

The Challenges Facing Main Contractors in 2022



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Introduction

Estimators really don't have an easy job, one simple mistake can have a devastating impact on projects and organisations.

Those that work in estimating face unique challenges, and daily find themselves racing against the clock to finish an estimate often due to poor collaboration and project management.

Whether it's a large construction project, a refurbishment project or an infrastructure project, these challenges can often be solved by embracing new technology and digital solutions.

Let's look at the main challenges facing today's estimators and the ways in which software can help Main Contractors address them.

Beating inadequate timescales

It goes without saying that delivering projects on time and within budgets are two of the most important factors when completing a construction project.

So why then do estimators cite “lack of time” as one of their biggest challenges?

The fact is, the fast pace of modern construction projects means that time is at a premium, and there is even more pressure on estimators than ever before.

Forcing estimators to meet tough deadlines can lead to the risk of expensive mistakes and poorly completed tenders.

Why reinvent the wheel?

If this is a challenge your estimators are facing, time-saving features in estimating systems should be your new best friend.

Advanced search features make the whole process much quicker and should be utilised wherever possible. For instance, a lot of time can be saved if an estimator is able to find a previous estimate, where they can search for similar items

to those that are currently being priced.

With the added ability to be able to set the search criteria, the user has then got the pricing trends at their fingertips, making estimating more accurate and reducing risk.

FORCING ESTIMATORS TO MEET TOUGH DEADLINES CAN LEAD TO THE RISK OF EXPENSIVE MISTAKES AND POORLY COMPLETED TENDERS

Poor communication
is failing construction
projects



Lack of communication in construction is a problem and this is often where estimators go wrong.

It is essential that the right information is delivered to the right person(s) at the right time, every time.

By embracing new technology and digital solutions, estimators can enable collaboration and boost productivity across projects.

Make the switch

It is important that your team can have more than one estimator working on an estimate, at the same time, without having to physically split the estimate. However, as many estimators still work using Excel spreadsheets, this is extremely difficult.

For example, if you are using Excel and need to save and send your files to another member of the team (so they can review the data), they will often send back a new version with changes. This

process can happen multiple times and after working on a project for weeks, things can start to get messy.

We can still make use of spreadsheets with Causeway's Spreadlets tool which can help increase productivity by providing the ability to link spreadsheets to Causeway Estimating. Any changes made in your spreadsheet are instantly reflected in the estimate, making complex calculations easy and your workflow more flexible.

Estimators want standardisation

Don't be scared to make the switch, estimators want standardisation.

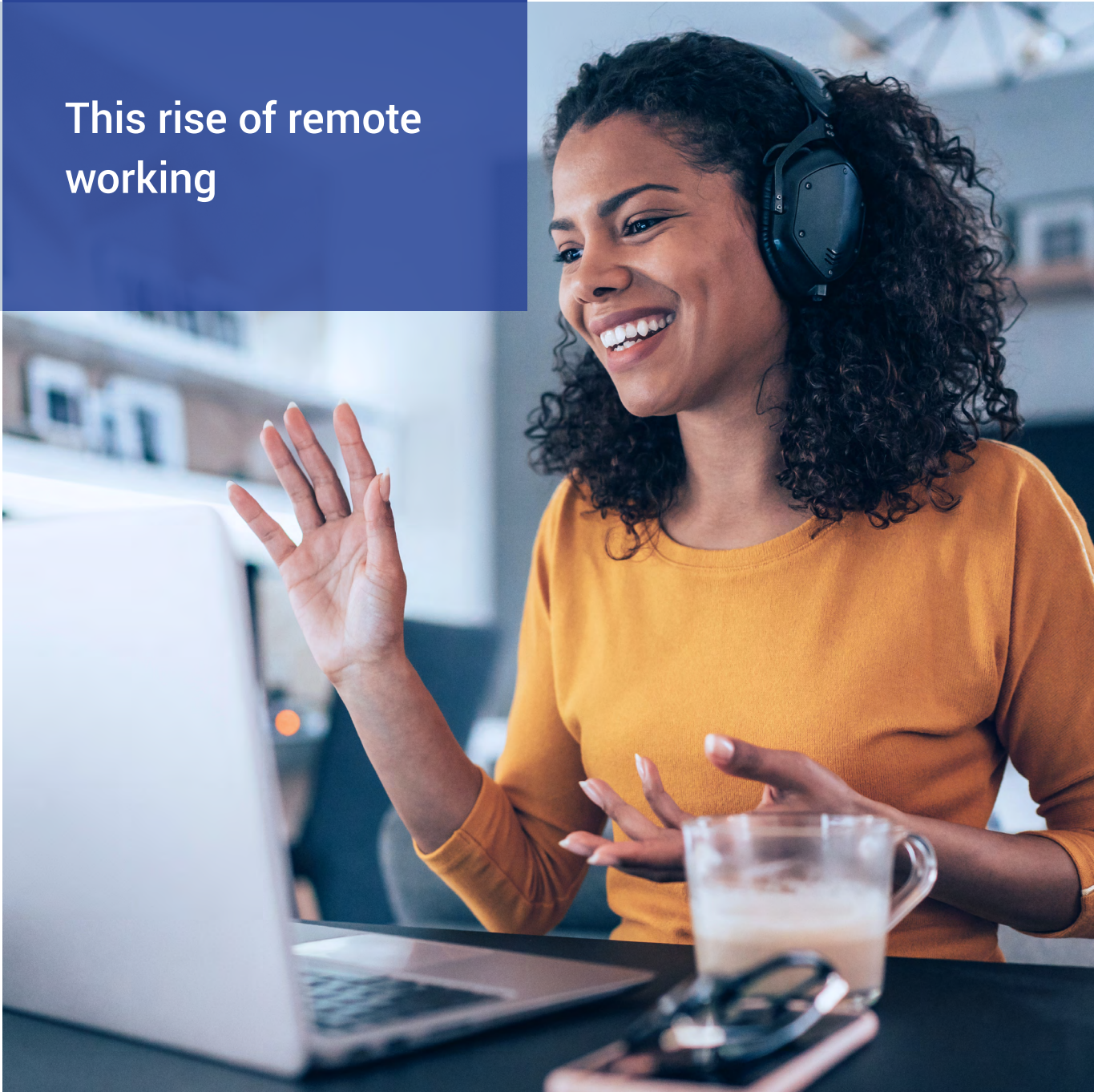
Standardisation underpins the consistency and accuracy of estimates, regardless of project size, thereby mitigating exposure to risk while minimising requirements

