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BR FRIES CASE STUDY

## **BidSet Manager Case Study on BR Fries & Associates, LLC**

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### **BR Fries & Associates, LLC - Company Profile**

BR Fries is a construction firm with sharp ownership, top notch management, little turnover (a rarity in construction), and the ability to be innovative and forward thinking in the growth of their business. Barry Fries and his team have built a company synonymous with excellence and success in hospital and retail construction. This reputation has evolved from analyzing their business processes and workflow to maximize efficiency while continuing to improve their results.

- Founded by Barry Fries in 1979
- Known for excellence in healthcare and retail construction
- Notoriously efficient and detailed
- Committed to do "whatever it takes" to ensure the satisfactory completion of projects

### **The Challenge**

There are many factors that separate successful construction companies from those that struggle to survive or disappear from the industry. Increased competition, the economy, and fewer construction projects in the private sector, have made bidding and winning work as challenging as it has ever been. The economy has forced estimating departments to reduce staff, and bid more work that is outside of their normal geographic operating area, or outside of their typical area of expertise. More competition, less work, and lower margins have pushed estimating departments from crunching numbers into trying to impersonate Harry Houdini.

- Sluggish economy
- More competition
- Less work
- Lower margins
- Company drive for greater efficiency
- Management's call for meticulous tracking of details

### **The Solution**

You may not find Harry Houdini in their estimating department, but you will find the dedicated management of Allan Kleinman and Will Perera to name a few. Along with this All-Star cast, there is an unsung hero that has helped Fries' staff save time and money in the face of extreme competition and a bad economy, Napco's BidSet Manager. It is a bid management tool that has helped the firm save enormous amounts of time, money, and administration in bidding and being awarded work. BidSet Manager has been developed and customized to provide bid

**"BidSet helps us to organize our massive databases and distribute to a large quantity of subs with ease"**

David Rothausser, BR Fries

communication, bid analysis, trade coverage, and document management to their subcontractor pool.

BidSet Manager provides an effective tool for invitations to bid and a powerful search engine that allows BR Fries to search their list of contractors by trade, union status, areas of operation, bonding, etc. and helps prequalify contractors on the fly. Digital invitations track the movements of their bid list to determine whether companies are bidding/not bidding, what documents they have in their possession, addenda receipts, etc. Through BidSet Manager's reports, the Fries team can instantly find holes in their trade coverage, review a contractor's bid history, and see past projects of similar scope to compare bidders and bid amounts.

- BidSet Manager
  - Powerful contact management
  - Search / filter capabilities that are relevant to construction and prequalification
  - Easy ITB and document distribution
  - Bid management
  - Document versioning
  - Document possession tracking
  - Addenda receipts
  - Detailed reporting features
- Actual Humans
  - "Construction Information Manager" assigned to account
  - Napco support and training available

## Benefits

The thorough analysis made possible by BidSet Manager coupled with BR Fries' fanatical attention to detail provides their clients with the best, most qualified project team of contractors with the best possible price. A value proposition that makes BR Fries a "Best of Class" CM/GC, who is highly sought after by the hospital and retail development community. While many consider construction to be a "cut throat" business, BR Fries has managed to have an 85 percent retention rate (repeat clients) that keep coming back to them. This

**"Particularly helpful, is the BidSet stats sheet, allowing for a complex record of distribution during the bid process"**

David Rothausser, BR Fries

percentage of repetitive clients is an industry anomaly that speaks to the caliber of their firm.

R.S. Knapp / Napco is a proud partner to BR Fries.