

Issues with this training format:

- 1. Trainer has to focus on training at the 1st session instead of actual custom setup.
- 2. Attendees expected to setup HeavyBid and due to estimating workload progress is slow and disorganized among the groups. There is no feedback from Trainer. Many hours of estimators wasted in frustration.
- 3. Result usually is frustration on part of the estimators as HeavyBid is implemented without efficient setup and documentation. As new estimators come on board they are usually left on their own to learn HeavyBid as documentation is non-existent and workflow differs among all users.

EFFICIENCY OF HEAVYBID SETUP Setup—40% of Optimum Customization—30% of Optimum Documentation—25% of Optimum

A BETTER SOLUTION TO TRAIN MID TO LARGE COMPANIES.



HeavyBid Trainer

Can be remote as trainer and two estimators collaborate to finalize setup. 2nd Session is Trainer training same senior estimators in all aspects of HeavyBid to complete their training.

Advantages of this method:

- 1. Get a complete setup before all estimators receive training.
- Does not waste time of estimators while HeavyBid is being setup. They can continue bidding work.
- When estimators receive training HeavyBid, it can go immediately live as it has been tested.

Initially one or two senior estimators meet with HeavyBid Trainer for design session. Trainer has spent time reviewing current estimates and has partial draft to start session. This session is not HeavyBid training but devoted to design.

Customer Estimators

EFFICIENCY OF HEAVYBID SETUP Setup—80% to 100% of Optimum Customization—80% of Optimum Documentation—90% of Optimum Setup will continue to improve with collaboration

After training the two estimators prepare live estimates and compare to existing estimating methods.

From experience with live estimates, revise setup and prepare documentation. Collaborate with Trainer. Trainer prepares for trainings.

On-Site Trainings with assistance of two company senior estimators



