SMARTBID ACADEMY

7:00 am - 7:45 am	**Breakfast Buffet in the ConTech Showcase** Mingle with construction technology leaders and innovators in the ConTech Showcase and enjoy a hot breakfast buffet with plenty of coffee to kick start the day!
7:45 am - 8:50 am	**Opening Keynote: Your Industry in the News: What's Next for ConTech in Denver?** **Description:** The Roadshow kicks off with a discussion of the latest technology tools, innovators and trends impacting Denver's construction projects. Learn how technology is influencing workflows and improving job site safety, productivity and reducing costs for contractors in your region. **Presenter:** James Benham & Jeff Sample of The ConTechCrew, Josh Bone of DeWALT, Rob McKinney of Rhumbix
9:05 am – 9:55 am	**Session 1 - Manage Your Subcontractor Database Like a Pro** Take ownership of your vendor and subcontractor data and make it work for you. Review workflows that ensure clean, consistent, and accurate data storage and management. Having an accurate database of subs means less time reviewing bad email reports or companies with missing information and less work in getting your invites to the right subs! **Presenter:** *SmartBid Sales Enablement Manager, Mark Fly*
10:10 am – 11:00 am	**Session 2 - Using Custom Fields to Get the Data You Need** Learn how to create custom fields for your vendors and subcontractors that reflect your business practices. Project custom fields allow you to communicate specifics on project parameters, walk through dates, or project requirements. Use custom fields to more quickly and easily get the exact information you need from your subs, so that you can develop the best partnerships for your business in the most efficient way possible. **Presenter:** *SmartBid Sales Enablement Manager, Mark Fly*
11:00 am - 12:00 pm	**Lunch Buffet in The ConTech Showcase** Enjoy a hot lunch buffet, and another caffeine boost, while networking with other local industry professionals and visit the ConTech Showcase technology leaders for some hands-on tech demos!

12:00 pm - 12:50 pm	### Session 3 - Tabs 1 - 5: Best Practices, Tips and Tricks We'll walk you through how to add a new project, set up groups and filters to invite the most qualified subs and select the trades codes and packages required. We'll also show you where to house all of the project documents and define the files and plan room shown to your subs within the invitations to bid. Lastly, we will build out subcontractor communications, in this case adding an invitation to bid template and making project-specific changes to it before use. **Presenter:** *SmartBid Sales Enablement Manager, Mark Fly*
1:05 pm - 1:55 pm	### Session 4 - Tabs 6 and 7: Best Practices, Tips and Tricks In this session you'll learn about Tab 6, which is where you view the subs that are "qualified" based on your selections in previous tabs. Accurately select the companies that you want to receive a proposal from and send the invitation you already have built. Once your invitations have been sent, set up the right BidTabs in Tab 7 to easily calculate and compare your subcontractor bid proposals to select the most qualified project bids. **Presenter:** *SmartBid Sales Enablement Manager, Mark Fly*
2:10 pm – 3:00 pm	### Session 5 - The Power of Reports Easily generate project metrics directly from the final tab in SmartBid, the Reports tab. Learn how to set up and analyze standard reports (Minorities, Duplicate Companies, Bad Emails), custom reports, statistics on communications sent, and more. Use these reports to improve your productivity and communications and streamline the bidding process even more for the next project. **Presenter:** *SmartBid Sales Enablement Manager, Mark Fly*
3:00 pm - 4:15 pm	### Networking Happy Hour + Hands-On Tech Demos Light drinks and food, Q&A with the ConTechCrew, hands-on tech demos and tech prize giveaways (you must be present to win!) in the ConTech Showcase.