

## Walsh Construction Achieves Quality Improvements and Time Savings with PlanGrid



Photo by <http://www.walshgroup.com>

[ Article was originally posted on Autodesk Construction Cloud Blog. [constructionblog.autodesk.com](http://constructionblog.autodesk.com) ]

By *Elissa Flandro*,

Walsh Construction – part of The Walsh Group – is one of the largest general contracting, construction management, and design-build firms in North America. The firm operates out of 20 regional offices, working with union labor and union subcontractors in the building, civil, and transportation sectors.

The firm prides itself on exceptional customer service while upholding the highest standards of ethics, quality, and safety. These standards are not merely mandates, but cultural practices that translate into project excellence.

The firm conducted a company-wide effort to promote a culture of safety. The success of this initiative inspired Walsh to reevaluate its quality standards. The goal was to improve analytics and data-management around quality in all areas of project delivery.

### The Case for Capturing Concrete Project Data for Higher Quality Projects

Quality as a holistic measure is and has always been part of Walsh's larger corporate initiative. The company continually seeks ways to improve

deliverables for its customers, and recently chose to evaluate its quality measures for areas of improvement. Walsh discovered that a lack of detailed data and complete model accuracy could lead to inefficiencies on the jobsite. This traditional way of working often meant navigating multiple sources of truth, slower communication between teams, and potential project delays. With its customers top-of-mind, Walsh resolved to close the gap on incomplete data and inaccurate models.

Walsh chose the Orange County (OC) Streetcar project in California to launch a new way of working. The OC Streetcar project is a modern streetcar line that runs 4.1-miles between downtown Santa Ana and Garden Grove, connecting with several of the county's busiest bus routes along the way. On a large-scale project that involves multiple disciplines, the team needed a solution that would create better communication and coordination between project stakeholders.

"We needed to ensure proper document management," says Dan Smolilo, Director of Process and Innovation at Walsh Construction. "On an infrastructure project like this, we needed to effectively layout the drawings and get them into the hands of the field in real-time. Without this, we'd run the risk of working off an outdated model, which could result in schedule delays and costly rework."

### A Mobile Solution Propels A New Way of Working

Walsh's goal was to break through the stigma of "business as usual" and leverage new ways of working that would meet the highest standards of quality. "We needed to take a look in the mirror to understand our current process and procedures, and areas for improvement," says Smolilo.

The long-time Autodesk customer chose to leverage Autodesk Construction Cloud™ – the cornerstone of which has been PlanGrid – to improve processes on OC Streetcar for better quality. The Autodesk team partnered closely with Walsh to develop a training program that would increase adoption in the field.

"The team helped us to define dashboards and onboard field workers. This contributed to the successful utilization of the tool on the project," says Smolilo.

The team also adopted organized document management to allow the team to find and use the most up-to-date drawings and information, so teams are always building off the right model. When rework occurs, the punch list and issue systems allow Walsh to track and follow up on these mistakes, resolving them promptly. PlanGrid makes it easier for workers to access the critical information at the click of a button rather than searching for data manually.

"We've done much revision. Whether it's looking at ourselves and our practices and procedures, down to training and operations. We're tracking and trending any issue that comes up on our project to understand where we are, what we need to do to improve, as well as where we need to adjust our training," says Smolilo.

### Saving Time, Increasing Quality, and Making Better Bids

"Sherrie Kapssof, our document control manager, was an integral part in ensuring the team was up-to-speed on the newly developed practices and procedures," says Smolilo.

