

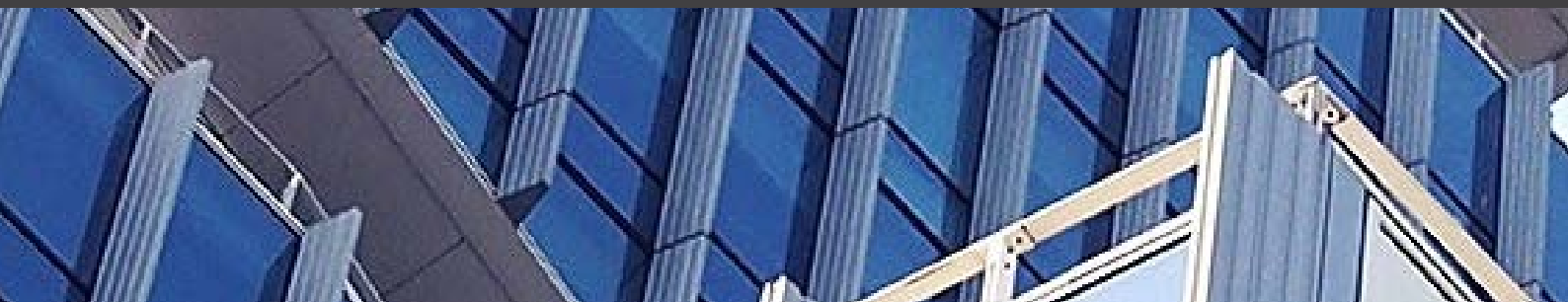


# 2020-2021 ASAdvantage Program

AMERICAN SUBCONTRACTORS ASSOCIATION

AN AFFINITY PROGRAM OF SIGNIFICANT SAVINGS &  
BENEFITS FOR ASA MEMBERS

[WWW.ASAONLINE.COM](http://WWW.ASAONLINE.COM)



# ASADVANTAGE PARTICIPATING PROVIDERS

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# Human Resource Management, Employee Benefits & Staffing



## Commerce Bank



“Commerce Bank prepaid cards have become indispensable in streamlining our cash control. Now that we have them we don’t know what we would do without them.”

*Tina Newell, Controller, Concrete Coring Company*

Contact David Hunter, Account Manager  
Phone (800) 892-7100 ext. 23688  
Website [www.commercebank.com](http://www.commercebank.com)  
Email david.hunter@commercebank.com

Prepaid Expense Card by Commerce Bank is proud to be a Silver Sponsor of the ASA. The Prepaid Expense Card is a reloadable, Visa® prepaid card that provides complete spending control and an easier way for employees to access company funds as needed – it’s perfect for per diem, travel expenses and other purchasing needs.

- Eliminates cash per diem, employee reimbursement and out-of-pocket expenses
- Load and unload funds as needed – no Commerce Bank account required
- Control spending and limit risk
- Track spending and balances online

### ASA Advantage Membership Benefit:

ASA members receive \$150 off the initial set up fees as well as receiving discounted monthly card fees for just being an ASA member! Please contact David Hunter, Account Manager, for more information and to learn about special discounted ASA pricing.

### About Commerce Bank

With \$25.0 billion in assets<sup>1</sup>, Commerce Bancshares, Inc. (NASDAQ: CBSH) is a registered bank holding company offering a full line of banking services, including payment solutions, investment management and securities brokerage. Commerce Bank, a subsidiary of Commerce Bancshares, Inc., leverages more than 150 years of proven strength and experience to help individuals and businesses solve financial challenges. In addition to offering payment solutions across the U.S., the company currently operates banking facilities in nine key markets including St. Louis, Kansas City, Springfield, Central Missouri, Central Illinois, Wichita, Tulsa, Oklahoma City and Denver. Commerce Bank also maintains commercial offices in Dallas, Houston, Cincinnati, Nashville, Des Moines, Indianapolis, and Grand Rapids. Commerce delivers high-touch service and sophisticated financial solutions at regional branches, commercial offices, ATMs, online, mobile and through a 24/7 customer service line. Learn more at [www.commercebank.com](http://www.commercebank.com). (As of March 31, 2019)

## Construction Financial Management Association



Website [www.cmfa.org](http://www.cmfa.org)

ASA members can now get exciting new discounts from the Construction Financial Management Association (CFMA).