for re-engineering.

A true multi-user system like Causeway Estimating simplifies and streamlines the standardisation of estimating data, presenting a corporate approach to the estimating process.

This means that main contractors can confidently compare and evaluate competitive bids from subcontractors, choose the right suppliers to reduce risk, and increase profitability.

This rise of remote working





The rise of remote working has been challenging for many professions, and of course, has affected many estimators.

According to Forbes, by 2025, an estimated 70% of the workforce will be working remotely at least five days a month, therefore, it is well worth investing in hosted solutions.

By using a hosted solution, an estimating team doesn't need to rely on on-premises infrastructure, and colleagues can work on projects at any time, from anywhere.

Increasing transparency with License Manager

Utilising the Causeway License Manager, our customers can collaborate in a transparent manner. This is particularly important in a post-pandemic world, with the rise of remote and homeworking, which is set to stick around.

Causeway software provides global access for multiple users, wherever they happen to be. This means estimating teams don't have to worry about falling behind on deadlines if a member of the team can't make it into the office, as restricted/machine-specific working is eradicated.

The need to drive efficiencies into the estimating process

As the construction industry changes, estimators need to look at things such as the carbon costs of projects so more of them are moving away from the traditional spreadsheet approach and looking for a solution specifically developed for the built environment.

Optimising the bidding and tendering process

Causeway Estimating is a tool that helps contractors and subcontractors optimise the bidding and tendering process by providing access to data such as prices, materials, and labour costs in a secure but accessible central location to enable easy integration of users' own historic data to eliminate duplication of effort.

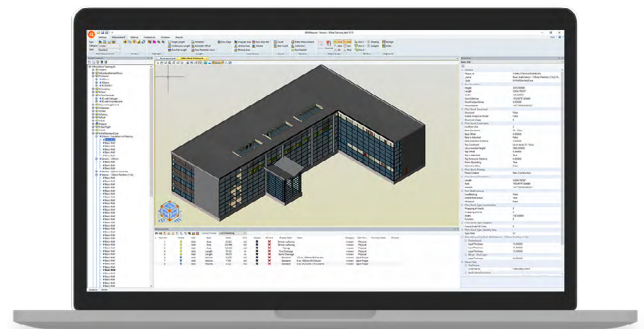
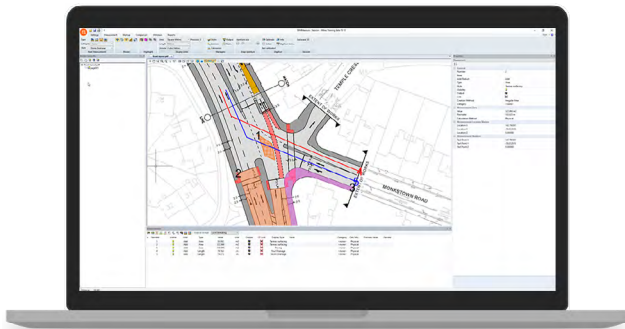
The suite is available in a choice of bundles to suit different requirements, with options including an integrated CAD/BIM Measure tool supporting rapid take-off and measurement.