*"With the power of PlanGrid, Sherrie streamlined the process of maintaining and managing documents, which led to standardized best practices and several benefits. Due to her hard work and dedication, the OC pilot project was a tremendous success and is the example we use across all of our other projects."*



# California Sub-Bid Request Ads



5225 Hellyer Avenue, Suite #220  
San Jose, CA 95138  
Phone (408) 574-1400 • Fax (408) 365-9548  
Contact: Rob Snyder  
Email: [estimating@graniterock.com](mailto:estimating@graniterock.com)

## REQUESTING SUB-QUOTES FROM QUALIFIED SBE & DBE SUBCONTRACTORS/SUPPLIERS/TRUCKERS FOR:

**San Carlos Airport - Runway Pavement Preservation and Rehabilitation Project**  
FAA AIP Project No. 3-06-0210-019-2017 (D)

Owner: County of San Mateo

Engineers' Estimate: \$1,390,000

**BID DATE: June 10, 2020 @ 2:00 PM**

Items of work include but are not limited to: Rubber Removal, AC Grinding, AC Tack Coat, AC Surface Treatment, Striping, Pollution, Siltation & Erosion Control, Crack Seal, Lighted Runway Closure Markers and Trucking.

Granite Rock Company 'Graniterock' is signatory to Operating Engineers, Laborers, Teamsters, Carpenters and Cement Masons unions. 100% performance and payment bonds will be required from a qualified surety company for the full amount of the subcontract price. Bonding assistance is available. Graniterock will pay bond premium up to 1.5%. In addition to bonding assistance, subcontractors are encouraged to contact Graniterock Estimating with questions regarding obtaining lines of credit, insurance, equipment, materials and/or supplies, or with any questions you may have. Subcontractors must possess a current contractor's license, DIR number, insurance and worker's compensation coverage. Subcontractors will be required to enter into our standard contract. Graniterock intends to work cooperatively with all qualified firms seeking work on this project.

We are an Equal Opportunity Employer



**Project Name:** Treasure Island Parcel C3.1 DB - FP & PV  
**Location:** Treasure Island, San Francisco, California  
**Bid Date:** June 19, 2020 @ 2:00pm  
**Pre-Bid Conference:** June 5, 2020 @ 10:30am

Nibbi Brothers has been selected as the General Contractor for the Treasure Island Parcel C3.1 project in San Francisco. We are in receipt of the 100% DD Set and are currently requesting bid proposals from qualified subcontractors including those certified as SBE's for Design Build - Fire Protection & PV. The Contract Monitoring Division (CMD) has set the SBE participation goal for this project at 20%. For more information about the San Francisco SBE program as it relates to this solicitation please contact Mr. Romulus Asenloo at the City and County of San Francisco Contract Monitoring Division via email or by phone, Romulus.asenloo@sfgov.org / (415)581-2310. Proposals are due no later than 2:00 PM on Friday, June 19, 2020 online via the Building Connected website. Please note a completed Bid Form will need to be submitted for each trade/bid package you are bidding on in order to be considered. A new mid-rise, 100% electric apartment building with 138 affordable units, parking garage, resident service and community facilities, and outdoor space is proposed. The main building access is located at the lobby off 6th Street. Level 1 consists of property management, resident services, youth activities, mail, bike parking, 27 parking spaces and residential units. Level 2 includes a community room, courtyard, laundry room, and residential units. Levels 3-7 are residential units.

Construction Type: Type 1A at level 1-2 with 3-hour fire rated horizontal assembly at level 3. Type IIIA at seven seas wing level 3-7 and type VB at SPW wing levels 3-4. Bids are due Friday, June 19, 2020 @ 2:00pm. To obtain bid documents please contact Kevin Young, Precon & Estimating Coordinator via email, [keviny@nibbi.com](mailto:keviny@nibbi.com). For specific questions regarding this project, please email Paris Paraskeva, [ParisP@nibbi.com](mailto:ParisP@nibbi.com).