CMFA Webinars: ASA members can receive a 20% discount on webinars. A full list of CFMA webinars can be found at [cmfa.org/education](http://cmfa.org/education).

CMFA Online Course: ASA members can receive a 20% discount on archived or live online courses. A full list of CFMA courses can be found at [cmfa.org/education](http://cmfa.org/education).

State Tax Law Guide: ASA members can receive a 20% discount. More information about the State Tax Law Guide can be found at [cmfa.org/resources](http://cmfa.org/resources).

## Sesco Management Consultants



Phone (423) 764-4127

Website [www.sescomgt.com](http://www.sescomgt.com)

ASA members receive complimentary human resources services provided by SESCO Management Consultants, including:

- **Free Telephone/Email Consultation** - The SESCO staff is available to answer your questions at no charge, Whether you have a federal or state employment compliance question such as wage and hour, FMLA, COBRA, INS, or Equal Employment.
- **Free Handbook Review** - The SESCO staff will review and analyze your current employee handbook or policies to ensure compliance with federal and state employment regulations, as well as to ensure the employee handbook is effective.
- **Discounted Management/Employee Satisfaction Survey Program** - Employee morale is at the core of whether a company is profitable and successful. SESCO offers ASA members a discounted employee satisfaction survey program to help ASA-member companies identify employee relations issues that may be impeding optimum productivity and quality customer services. For each ASA member that joins the Management/Employee Satisfaction Survey Program, SESCO will customize a survey that will be sent to the subcontractor's employees. The survey can be performed on- or off-site, by mail or online. SESCO receives the confidential survey responses, then supports each company in reviewing, understanding and addressing survey results. The analysis will also include exclusive benchmarking to an ASA-member database. ASA members interested in participating in the program may contact a SESCO consultant directly at (423) 764-4127 or [sesco@sescomgt.com](mailto:sesco@sescomgt.com) and identify themselves as ASA members.
- **The SESCO Report** - SESCO's monthly newsletter is available to ASA members.

Contact a SESCO consultant at (423) 764-4127 or [sesco@sescomgt.com](mailto:sesco@sescomgt.com).

## Tradesmen International



Contact Chandler Cowley  
Phone (440) 996-3123  
Website [www.tradesmeninternational.com](http://www.tradesmeninternational.com)  
Email [Chandler.Cowley@tradesmeninternational.com](mailto:Chandler.Cowley@tradesmeninternational.com)

Tradesmen International helps ASA contractor members meet skilled workforce requirements, increase workforce productivity and reduce labor-related costs through custom staffing solutions. The company has met the skilled labor requirements of commercial, residential and industrial contractors for 25 years. During that time, Tradesmen has remained focused purely on the skilled trades. This ongoing emphasis, coupled with continual advances in their employee recruitment, development and retention efforts, has resulted in one of the construction industry's leading craft workforces which now exceeds 10,000 employees who emphasize Safety, Productivity and Craftsmanship.

Tradesmen's National Recruiting Center—comprising experienced recruitment and employee relations professionals—has fortified the company's vast field recruiting operations, supporting the ongoing effort to combat industry-wide skilled workforce shortages. Together, the center and local office recruiters have grown Tradesmen's job-ready skilled trade database, covering all trades at all skill levels, into the hundreds of thousands. This depth of resources enables the company to better meet client workforce demand, on a precisely as needed basis, with fully vetted trade professionals who meet specific skill-sets.

The company's exceptional craft fill-rate percentage on client orders is attributed to the fact that each service representative is thoroughly trained in "Construction Labor Management," a proprietary curriculum centered on workforce productivity augmentation. Ultimately, reps engage actively in client labor planning sessions, working with client office and site management to better understand their short-and long-term skilled labor requirements. This close partnership enables Tradesmen to better meet an ever-fluctuating labor need by accurately reserving, in advance, trade professionals who meet project specifications. Tradesmen International has more than 170 locations and can effectively serve every city in all 50 states and Canada through its localized craft employees and their substantial travel-dedicated workforce comprised of an elite force of commercial, heavy industrial and marine trade professionals.

