



Time, Talent and Takeoff: Why Estimator Economics Are Driving AI Strategy

A special presentation for the
GF Flow Symposium

Jen Johnson – Chief Product Officer
Michael Guckes - Chief Economist

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Who is ConstructConnect?

450K+

Active Commercial
Construction Projects
in the US and Canada

100K+

Users

800

Employees


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What is ConstructConnect?


Project Data





Takeoff + Estimating



Bid + Risk Management



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Traditional Business Practices Put Leadership At the Center of Many Moving Pieces

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The diagram is a pentagon divided into five segments, each representing a business practice. The segments are: Financial Management & Job Costing (top), Project & Operations (right), People Leadership & Talent (bottom right), Market & Pipeline Insight (bottom left), and Capital & Banking Strategy (left). The 'Project & Operations' segment is highlighted with a darker orange border.

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AI is Not A “Bolt On” to Your Construction Business... It Is The Grease That Makes Everything Work Better

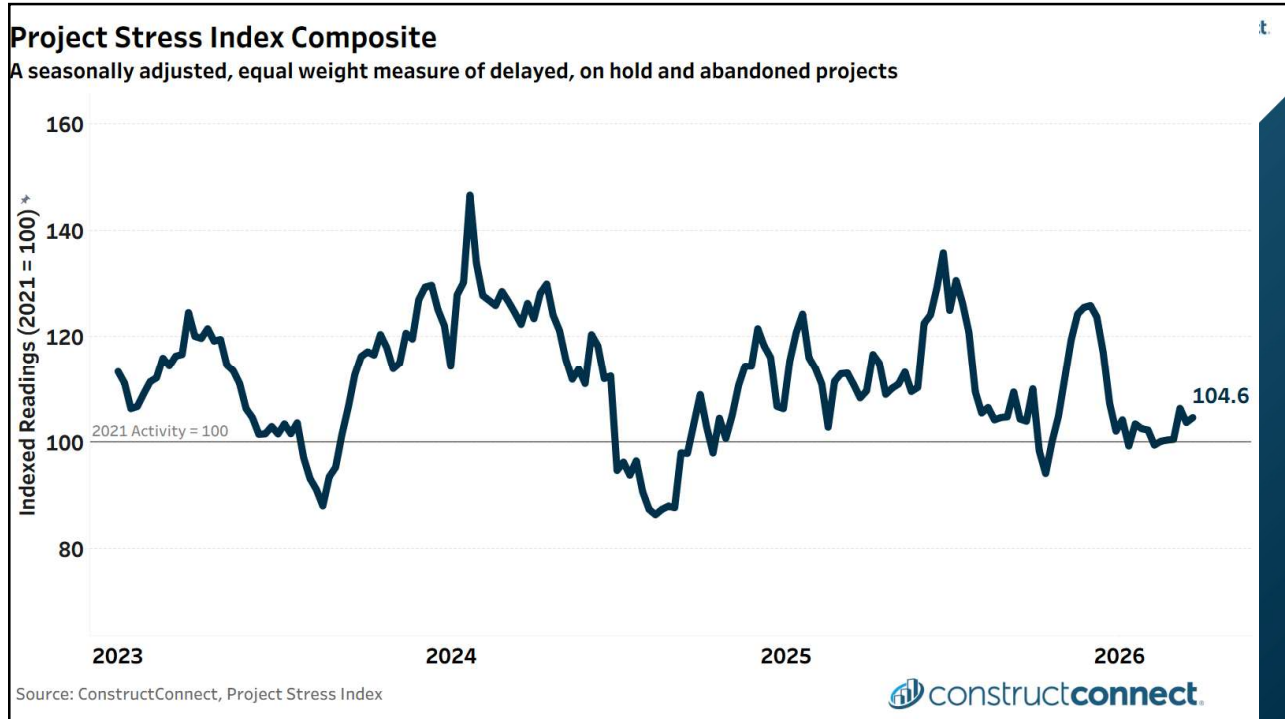
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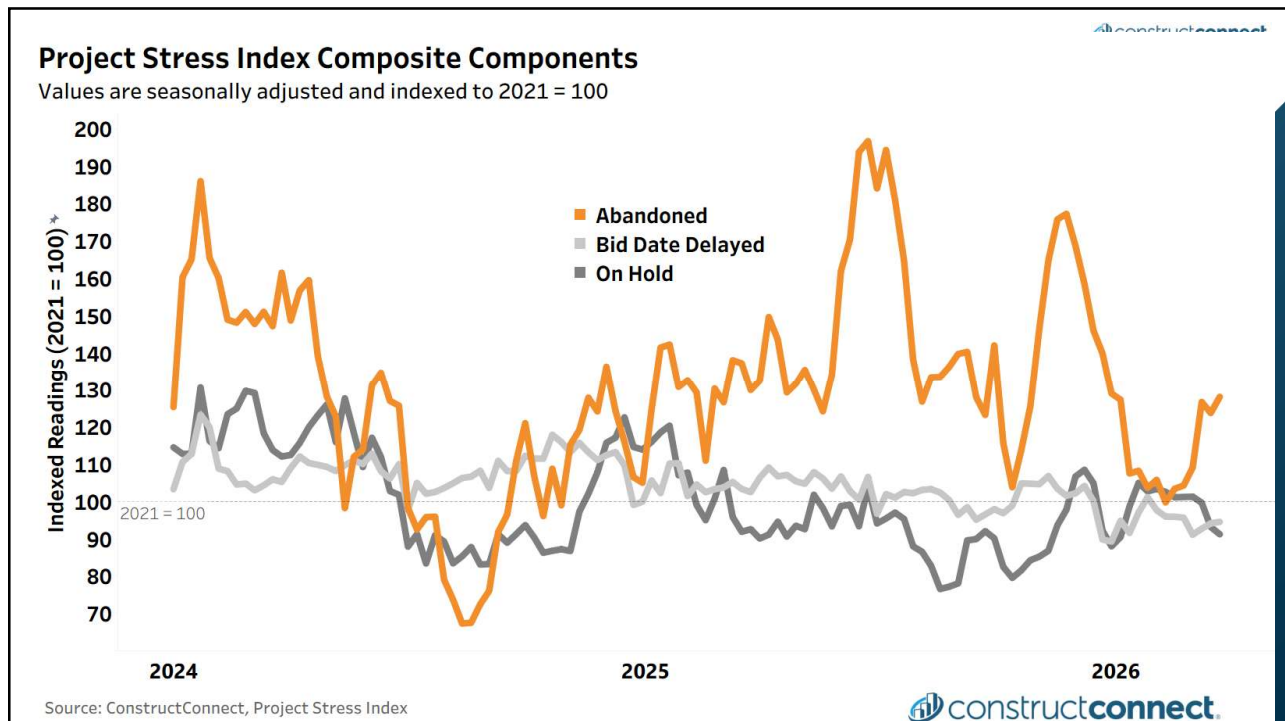
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Market & Pipeline Insights