IN ORDER TO OBTAIN BID DOCUMENTS AND SUBMIT A BID, PLEASE CONTACT KEVIN YOUNG VIA EMAIL, [KEVIN@NIBBI.COM](mailto:KEVIN@NIBBI.COM)

## NBC Construction & Engineering INC.

as a "GENERAL CONTRACTOR" is requesting proposal on "ALL TRADES" from all subcontractors & suppliers, including DVBE, LBE, DBE, SBE, MBE, WBE firms for the following project:

**Dr. George Washington Carver ES,  
Permanent Deck Repair  
SFUSD Project Number: 12201**

**BID DATE & TIME: 6/18/2020 @ 2:00PM**

**PROJECT LOCATION:**

**Dr. George Washington Carver Elementary School  
1360 Oakdale Avenue, San Francisco, CA 94142  
Owner: San Francisco Unified School District**

**NBC Construction & Engineering Inc.**

850 South Van Ness Avenue  
San Francisco, CA 94110

Phone # 925-324-2727 • Fax # 800-622-9144

All Bidders are hereby notified that the District has a Labor Compliance Program (LCP) - Prevailing Wages in effect on this Project and all contractors and subcontractors bidding this project will be required to comply with the LCP. In addition, All the Certified Payrolls (CPR) must be reported through Elation System and DIR website. Bidder is responsible for all shipping and handling fees. Plans are available for viewing at [www.e-arc.com/location/san-francisco-hooper-street](http://www.e-arc.com/location/san-francisco-hooper-street). Click on the Order from PlanWell/Public Planroom "button" and search for project name and number. Or contact us.

**Please Submit & Fax  
all proposals to 800-622-9144  
For more information, Please call  
Mike Schalchi at (925)-322-7473**

## SBE OUTREACH SERVICES

With 1.5 million businesses in our database, SBE is California's #1 source for diversity outreach.

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Targeted mailings sent to businesses per your criteria.

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Telephone follow-up calls that follow a script of 5 questions you create.

### Computer Generated Reports

Will fit right into your proposal, along with a list of interested firms to contact.

### Contact Info:

**795 Folsom Street, 1st Flr, Room 1124**

**San Francisco, CA 94107**

**Email: [sbe@sbeinc.com](mailto:sbe@sbeinc.com)**

**Website: [www.sbeinc.com](http://www.sbeinc.com)**

**Phone: (415) 778-6250, (800) 800-8534**

**Fax: (415) 778-6255**

**Publisher of  
Small Business Exchange  
weekly newspaper**

## REQUEST FOR CERTIFIED SBA SUBCONTRACTORS & SUPPLIERS

From All Small Business Enterprises Subcontractors/Sub-consultants/Suppliers/Vendors registered as a SBE business including WOSB, SDB,VOSB,SDVOSB & Hubzone for:

**Project Name:** DBB PACFLT Readiness Support Combat Aircraft Loading Area (CALA); San Clemente Island  
**Project No.** N62473-15-D-2408 Planned Task Order (PTO) X025

**Owner:** Naval Facilities Engineering Command Southwest

Reyes Construction is requesting bids in the areas described, but not limited to: (Subcontractors)Biologist, Electrical, Signage & Striping, Surveying, Rebar, Swing Gates, Joint Seal, Barging, Concrete, Batch Plant, Portable Crusher, Quality Control, Utility Locator and Remote Housing. (Suppliers) 125,000 Gallon Water Tanks, Housing Trailers, Generators, BMP's, Rhino Snot, Epoxy Dowels, Static Ground Rods, Aircraft Mooring Eyes, Wind Cone Assembly, Flag Pole Assembly, Aggregates, Bulk Cement, Pugmill Mixer, Geotextile, Asphalt Cold patch, Misc. Metals.

**BID DATE: June 4th 2020 at 2PM**

**REYES CONSTRUCTION, INC.**

State License Number 507561

1383 South Signal Drive, Pomona, CA 91766

Phone: 909-622-2259 • Fax: 909-622-3053

Contact: Brenda Martinez Mon-Fri 7:00 A.M - 4:00 P.M

Assistance will be available in obtaining bonds, lines of credit, insurance, necessary equipment, supplies, materials or related technical assistance.