[CLICK HERE](#) to see the Tradesmen Difference in Our Short Video

# Office Supplies & Services





## Lenovo



Phone (800) 426-7235, Ext. 5050

Website [www.lenovo.com](http://www.lenovo.com)

Hours Monday-Friday: 9:00 a.m.-9:00 p.m. ET, Saturday: 9:00 a.m.-5:30 p.m. ET

ASA members can save up to 30 percent off the everyday public web price of Lenovo's product line. Take advantage of great deals on everything you need for your office and home, including all laptops, tablets, desktops, all-in-ones, workstations, servers, and accessories. This includes savings on a variety of top products, including the award winning ThinkPad notebooks.

ASA members also receive:

- Free ground shipping on all web orders
- Monthly limited time special offers
- Access to energy-efficient green technologies

For more information and easy ordering, call (800) 426-7235, Ext. 5050, or visit [www.lenovo.com](http://www.lenovo.com), and experience the Lenovo difference! Be sure to check the website often—special offers change frequently.

## Office Depot



website: [www.officedepot.com](http://www.officedepot.com)

Because you're a member of ASA, you have access to these great benefits with Office Depot and OfficeMax:

- Savings of up to 75% off the [officedepot.com](http://officedepot.com) regular prices on our Best Value List of preferred products
- Substantial discounts on thousands of products
- Free next-day delivery
- Low costs on both printing and photocopying
- Choose online or in store? Discounts apply either way!

\*Free Delivery: Minimum purchase required after discounts and before taxes. Orders outside our local delivery area and most furniture, oversized, bulk items, cases of bottled water and other beverages and special order items do not qualify. Non-qualifying orders incur a delivery charge (minimum charge of \$9.99). Many orders can be delivered next business day (between 8:30 AM and 5:00 PM) if placed online or via phone by 5:00 PM or via fax by 3:00 PM, local time (In most locations). Other restrictions apply. See [officedepot.com](http://officedepot.com), call 888.2.OFFICE or ask your Account Manager for details.

## National Purchasing Partners



Contact Miles Schlosser  
Email [miles.schlosser@mynpp.com](mailto:miles.schlosser@mynpp.com)  
Phone (800) 810-3909  
Fax (206) 341-0838  
Website <https://mynpp.com>

### National Purchasing Partners

NPP is a member benefit provider of ASA and helps members reduce costs with exclusive pricing through a variety of brands used by millions of businesses nationwide.

### ADP

Save on payroll, tax & HR solutions for small to mid-sized businesses from ADP.



### Airgas

NPP members enjoy top-tier pricing from Airgas, a leading single-source supplier of industrial gases, safety equipment, welding supplies, refrigerants and dry ice.



### American Express

Business cards for companies of all sizes. Get built in tools, perks, and rewards for businesses like yours – backed by the award-winning customer service and support of American Express. Choose the right solutions for your business.



## National Purchasing Partners - Continued



Contact Miles Schlosser  
Email [miles.schlosser@mynpp.com](mailto:miles.schlosser@mynpp.com)  
Phone (800) 810-3909  
Fax (206) 341-0838  
Website <https://mynpp.com>

### Batteries Plus Bulbs

Save up to 73% off retail pricing on nearly 200 core items at Batteries Plus Bulbs. Shop more than 60,000 batteries, light bulbs, accessories and more from brands you know. Plus, volume pricing, on-site assessments and expert repairs on phones and tablets.



### Priceline

NPP members save up to 25% on select hotels when packaged with a rental car, flight or additional hotel booking.



### Sherwin-Williams

NPP members receive national account contract pricing on paints, coatings and supplies. Also receive free services like order planning and specification recommendations.



### Skechers Direct

NPP members receive 30% OFF select work and corporate casual styles from Skechers, including OSHA compliant footwear and work boots.



## National Purchasing Partners - Continued



Contact Miles Schlosser  
Email [miles.schlosser@mynpp.com](mailto:miles.schlosser@mynpp.com)  
Phone (800) 810-3909  
Fax (206) 341-0838  
Website <https://mynpp.com>

### Staples Business Advantage



NPP provides discount pricing on more than 30,000 supplies and services with free next-day delivery on standard orders over \$30.

### UniFirst



Receive up to 60% OFF uniform rental and lease rates with specially negotiated rates from Unifirst.

### Verizon Wireless



Eligible businesses can receive 22% OFF monthly access fees\* and up to 35% OFF select smartphones, tablets and accessories.