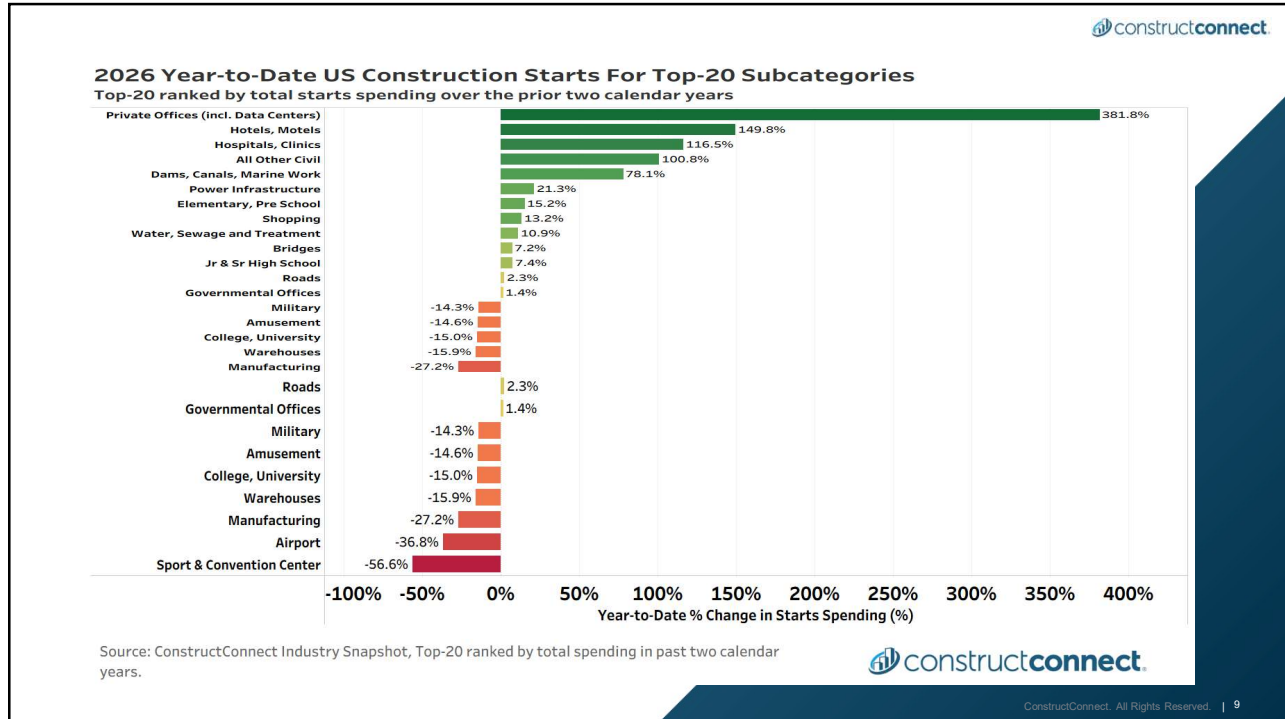
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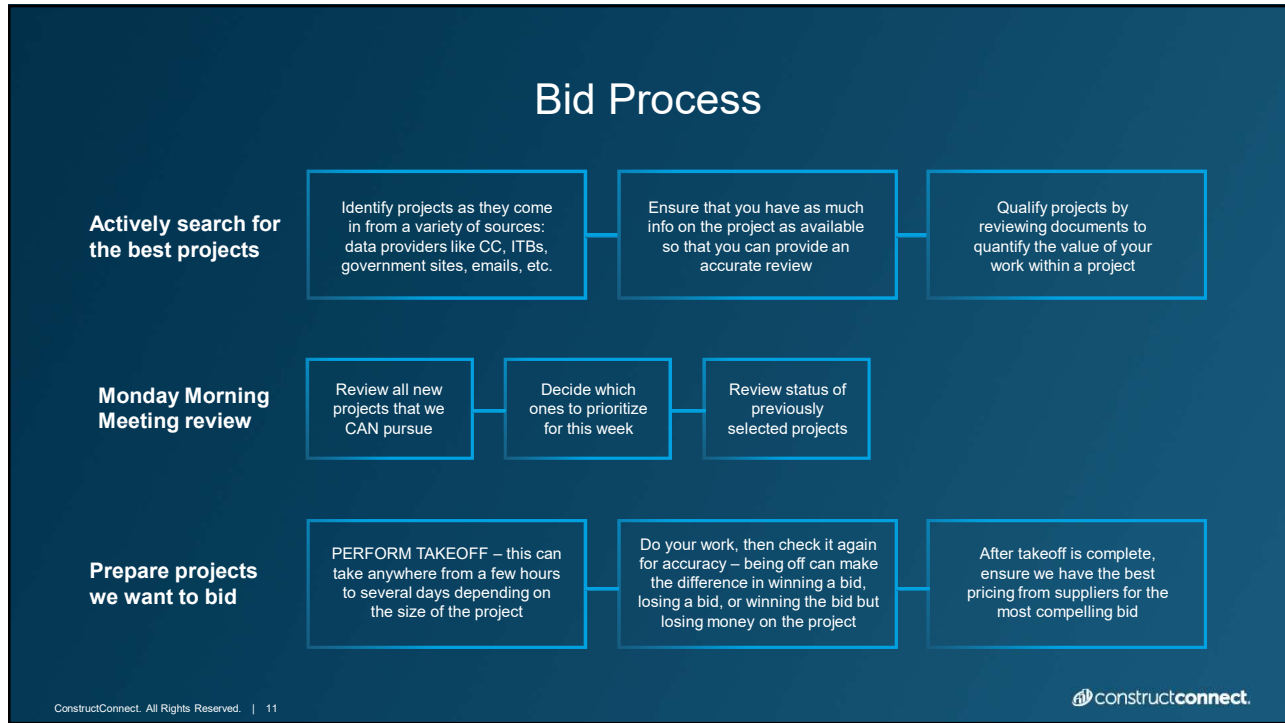