Plans, Specifications, and Contract requirements can be viewed online at no additional cost:

- 1) Via iSqFt - please send an email request to [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)
- 2) Via Sharefile- please send an email request [estimating@reyesconstruction.com](mailto:estimating@reyesconstruction.com)

Please fax quotes to: 909.622.3053



# California Sub-Bid Request Ads

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: DAVE BAST  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

### LOWER ELKHORN BASIN LEVEE SETBACK SACRAMENTO AND YOLO BYPASSES

Contract No. C51593, Specification No. 20-01  
Small Business Enterprise Goal Assigned is 25%  
OWNER: STATE OF CALIFORNIA  
DEPARTMENT OF WATER RESOURCES  
1416 Ninth Street, Room 418,  
Sacramento, CA 95814

**REVISED BID DATE: JUNE 4, 2020 @ 4:00 P.M.**

DGC is soliciting quotations from certified Small Business Enterprises, for the following types of work and supplies/materials including but not limited to:

**CLEARING AND GRUBBING/DEMOLITION, CONSTRUCTION SITE MANAGEMENT, CPM SCHEDULING CONSULTANT, DEVELOP WATER SUPPLY, DEWATERING, EMULSION SUPPLIER, EROSION CONTROL, FABRIC/GEOSYNTHETIC PAVEMENT INTERLAYER, FENCING, HYDROSEEDING, LANDSCAPING, LIME TREATMENT, MINOR CONCRETE, MINOR CONCRETE STRUCTURE, MISC. IRON AND STEEL, REINFORCING STEEL, ROADSIDE SIGNS, ROCK SLOPE PROTECTION SUPPLIER, STRIPING, SURVEY/STAKING, SWPPP/WATER POLLUTION CONTROL PLAN PREPARATION, TEMPORARY EROSION CONTROL, TESTING, TRAFFIC CONTROL MATERIAL SUPPLIER, TRAFFIC CONTROL/ENGINEER, UNDERGROUND, WATER TREATMENT, WELL DRILLING & SEALING, TRUCKING, WATER TRUCKS, STREET SWEEPING, EROSION CONTROL MATERIAL, CLASS 2 AGGREGATE BASE MATERIAL, HOT MIX ASPHALT (TYPE A) MATERIAL, SITE SECURITY/GUARD, OFFICE TRAILER & FURNISHINGS.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site.

Fax your bid to (925) 803-4263 to the attention of Estimator Dave Bast. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/Public-Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need SBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the SBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer.

## DESILVA GATES CONSTRUCTION

11555 Dublin Boulevard • P.O. Box 2909  
Dublin, CA 94568-2909  
(925) 829-9220 / FAX (925) 803-4263  
Estimator: JACK SHEWMAKER  
Website: [www.desilvagates.com](http://www.desilvagates.com)  
An Equal Opportunity/  
Affirmative Action Employer

DeSilva Gates Construction (DGC)  
is preparing a bid as a Prime Contractor  
for the project listed below:

### SEDIMENT REMOVAL 2020 TISDALE BYPASS SACRAMENTO RIVER FLOOD CONTROL PROJECT

Contract No. C51597,  
Specification No. 20-05  
Small Business Enterprise Goal Assigned is 25%  
OWNER:  
STATE OF CALIFORNIA -  
DEPARTMENT OF WATER RESOURCES  
1416 Ninth Street, Room 418,  
Sacramento, CA 95814

**REVISED BID DATE: JUNE 02, 2020 @ 4:00 P.M.**

DGC is soliciting quotations from certified Small Business Enterprises and Disabled Veteran Business Enterprises, for the following types of work and supplies/materials including but not limited to:

**CLEARING AND GRUBBING/DEMOLITION, EROSION CONTROL, FENCING, TRAFFIC CONTROL SYSTEMS, TRUCKING, WATER TRUCKS, STREET SWEEPING.**

Plans and specifications may be reviewed at our offices located at 11555 Dublin Boulevard, Dublin, CA or 7700 College Town Drive, Sacramento, CA, or at your local Builders Exchange, or reviewed and downloaded from the ftp site at <ftp://ftp%25desilvagates.com:f7pa55wd@pub.desilvagates.com> (if prompted the username is [ftp%25desilvagates.com](ftp://ftp%25desilvagates.com) and password is [f7pa55wd](ftp://ftp%25desilvagates.com)) or from the Owner's site.