\*All Verizon Wireless offers are for a limited time only and are subject to equipment availability. Verizon Wireless reserves the right to change or modify all offers at any time without notice. All terms and conditions are subject to and governed by Verizon Wireless' Agreement with Customer, including, but not limited to, Customer eligibility requirements. Every effort is made to ensure the accuracy of the Verizon Wireless offers, however, Verizon Wireless is not responsible for any errors or omissions. Restrictions may apply. Visit [mynpp.com](https://mynpp.com) for details

### YRC Freight



NPP members receive significant discounts on national and regional LTL shipments, including time critical, accelerated and specialized freight needs.

## UPS



Phone (800) 636-2377

Website <http://savewithups.com>

### Flat Rate Discounts on Shipping

ASA and UPS took the guesswork out, and put the easy in. Members now have access to new and improved flat rate pricing with savings of 45 percent on Domestic Next Day/Deferred, 25 percent on Ground Commercial/Residential and up to 50 percent on additional services. In addition, members can take advantage of UPS Smart Pickup® service for free.

Open a new account, or if you are already taking advantage of our UPS savings program, re-enroll and apply the new discounts to your existing account

Minimize financial setbacks with insurance through UPS Capital Insurance Agency, Inc., by protecting your shipments. Members can save up to 17 percent over their current declared value and there is no fee to sign up, simply enter the value of your goods in the declared value field of the shipping system.

Visit [www.1800member.com/ups-capital-group-1-2](http://www.1800member.com/ups-capital-group-1-2) for additional information.

Print and produce a wide variety of marketing materials online.

The UPS Store® provides members with quick, affordable and effortless digital printing solutions with easy online ordering and expert customer service.

# Project Management & Documentation



## Consensus Docs



Phone (866)925-DOCS (3627)

Website [www.consensusdocs.org](http://www.consensusdocs.org)

The ASA-endorsed ConsensusDocs family of documents includes contract documents for different project delivery methods, as well as supplemental documents/forms to help subcontractors define and manage the risks and responsibilities of electronic communications, financial disclosure, surety bonding and more. ConsensusDocs users have 24/7 access to contracts from anywhere via a secure, cloud-based system. The system allows users to electronically review and propose changes to ConsensusDocs documents and makes it easy for users to electronically collaborate on document changes with other people in their company and electronically negotiate contract changes with clients. These document subscription packages are available:

- **Full Package** - Unlimited use of all 100+ documents for one full year: \$879 (ASA member)/\$1,099 (nonmember).
- **Subcontracting Package** - Unlimited use of subcontracting and select other documents (same as previous subcontracting package) for one full year: \$539 (ASA member)/\$679 (nonmember).
- **Express Package Unlimited** - Unlimited use of select short form and administrative documents for one full year: \$399 (ASA member)/\$499 (nonmember).
- **Express Package Per Document** - Access to select short forms and administrative documents for one full year, plus a per document usage fee: \$319 (ASA member)/\$399 (nonmember).
- **Prequalification & Bond Forms Package** - ConsensusDocs Prequalification & Bond Forms Package. Unlimited use of Prequalification & Bond Forms for one year—FREE: \$0 (ASA member)/\$0 (nonmember).



**FONN**



Phone (888) 418-1995

Website <https://fonn.io>

## **Fonn is the new way to manage your construction projects.**

### **USER FRIENDLY**

Fonn was built as a construction forward solution to get you in and out and on to your next task. No IT implementation and minimal training required, but backed by a personal account representative and 24/7 free support.

### **COLLABORATE**

Fonn is dedicated to collaboration. In order to do so effectively, you cannot be limited by software restrictions. From the office to the field, Fonn includes unlimited users, unlimited projects and unlimited data for all of our clients.

### **COST EFFECTIVE**

Fonn prides itself on being the most value driven construction management solution on the market. As an ASA Member, we are proud to offer a 10% discount off of our already incredible prices.

Reach out to your Fonn ASA representative Eric Crawford to learn more about how we can help you get the job right: (970) 980-5734 or [eric@fonn.io](mailto:eric@fonn.io)

## Foundation Software



# DISCOUNTS FOR ASA CONTRACTORS

Keeping work flowing smoothly in the office and field has never been easier.

## GET THE MOST FROM YOUR ASA MEMBERSHIP

ASA Members can receive special discounts on the following product and service offerings from partner Foundation Software.