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Many construction pros spend 12+ hours a week just deciding which projects to pursue.

Despite all this efforts, firms report winning only 1 out of every 11 jobs they bid.

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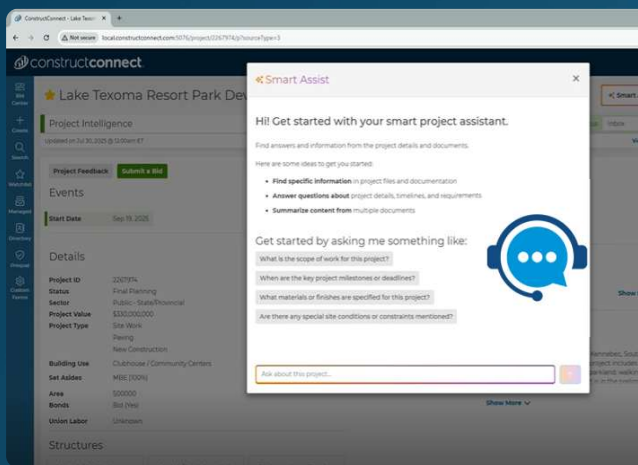


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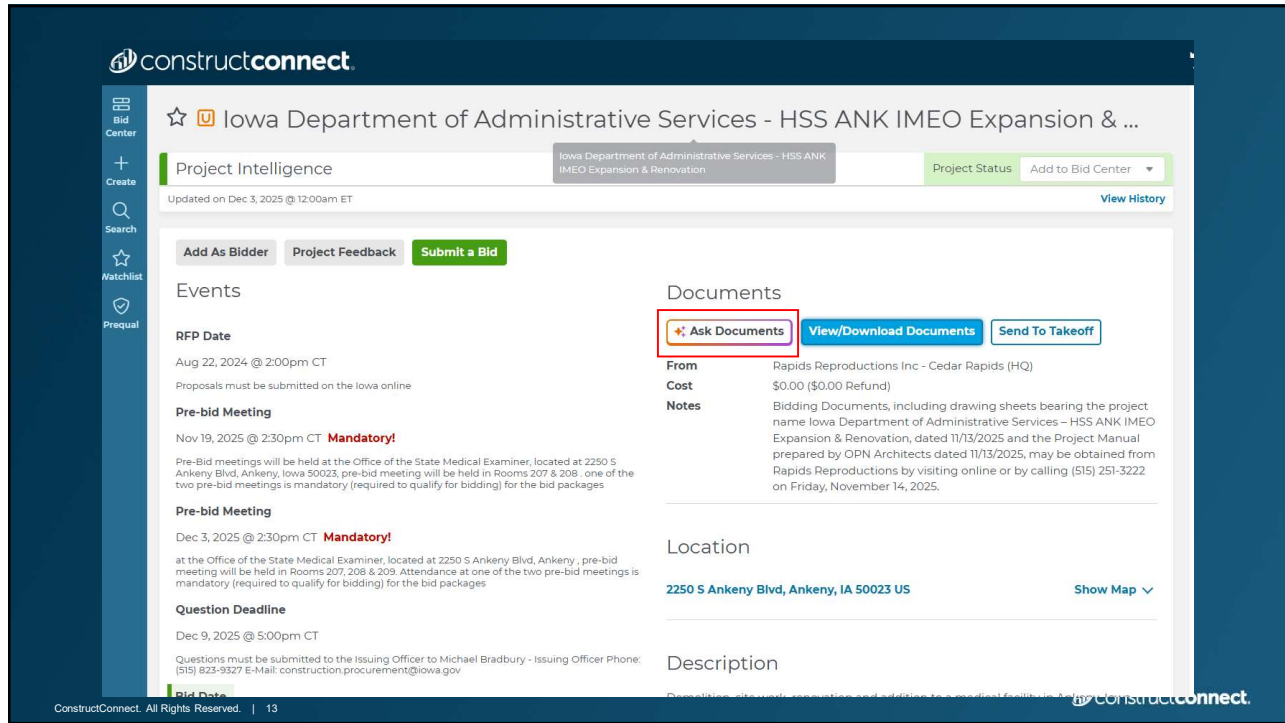
What if...

You had a Smart Assistant who could summarize projects for you, find answers in project docs, etc.