Utilising CAD/BIM Measure

CAD/BIM Measure is an integrated component within Causeway's estimating solution. This intuitive graphical tool makes for quick

and easy measurement when building up your BoQ, saving time and delivering accurate results on which to base your pricing.

It will open your drawing information regardless of format, including CAD files, PDF's, IFC files and BIM models.



The outcome

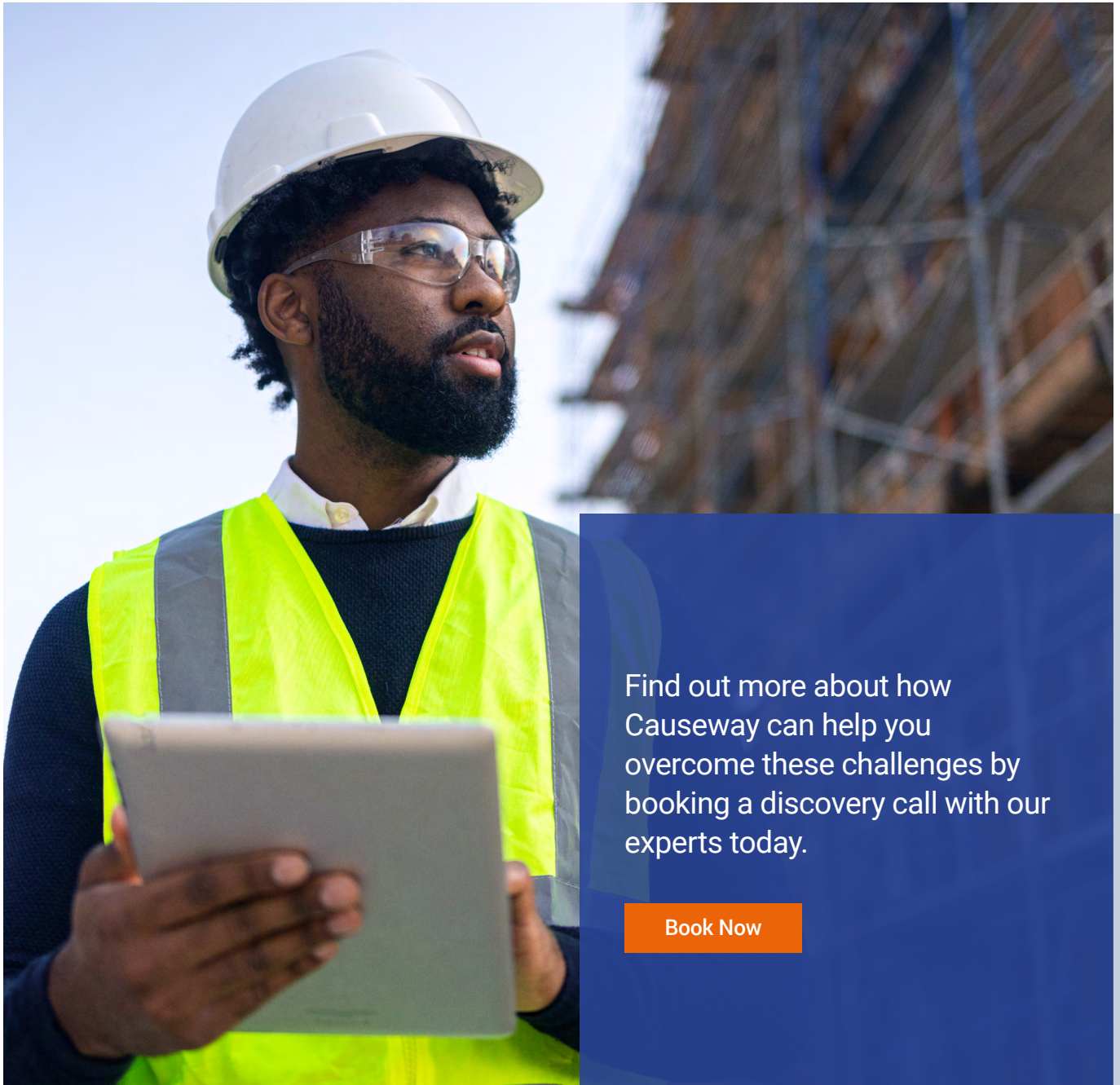
While many main contractors have started to embrace digital technologies, the need remains for many companies.

The UK construction industry is notorious for being one of the least digitised industries in the world and there's no real need for it to be this way.

Causeway Estimating helps contractors manage the bidding and tendering process. An integrated CAD/BIM Measure tool makes for rapid take-off and measurement, while easy-to-use features allow you to quickly build up and submit estimates using standard pricing information and your own previous estimates.

The solution's bid comparison capability also helps you evaluate bids from different suppliers to make the right choice of supplier every time. Underpinning all of this is a shared central database offering collaboration across projects in a secure environment and with an audit trail of changes.





Find out more about how Causeway can help you overcome these challenges by booking a discovery call with our experts today.

[Book Now](#)

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