Fax your bid to (925) 803-4263 to the attention of Estimator Jack Shewmaker. If you have questions for the Estimator, call at (925) 829-9220. When submitting any public works bid please include your DUNS number and DIR number. For questions regarding registration for DIR use the link at [www.dir.ca.gov/Public-Works/Public-Works.html](http://www.dir.ca.gov/Public-Works/Public-Works.html)

If you need SBE/DVBE support services and assistance in obtaining bonding, lines of credit, insurance, necessary equipment, materials and/or supplies or related assistance or services, for this project call the Estimator at (925) 829-9220, or contact your local Small Business Development Center Network (<http://californiasbdc.org>) or contact the California Southwest Transportation Resource Center ([www.transportation.gov/osdbu/SBTRCs](http://www.transportation.gov/osdbu/SBTRCs)). DGC is willing to breakout portions of work to increase the expectation of meeting the SBE/DVBE goal.

At our discretion, 100% Payment and 100% Performance bonds may be required as a subcontract condition. This will be a PREVAILING WAGE JOB. DGC is an Equal Opportunity/Affirmative Action Employer



**Proven Management, Inc.**  
225 3rd Street, Oakland, CA 94607  
Phone: 510-671-0000 • Fax: 510-671-1000

PMI requests proposals/quotes from all qualified and certified subcontractors, suppliers, and truckers for the following project:

### FOSTER CITY LEVEE IMPROVEMENTS

PROJECT NO. CIP 301-657

**Bids: 6/16/2020 @ 2pm**

The work in this contract includes but is not limited to: Demo; Forming and Accessories; Waterstops; Concrete Reinforcing; Cast-In-Place Concrete; Precast Architectural Concrete; Metal Fabrications; Coatings; Traffic Signage; Signs; Site Furnishings; Shade Structures; Earthwork; Filter Fabric and Geotextiles; Site Preparation; Structural Excavation; Dewatering; Structural Fill; Cellular Concrete Fill; Trenching and Backfilling; Excavation Support and Protection; Pavement Restoration and Rehab; Landscape; Aggregate Base Course; Asphaltic Concrete Paving; Stabilized DG Paving; Concrete Curbs, Gutters and Sidewalks; Pavement Markings; Chain Link Fences and Gates; Design-Build Bridges; Irrigation Control System; Soil Preparation; Hydroseeding; Planting; Water Mains and Irrigation Services; Storm Drains; Steel Sheet Piling Seawalls; Rebar; Electrical.

Bonding, insurance, lines of credit and any technical assistance or information related to the plans & specifications & requirements for the work will be made available to interested certified suppliers & subcontractors.

Assistance with obtaining necessary equipment, supplies, materials, or related assistance or services for this project will also be offered to interested certified suppliers, subcontractors, truckers. PMI is signatory to the Operating Engineers, Carpenters, and Laborers Collective Bargaining Agreements.

100% Payment & Performance bonds will be required from a single, Treasury-listed surety company subject to PMI's approval. PMI will pay bond premium up to 1.5%. Subcontractors awarded on any project will be on PMI's standard form for subcontract without any modifications. For questions or assistance required on the above, please call.

**We are an Equal Opportunity Employer**



## DIVERSITY OUTREACH

- Advertise
- ITB to Targeted (NAIC/SIC/UNSPSC) Certified Business
- Telephone Follow-up (Live)
- Agency/Organization Letters
- Computer Generated Dated/ Timed Documentation
- Customized Reports Available

Download OUTREACH ORDER FORM:  
[www.sbeinc.com/services/diversity\\_outreach.cfm](http://www.sbeinc.com/services/diversity_outreach.cfm)

SMALL  
**BUSINESS**  
EXCHANGE



# California Sub-Bid Request Ads



Is requesting quotes from certified and qualified DBE/MBE/WBE Subcontractors, Suppliers, and Service Providers for the following (but not limited to) work:

**Asphalt Concrete Paving & Surfacing, Traffic Stripes, Chain Link Fences & Gates, Concrete Reinforcing, Masonry, Metal Fabrications, Rough Carpentry, Wood Trusses, Finish Carpentry, Metal Roof Panels, Flashing, Painting & Coating, Hydropneumatic Tank, Magnetic Flowmeter, Electrical, Instrumentation**

## Amador Water Agency

### Pioneer Water Rehabilitation Project - Phase 2

Located in Pioneer, California

**BID DATE June 9, 2020 at 2:00 p.m.**

All Quotes Due Prior

## Sukut Construction, LLC

4010 W. Chandler Avenue, Santa Ana, CA 92704

Contact: Rick Welshiemer

Phone: (714) 540-5351 • Fax: (714) 545-2003 • Email: [estimating@sukut.com](mailto:estimating@sukut.com)

Plans/specs are available for viewing at our office by appointment, by Sukut FTP, or from Owner. Subcontractors must be prepared to furnish 100% performance and payment bonds and possess current insurance and workers' comp coverage. Sukut will assist qualified subcontractors in obtaining bonds, insurance, and/or lines of credit. Subcontractors/Vendors will be required to sign Sukut's Standard Subcontract/Purchase Order. Copies are available for examination. Please contact Rick Welshiemer at Sukut Construction for assistance in responding to this solicitation.

Sukut Construction's listing of a Subcontractor in its bid to the agency is not to be construed as an acceptance of all the Subcontractor's conditions or exceptions included with Subcontractor's price quotes. Quotations must be valid for the same duration as specified by Owner for contract award.

Sukut Construction, LLC  
An Equal Opportunity Employer

Prime Proposer Bidder: Sepulveda Transit Corridor Partners  
Project: Sepulveda Transit Corridor Project  
Owner: Los Angeles County Metropolitan Transportation Authority  
Prime Proposer Bid/Proposal Due Date: 6/20/2020

ATTN: Chief Estimator

We are bidding/proposing the above project as a prime contractor on the above project and would appreciate quotes from firms who are currently certified as a Disadvantaged Business Enterprise (DBE) for the following work/services and/or materials:

- Communication Systems
- Corrosion Control
- Stray Current
- Traction Power System
- Property/Land/ROW
- Office Space

Solicitation Number: 202002 - 11

Solicitation responses will be accepted through: 6/05/2020

#### Instructions:

Please follow link below to the Solicitation Response form to submit company and pricing information. It is important to reference the solicitation number located just above these instructions, when filling out the Solicitation Response.

If you have not filled out the STCP DBE Outreach Questionnaire, please do so first.

STCP DBE Outreach Questionnaire: <http://bit.ly/2NWB2KY>

Solicitation Response: <http://bit.ly/3aiVgy9>

Should you need any assistance in obtaining bonding or insurance, please feel free to call us. DBE firms are also referred to the Small Business Administration (SBA) and/or the Federal Department of Transportation (DOT) Bond Assistance Programs.

We are an Equal Opportunity Employer and, as a matter of policy, encourage the participation of Small Business Enterprises.

All DBE firms must be certified by the bid/proposal due date, June 20, 2020 and must provide our office with a copy of your DBE certification to include with the bid/proposal. Should you have any questions regarding Metro's certification process, contact Metro's certification Hotline at (213) 922-2600.

