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A Deal on Construction Software

November 23, 2010

With 'Black Friday' quickly approaching, many people are focusing on consumer deals for the holiday season, but construction professionals can also find some great discounts on software and technology—this week and for the rest of the year. As contractors are beginning to plan

for 2011 purchases, it might be a good idea to scope out the best deals on technology, or even negotiate a discount of your own.

On Center Software, www.oncenter.com, The Woodlands, Texas, is offering a holiday-season sale through Nov. 30, 2010. The estimating-software provider is giving 15-25% off for customers that are planning to purchase On-Screen Takeoff, Quick Bid, or Digital Production Control.

While On Center is just one example of a software provider having an annual sale, others in the industry offer ongoing sales and promotions all year long. HCSS, www.hcss.com, Houston, Texas, offers a 12-month money-back guarantee with just one stipulation—users must try the training classes.

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For construction companies that are looking for this kind of deal or others, talk

with your technology provider and find out what type of promotion they are offering, or even negotiate a better deal. Many contractors are finding technology providers are willing to compromise these days more than ever before.

Greg Smolens, director of IT, Sunland Asphalt, www.sunlandasphalt.com, Tempe, Ariz., says several vendors have come through with some amazing deals on technology.

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"I encourage people if they are looking to purchase then definitely get the

competitive juices of the marketplace going and look (at) a lot of different choices," says Smolens. "If you are going head-to-head against a couple of different competing agencies you might find yourself better off financially."

In many cases, now is one of the best times to get a good deal on technology, and construction companies are looking to take advantage. Beyond just negotiating, there is another option—look to the associations, as they are working with software providers to offer discounts on technology.

While there are many partnering up, CSI (Construction Specifications Institute), www.csinet.org, Alexandria, Va., recently acquired BSD (Building Systems Design), www.bssoftlink.com, Atlanta, Ga., a provider of specifications, cost estimating, and interoperability products. While CSI was looking to **advance its mission** of improving communications for project teams by acquiring BSD, a perk for CSI members will be special discounts on BSD products and services.

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Contractors can talk to the associations they are involved with to find out if the

organizations have partnered with technology providers and are offering discounts on software, as there are many other opportunities in the industry.

While some construction companies say they can't afford to buy new technologies now, others say now is the time you have to look at buying new software. The deals are better, not to mention, now is also the ideal time to put technology in place because it allows companies to train and adjust processes while times are still slow.

So while you are out shopping for the latest electronic gadgets for your personal life this Friday, think about how a great deal on new software could be just the thing you might need for your business.

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