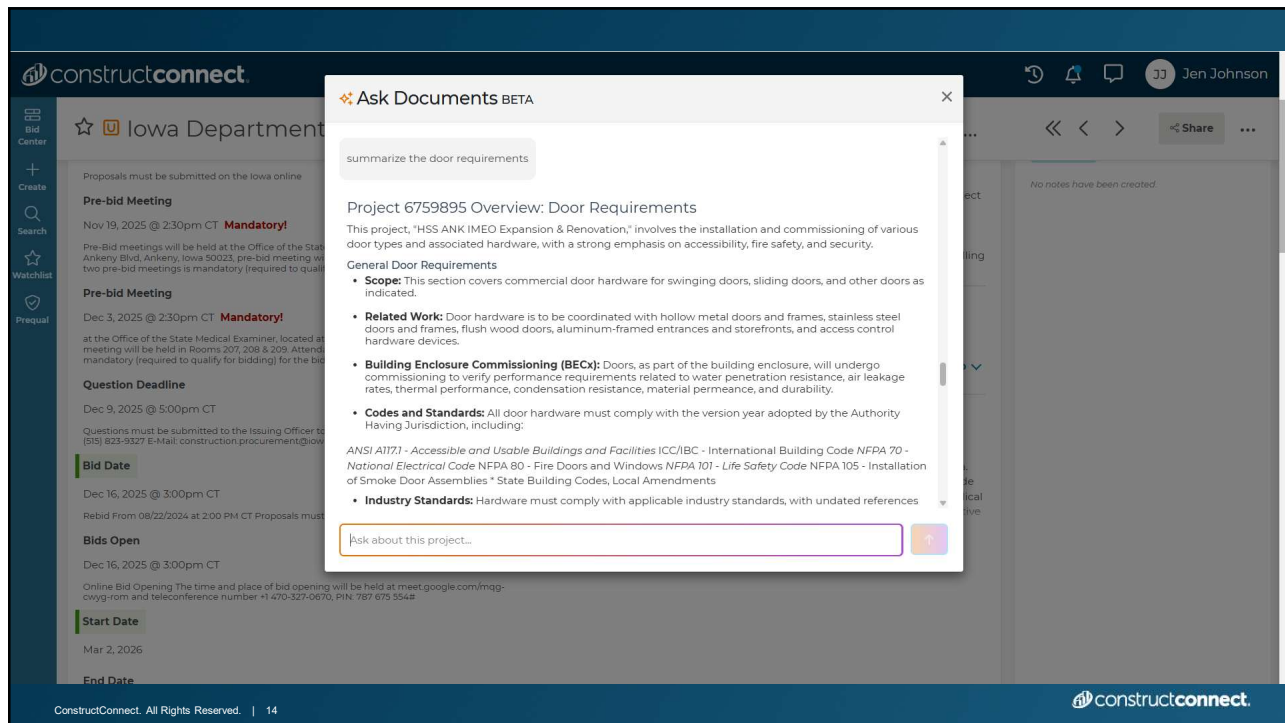


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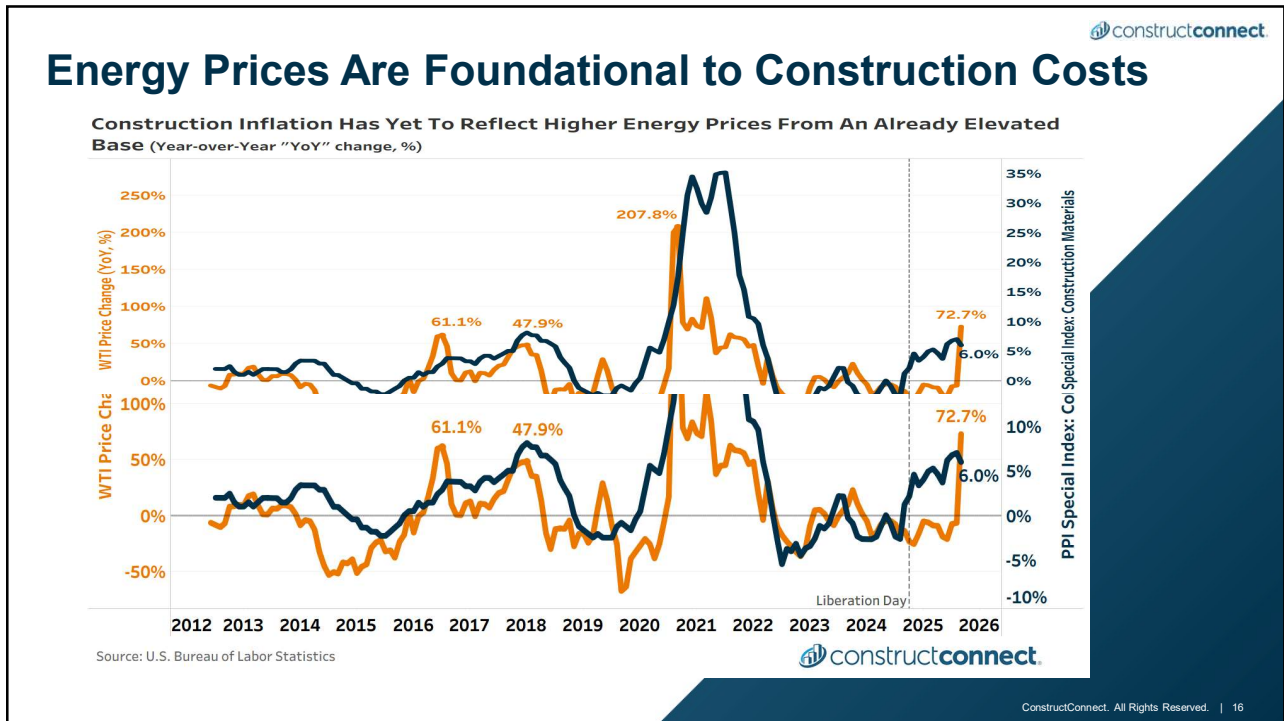
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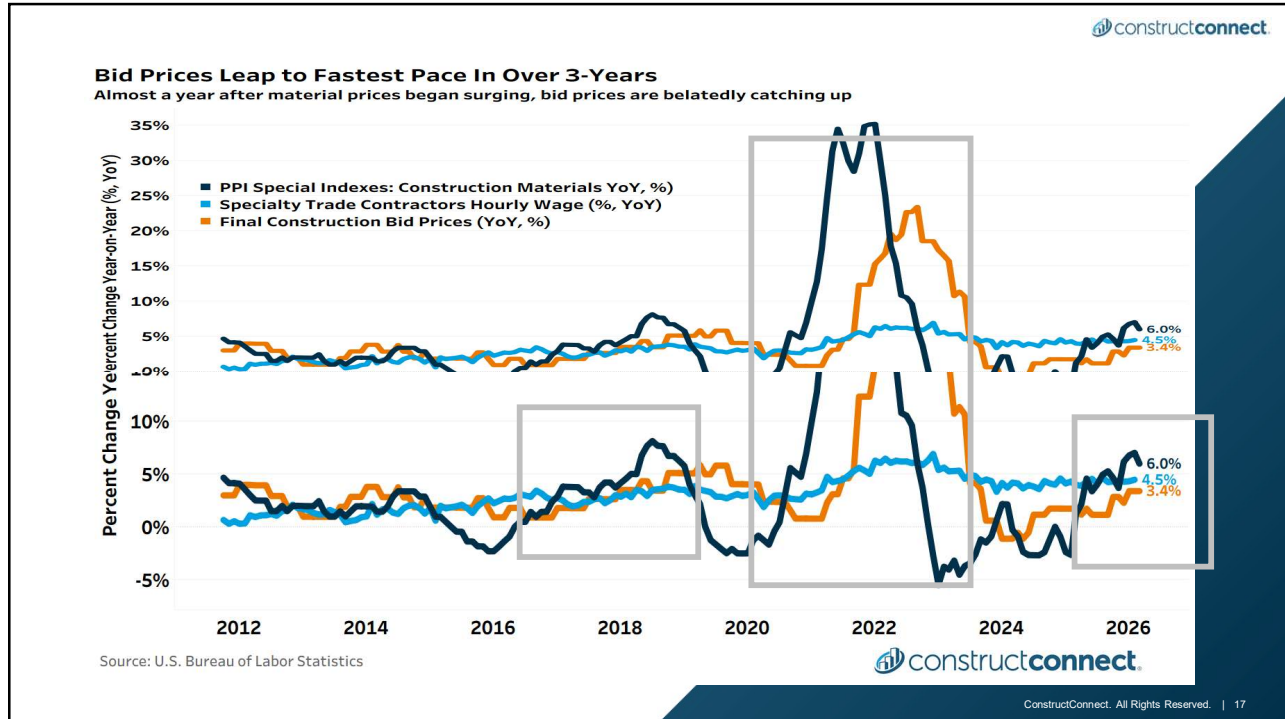
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Construction success demands both market intelligence and relationship visibility — instant insight into dynamics and key players gives you the edge on every project.