For all other questions, please contact The Solís Group 626-685-6989

#### INVITATION TO BID

Request for Quotes from Certified DBE Subcontractors and Suppliers

Project: Route 5 Alicia to El Toro  
Contract No. 12-0K0234

Owner: Department of Transportation (CALTRANS)

**BID SUBMITTAL DATE: June 30, 2020 at 2:00 PM**  
Federal-Aid Project STPLN-6212(024)

Request for quotes from Certified DBE's Subcontractors and Suppliers for the following, but not limited to scopes of work: Aggregate Supply, Asbestos Removal, Asphalt Dike, Asphalt Paving, Bridge Demo, Building Survey, CIDH Pile, Clear and Grub, Cold Plane AC, Concrete (Ditch Lining), Concrete Barrier, Concrete Supply, Construction Area Signs, Demolition, Drill and Bond Dowel, Driven Pile, Electrical, Erosion Control, Fencing, Formliner Supply, Furnish and Erect Precast Girders, Grind Existing Pavement, Guardrail, Hydroseeding, Joint Seal, Joint Seal Assembly Supply, Landscape and Irrigation, Masonry, Minor Concrete, Misc. Iron and Steel Supply, Misc. Metals Supply, Noise Monitoring, Overhead Signs, PCC Material Supply, Pipe Supply, Pre/Post Construction Survey, Prestressing, QC Testing, Railing, Ready Mix Concrete Supply, Reinforcing Steel, Roadside Signs, Rock Slope Protection, Saw and Seal PCC, Shotcrete, Slope Paving, Steel Pile Supply, Street Sweeping, Striping, Underground, Vibration Monitoring.

PLEASE SUBMIT QUOTES BY FAX TO  
(760) 471-4860 OR EMAIL TO  
[SoCalBids@FlatironCorp.com](mailto:SoCalBids@FlatironCorp.com)

Plans and specifications are available, at no cost from Caltrans website: <http://ppmoe.dot.ca.gov/des/oe/weekly-ads/specs-ntb.php?c=12-0K0234> (Registration Required). Additionally, plans and specifications are available at Flatiron's San Diego, CA and Chino Hills, CA offices. Please call to make an appointment to view plans and specifications.

This project has a 13% DBE Goal. In addition to request for participation from Certified DBE subcontractors and suppliers, Flatiron requests non-DBE subcontractors to provide lower-tier DBE subcontractor and/or supplier participation. Bidders are required to indicate lower-tier DBE participation, as it will be evaluated as part of their quote.

Flatiron analyzes and considers each DBE quote, including those that are broken down into economically feasible units to facilitate bidding. Assistance in obtaining bonding, lines of credit, insurance, equipment, supplies and materials is available upon request. Additionally, please contact us if you require technical assistance.

Quotations must be valid for same duration as specified by Owner for contract award.

Subcontractors are required to possess and maintain a current contractor's license and must also be registered with the Department of Industrial Relations (DIR) as required by Public Contract Code Section 1725.5. Subcontractors will be required to execute Flatiron's Standard Subcontract Terms and Conditions and insurance requirements. A copy of our Standard Subcontract Terms and Conditions is available in electronic format upon request.

Bond Requirements: Notwithstanding any contrary language in a bid to Flatiron or any prior course of dealing between Flatiron and a bidder, and unless waived in writing by Flatiron, Flatiron reserves the right to require each bidder to provide payment and performance bonds assuring bidder's obligations to Flatiron in the amount of 100 percent of the bid to Flatiron. Flatiron will reimburse the bond premium at actual cost not to exceed 3%. The surety on the bonds must be a California admitted surety. WE ARE AN EQUAL OPPORTUNITY EMPLOYER.

## FLATIRON

Flatiron West, Inc.

16470 W. Bernardo Drive, San Diego, CA 92127

Phone (760) 916-9100 / FAX (760) 471-4860

Email: [SoCalBids@flatironcorp.com](mailto:SoCalBids@flatironcorp.com)

Point of Contact: Veronica Garcia,  
Estimating Admin.

# Reach Customers Overseas Through eCommerce

By Michele Schimpp,

More than 4.5 billion people are now online, and that number is growing fast. Every day an average of 640,000 people gain access to the internet for the first time, that's 27,000 people every hour! If you have a website, you are already connected to this growing global marketplace, but do you have an e-commerce strategy?

SBA's goal is to help you go global and succeed internationally. Here are five considerations to help your business excel through e-commerce.

