COMPANY PROFILE

- **Name:**

  Hoffman Bros. Inc.

- **Headquarters:**

  Battle Creek, MI

- **Work Types:**

  Roads, Highway, Excavating,

  Sitework, Underground

- **Elements:** Estimate, Track

- **Client Since:** 2006

- **B2W User Conferences:** 5

When Ed and Ellis Hoffman founded a small excavation business six decades ago, they began by digging basements during the 1947 post-war construction boom. Today, the brothers' small business has expanded to become one of Michigan's leading excavation companies, with services including road, highway and airport construction, underground utilities and sitework.

Challenges

As an organization that employs over 100 construction professionals, and owns and operates over 100 pieces of equipment, Hoffman Bros., Inc. knows the importance of productivity. So when the company realized that they needed a new solution to track costs in the field, they knew they required one that would save time and reduce the potential for errors by eliminating redundant data entry by field supervisors and accounting personnel. Employees had been using a combination of manual forms and custom Excel spreadsheets for field tracking, a system that had been in place for decades—and one that made collection and interpretation of data time consuming and inaccurate.

Solutions

- "We looked at other systems that only did part of what we needed. B2W Track brought everything we had been looking for together in one package."

- "B2W Track is very comprehensive, and user friendly at the same time. We introduced it to some of our supervisors who had zero computer experience—they were able to learn the software and begin using it with very minimal training."

Formerly...

BID2WIN SOFTWARE INC.
ENTERPRISE-CLASS CONSTRUCTION SOLUTIONS

B2W SOFTWARE

- "With B2W Track, everything—including payroll information—is automatically available at the home office. This keeps our guys on the job where we need them."

- "B2W Track is essential to our business. We now know what quantities are completed, as well as when and where they were completed on the project."

Partnership

- "B2W Software's use of the latest technology means that our data is the server at our office, and the guys are connecting to it in the field, over the Internet, in real time, with no delay."

- "I'll always recommend B2W Software to other people in the industry. I almost hesitate to recommend it to our competitors, but maybe at the end of the day it's better that they have a more accurate bid too, so that when we're going up against them we have a more level playing field."

- "B2W Software's support staff is second to none."

W.K. Kellogg Airport in Battle Creek, MI.

Road Reconstruction in Holt, MI.

CONTACT US

Founded in 1993, B2W Software, Inc. is a leading provider of enterprise-level construction management solutions for the heavy construction industry. For more information, visit www.b2wsoftware.com or contact B2W Software Sales at (800) 336-3808.

THE B2W SOFTWARE ADVANTAGE

Designed and built on the ONE (Operational Networked Elements) platform, B2W is the first and only suite of construction management solutions that puts everyone in your company—from managers in the office to foremen in the field—on the same page at the same time. Separately or as one unified suite, B2W Estimate (estimating & bidding), B2W Track (field tracking & analysis), B2W Dispatch (resource management & dispatching) and B2W Maintain (equipment maintenance & repair management) offer:

- Increased operational efficiencies and accuracy for more profitable jobs
- One operational database for single point data entry that enables instant cross module resource visibility and collaboration
- Operational control through real-time dashboards with easy drill downs
- Comprehensive integration with all major accounting software packages
- Advanced capabilities between the field and the office via tablet application
- Intuitive user interface for streamlined estimating, bidding, logistics, field operations and maintenance