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What if...

You could visually map project relationships and market dynamics — and see exactly where your firm fits

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Analytics / Lead Generation

Search Top: HVAC Center or HVAC Ductless or HVAC... Comparison: All... Project Status: All... Company Name: All... More: 3

Dashboard Summary

- 32 Planning Stage Projects
- 0 Bidding Stage Projects
- 1,201 Final Stage Projects

Target Companies Which companies represent the greatest opportunity?

Name	Company Role	State	City	HVAC Center	HVAC Ductless	HVAC All
GCD Consulting Engineers	Engineers	MA	Dartmouth	10	25	35
Birk Engineers, Inc.	Engineers	MA	Littleton	10	10	20
Blackridge Research & Consulting	Engineers	IL	Peoria	20	10	30
Hendrix Consulting Engineers (HCE)	Engineers	TX	Round Rock	5	10	15
C.A. Crowley Engineering, Inc.	Engineers	MA	Taunton	5	10	15
Sawyer Engineering Group	Engineers	MA	Holliston	5	10	15
SSC Engineering, Inc.	Engineers	MD	Chesapeake	5	10	15
Engineering Resource Group Inc.	Engineers	MS	Florence	5	10	15
Assent Engineering Group	Engineers	VA	Roanoke	5	10	15
WSP International, Inc.	Engineers	MA	Woburn	5	10	15
William F. Lynch Co., Inc.	Engineers	MA	Worcester	5	10	15
AK Engineering	Engineers	MA	Worcester	5	10	15
The Verba Companies, LLC	Engineers	MA	Weymouth	5	10	15
Architectural Practice Group, Inc.	Architects	MA	Weymouth	5	10	15

Project Activity Where is activity concentrated and how is it growing?

Top 10 Categories

Category	Count
Education	125
Water / Sewer	100
Healthcare	85
Manufacturing / Packaging	75
Pharmaceuticals / Biotech	65
Transportation / Airports	55
Health	45
Multi-Residential	35
Other	25
Commercial	15

Specification Momentum

Analytics / Market Overview

Search Top: All... Comparison: All... Project Category: All... Project Type: All... More: 3

Dashboard Summary

- 3.5 K Project Count ▲ 35% From Last Period
- \$37.1 B Project Value ▲ 32% From Last Period
- \$10.7 M Average Project Value ▼ 16% From Last Period

Geographic Distribution Where are the projects concentrated?

Market Trends How are project metrics trending over time?