## 1. SBA's STEP Program Can Help You Sell on the Global Marketplace

SBA's State Trade Expansion Program (STEP) provides grants to eligible small businesses to launch or expand their export activities. A STEP grant can aid in translating or optimizing your website to ensure you:

- Appear in international searches
- Are mobile-friendly
- Can provide options for delivery
- Can calculate total delivery costs, tariffs and any value-added taxes
- Can provide digital payment options

## 2. Use SBA's Resource Partners to Get You Up to Speed

Tap into the e-commerce expertise of the SBA's resource network of District Offices, Small Business Development Centers, SCORE chapters, and Women's Business Centers for advice on your use of platforms, websites, and social media tools. These local resources provide e-commerce training and can discuss financing options to support global intellectual property protections costs.

## 3. Do Your Research

Knowing your market can make all the difference in your success. If you are interested in selling in new global markets, or maybe expanding in ex-



isting markets, get up to speed. Don't expect a cookie-cutter strategy to work across the globe. Take the time to learn the basics of the most popular social media and e-commerce platforms in your target market.

## 4. Tap into Government Expertise

The Federal Government has a wealth of resources for exporters. As you examine new online markets, the U.S. Department of Commerce's Market Diversification Tool, Census Market Finder, Country Commercial Guides, Market Intelligence, and USDA GAIN Reports can help check for demand, industry, and county information.

Additionally, the U.S. Department of Commerce can help ensure your digital strategy follows international trade laws through its Local Trade Experts and Digital Attachés. In fact, a Digital Attaché can act as a business advocate ensuring your access to the digital economy and new markets.

Another great tool is the eCommerce Innovation Lab which can provide an in-depth analysis and report of your website's international strengths and weakness for a small fee. The Innovation Lab can then recommend companies to assist you in internationalizing your website and in some cas-

es, this can be done with SBA STEP support. To request services, visit the Website Globalization Review Gap Analysis page.

## 5. Find Partners

Along with market information and "how to" guidance, the U.S. Department of Commerce also provides Gold Key Services. SBA STEP supports Gold Key services which for a fee will identify, vet, and arrange meetings with interested partners for you when traveling to an overseas market.

As more and more of daily life moves online, it is critical for businesses of all sizes to adapt. Using SBA's resources can lay the foundation of your business being able to thrive in the e-commerce arena.

U.S. small businesses with questions about SBA and interagency support for going global or overcoming challenges can reach out to the SBA International Trade Ombudsman Hotline at (855) 722-4877 and [international@sba.gov](mailto:international@sba.gov) for additional information on support exporting or overcoming challenges.

**SOURCE:** <https://www.sba.gov/blog/reach-customers-overseas-through-e-commerce>

# Walsh Construction Achieves Quality Improvements and Time Savings with PlanGrid

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Many of the quality improvements Walsh has experienced across the organization are intangible, but one of the most noticeable enhancements is in time savings. Regular maintenance and updating of drawings can be time-consuming, but with these new processes that involve PlanGrid, Walsh saves between two and three hours per week. The method of closing out drawings that previously took between three and six months now takes only a matter of weeks, thanks to the ability to edit models in real-time.

While the numbers are impressive, what Walsh is now able to deliver to clients is invaluable. Providing a higher quality process from start to finish improves client relationships. The ability to prove the value of the increased quality has changed the way Walsh bids for projects. Clients can now see the strategic and innovative side of Walsh as a construction company—which breaks down barriers and improves not just individual project experiences, but the industry.

“At the end of the day, it's about effective transformation and truly understanding how we work

and how we can work more effectively,” says Smolilo. “Construction is an incredible industry with incredible people, and we want to make sure that's the perception everyone has of us. We want to showcase the incredible things that we do and build, and the incredible people that we work with. It helps us achieve our mission statement, being “the builder of choice and the employer of choice” with a high focus on ethics and quality.”

**SOURCE:**

<https://constructionblog.autodesk.com/walsh-construction-plangrid/>