### FOUNDATION® is America's #1 Construction Accounting Software.

Union payroll & reporting, certified payroll and prevailing wage

Fully integrated general ledger and job costing

Cloud-based = access from anywhere

FOUNDATION mobile® add-on available

10% off software



### Payroll4Construction is the payroll service just for contractors.

Multiple city/state rate and trades on a single timecard

Prevailing wage reporting and union tracking

Experience in processing payroll for all 50 states

FOUNDATION mobile® add-on available

Free setup & Training (\$1,500 Value)

NEW



### Project HQ is project management software built for subcontractors.

Comprehensive, customizable record keeping

Executive reporting and job performance monitoring

Easily track emails, RFIs and other correspondence

Free setup & Training (\$1,500 Value)



## ESSENTIAL TOOLS FOR AN ESSENTIAL INDUSTRY

Since 1985, Foundation Software has helped contractors simplify complex projects. Visit us online to learn more about how our products can improve your day-to-day work experience.

Learn more at <https://www.foundationsoft.com>

[www.foundationsoft.com](http://www.foundationsoft.com) | (800) 246-0800

## Procore

— PROCORE FOR SPECIALTY CONTRACTORS

### Special Pricing for ASA Members

For a limited time, members receive a discount off their full purchase.\*

We've partnered with the American Subcontractors Association to give members a special discount off their first year of Procore. Visit [procore.com/asa](https://procore.com/asa) to learn more.

**2.5hrs**

Surveyed users saved an average of 2.5 hours weekly with a simplified daily reporting solution for their field teams.

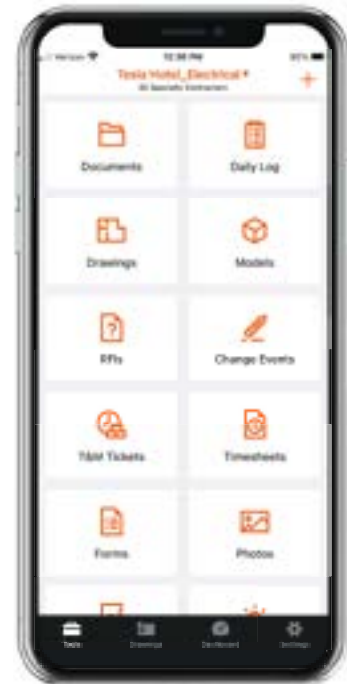
**30% ↓**

Surveyed users reduced the frequency of non-recoverable change orders by 30% with mobile change management tools.

**30% ↑**

Surveyed users were able to manage 30% more annual construction volume with Procore's solution for specialty contractors.

*Based on a 2020 Procore ROI Report*



#### Save time.

"Procore saves me at least 2 hours every week. In the past, I'd spend the first 2 hours of my day truing-up items in the different systems. Now, we're talking about a total of 30 seconds."

**Gabriel Gutierrez**  
[Dolan Concrete](#)

#### Increase productivity.

"Within 9 months of using Procore, we saw a visible labor productivity increase of 3%."

**Hassan Tabatabayee**  
[TRIO Electric](#)

#### Stay competitive.

"We have a client that was so impressed with how we were managing the project with Procore that they are now asking us to potentially be the prime contractor on much larger projects."

**David Mood**  
[Harrell-Fish](#)

\*Annual contract signed by March 15, 2021 required, standard subscription terms with payment due upon receipt. Discount is restricted to the first 12-months and cannot be combined with any other promotional offerings. Purchases of professional services are not eligible.



[procore.com](https://procore.com) | 866 477 6267

**Rhumbix**



**RHUMBIX**

Phone (855)748-6249  
Email [info@rhumbix.com](mailto:info@rhumbix.com)  
Website <https://www.rhumbix.com/>

Rhumbix modernizes construction field operations, helping builders go paperless by providing a single source of truth for field data capture. Our Field Intelligence Platform™ is a cloud-based mobile workforce management solution that collects and digitizes data from previously paper-based workflows eliminating surprises between job site reality and the project plan. This ensures all project stakeholders have the best data, when they need it, to make better decisions and draw actionable insights setting a standard for the digital age foreman. Headquartered in San Francisco, California, Rhumbix was founded in 2013 by Navy veterans with deep experience in the construction industry and is backed by tier-one investors.

Rhumbix is offering all ASA Members 100 free T&M tags through thier T&M Tracking Application. Create, send, track, and price all field change order work in Rhumbix and surface that information in BIM 360.

2020-2021

# ASAdvantage Program

**American  
Subcontractors  
Association**

[www.asaonline.com](http://www.asaonline.com)