Project Count

Year	Count
2020-Q1	800
2020-Q2	900
2020-Q3	950
2020-Q4	1000

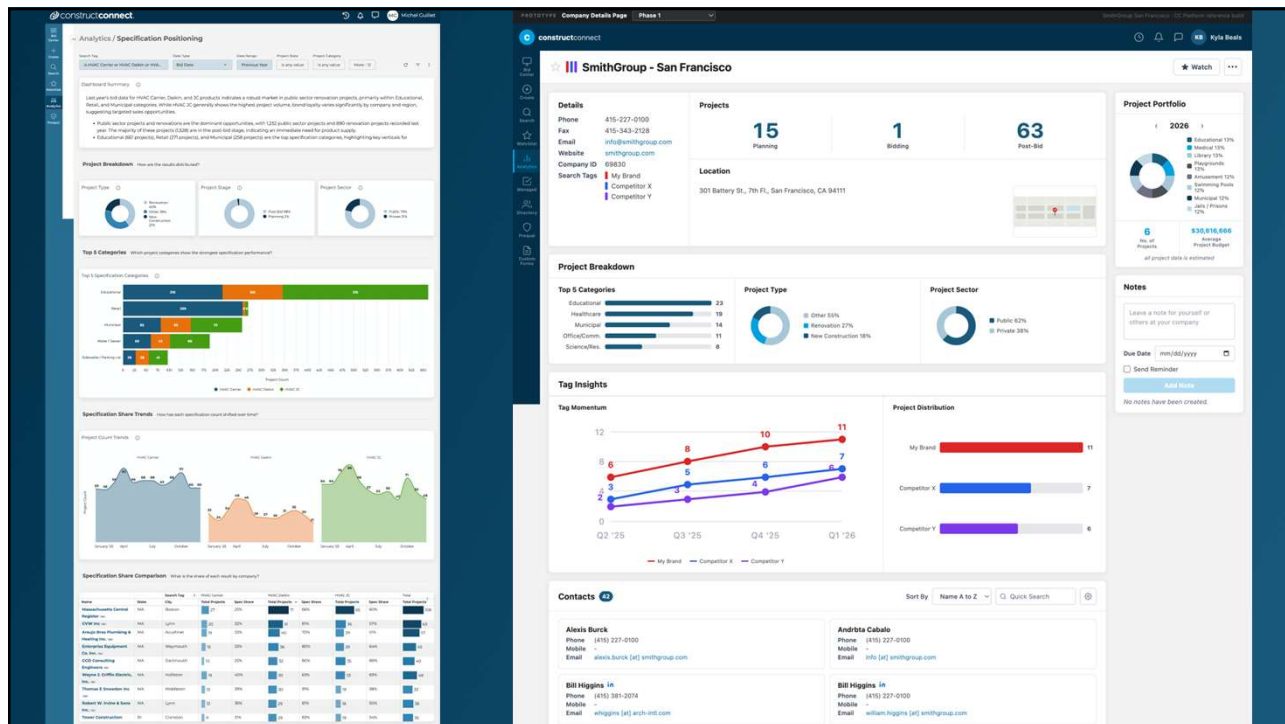
Project Value

Year	Value (\$B)
2020-Q1	\$7.8
2020-Q2	\$14.8
2020-Q3	\$17.8
2020-Q4	\$17.9

Average Project Value

Year	Value (\$K)
2020-Q1	\$9.0
2020-Q2	\$16.2
2020-Q3	\$18.4
2020-Q4	\$17.7

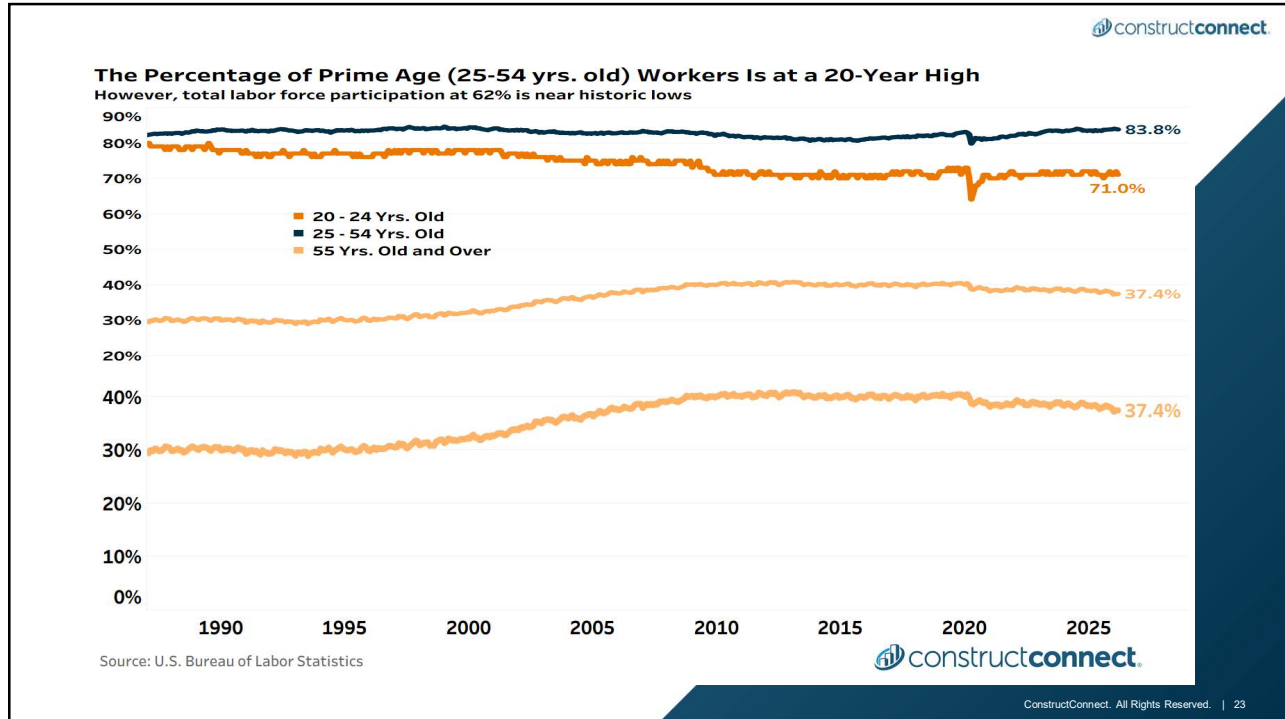
