Are General Contractors



Seventy-three percent of the prospective buyers we spoke with were general contractors.

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