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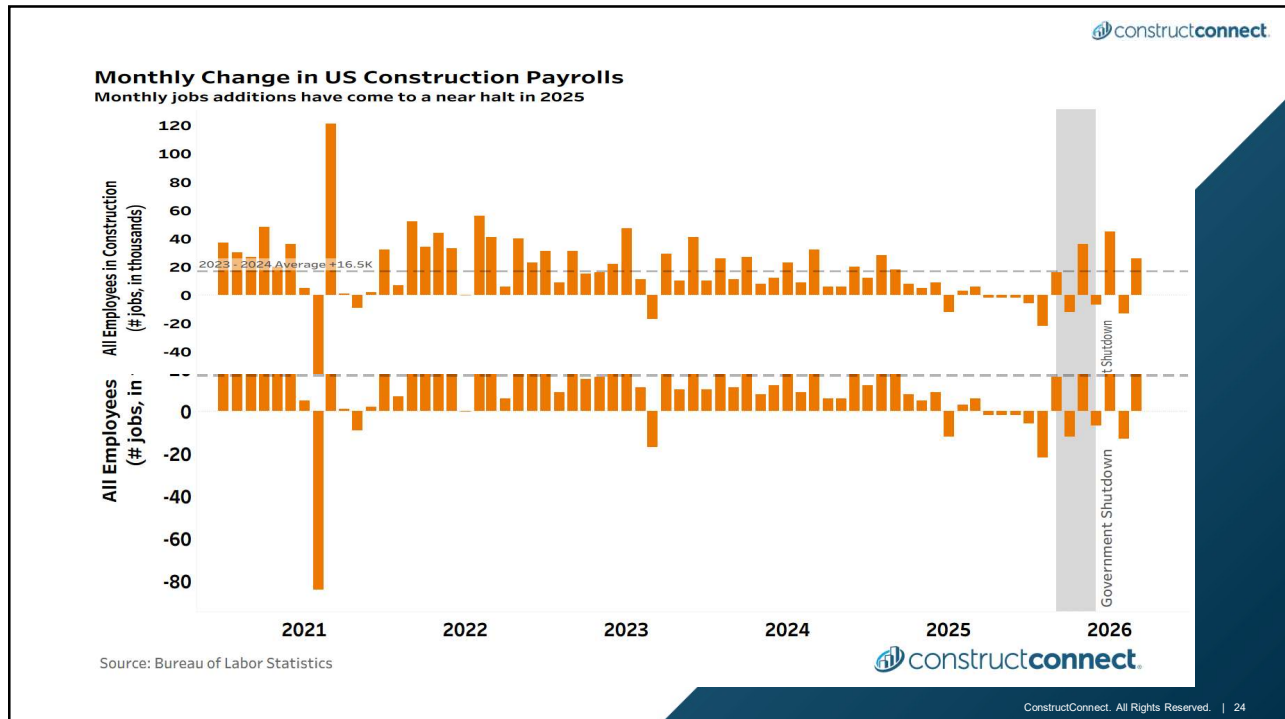
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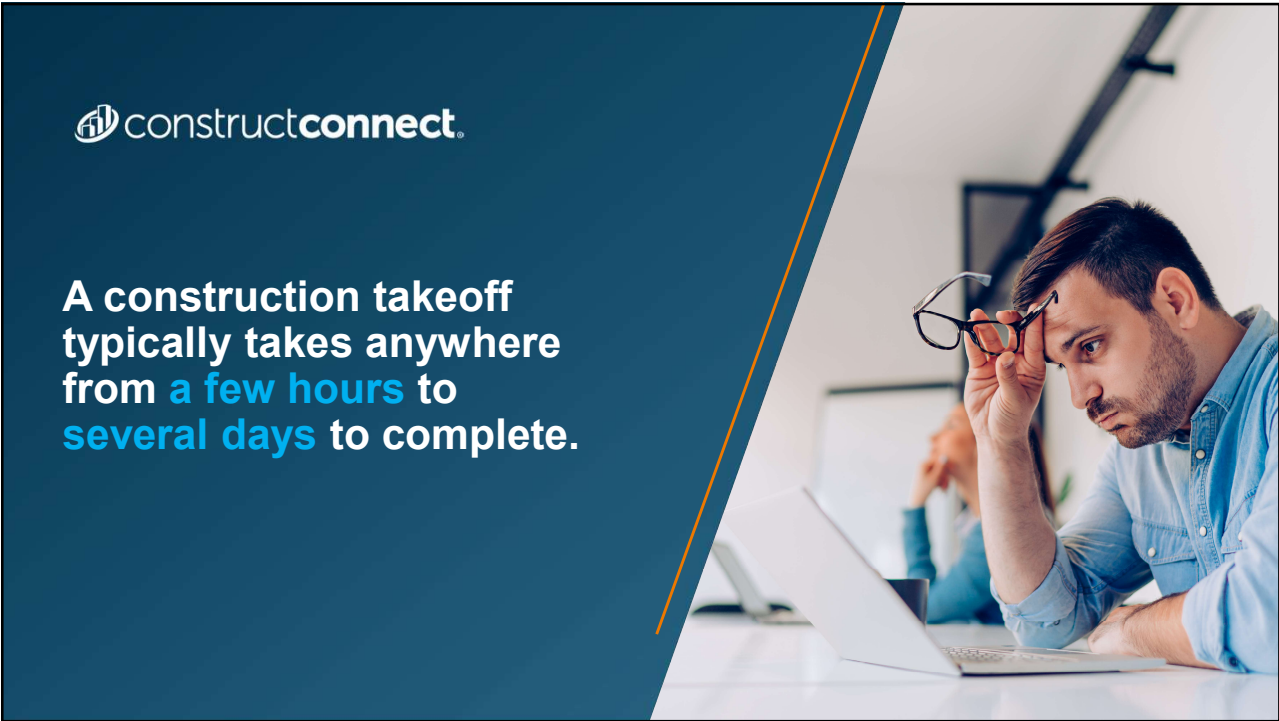
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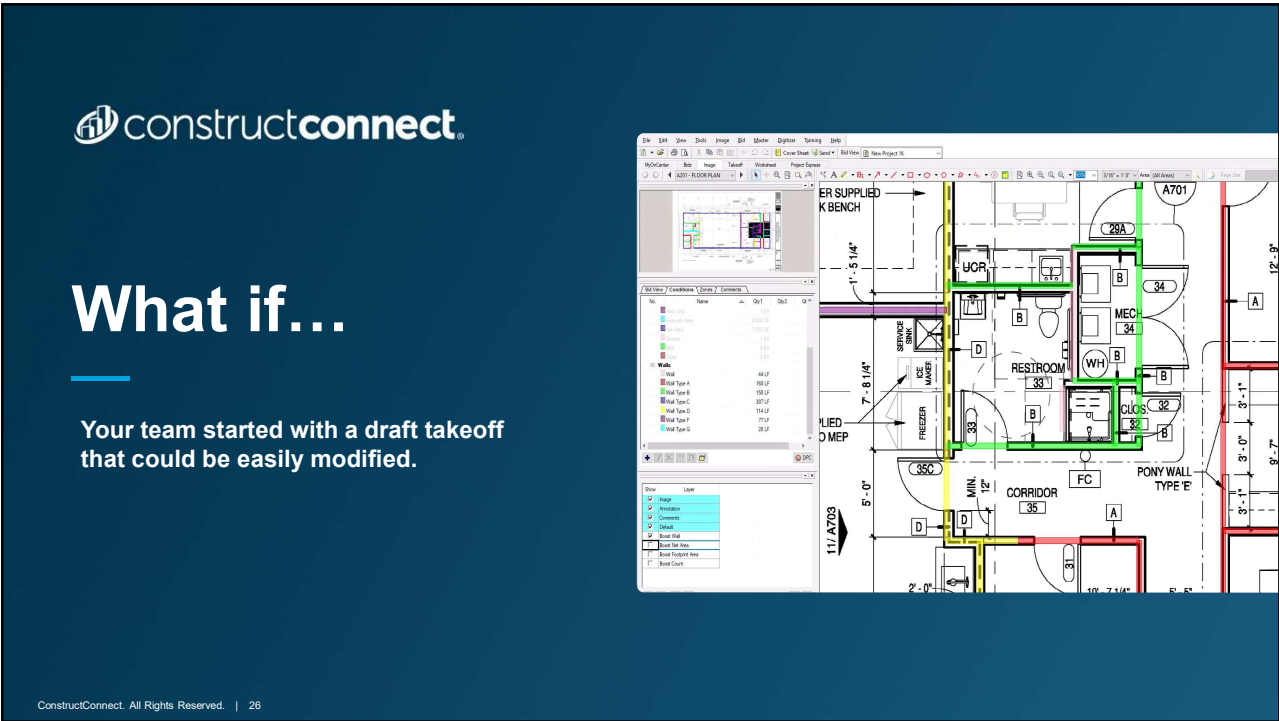
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A construction takeoff typically takes anywhere from a few hours to several days to complete.

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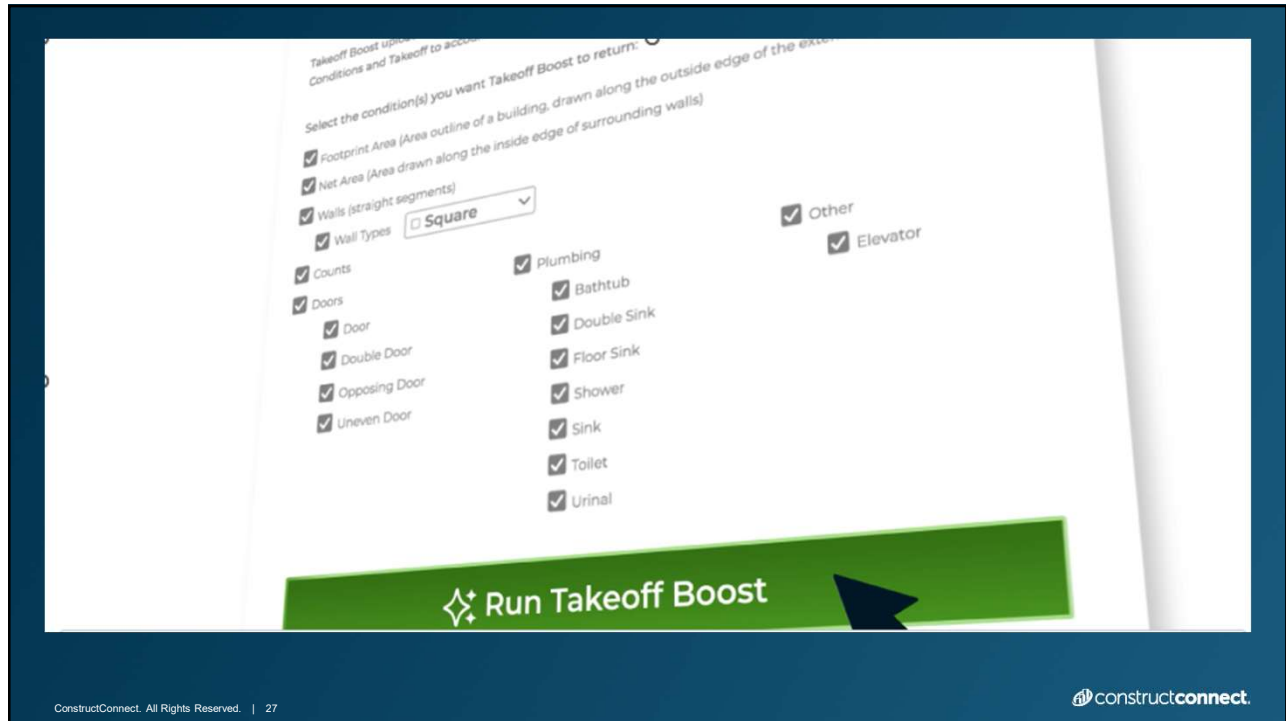
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What if...

Your team started with a draft takeoff that could be easily modified.

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What is AI doing in the Preconstruction Process?


- It is not a replacement for skilled professionals.
- It is not 100% accurate.
- It cannot do everything a human can do.
- It is here to help expedite your preconstruction process and create more capacity for work best done by humans.

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- » **AI won't replace construction professionals.**
- » **Those who use AI will replace those who don't.**

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Presentation Hub

**Question & Answer
Session**

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