

DATA-DRIVEN ESTIMATING

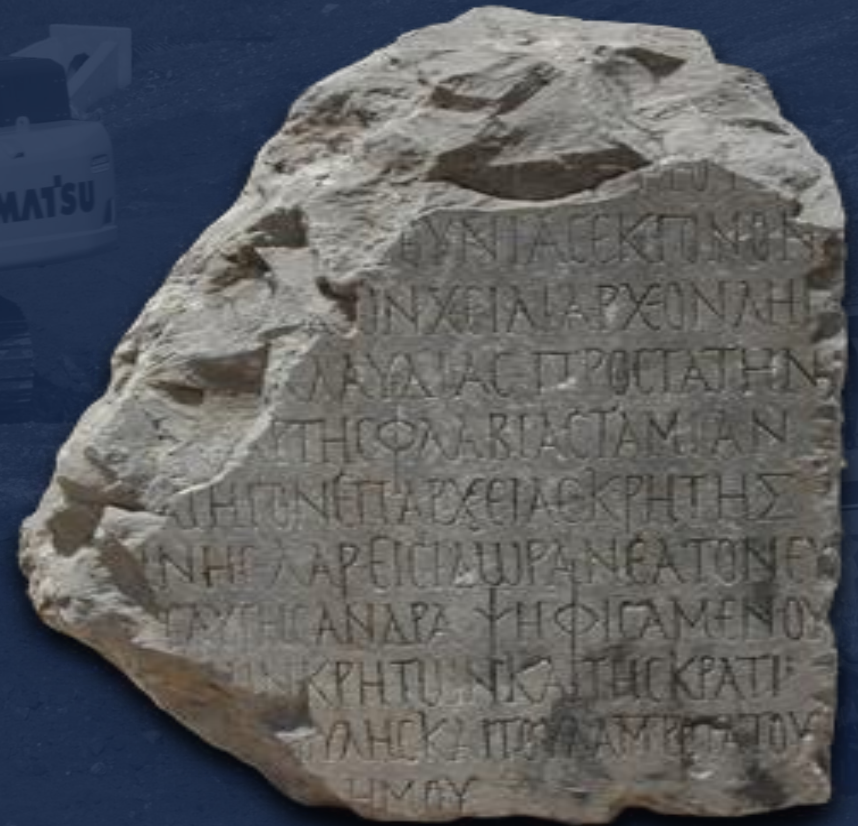


Where does your company fit on the heavy construction estimating technology spectrum?



Early estimators had it rough

Projects got bigger. Bidding pressures intensified. But the tools to help them work faster and more accurately evolved pretty slowly.



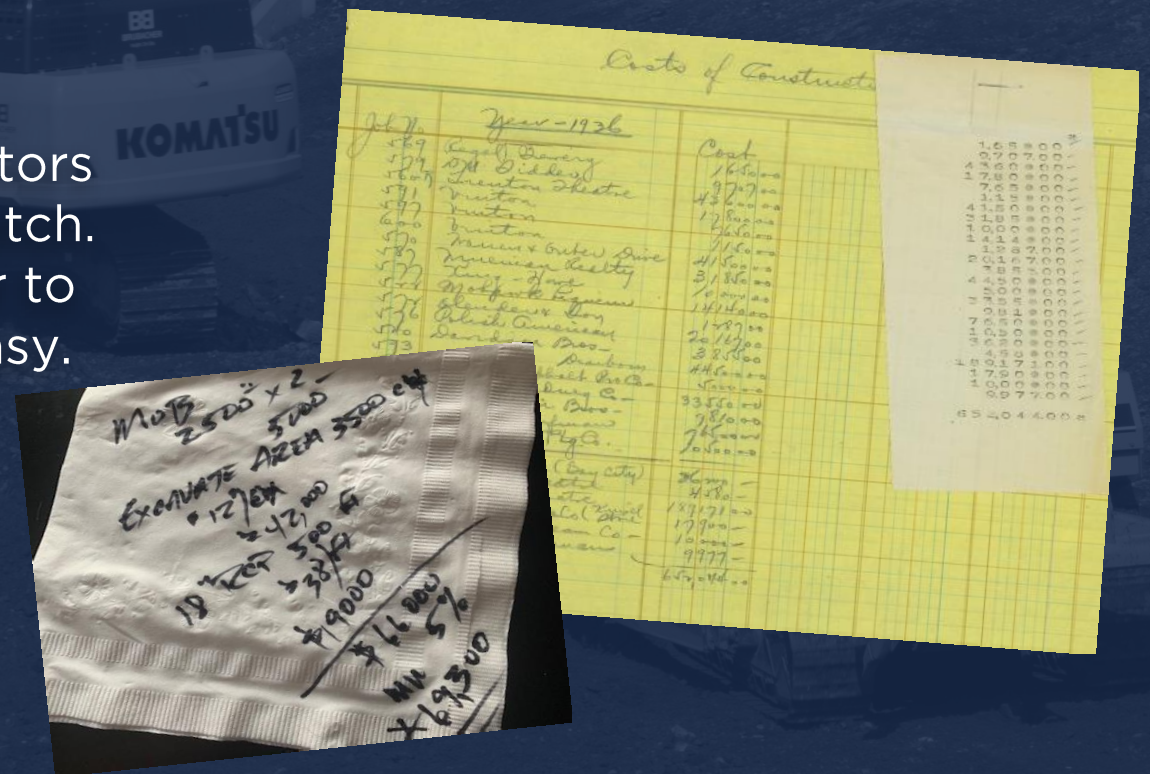
SOFTWARE

Paper, pens and calculators prevailed

Even today, a surprising number of contractors estimate this way. Each bid starts from scratch. There's no way to pull in previous figures or to test alternate strategies. Making errors is easy. Catching them is hard.



SOFTWARE



Then came the first big breakthrough

Spreadsheets were inexpensive and easy to use. Contractors could work faster and more accurately than competitors that stuck with old-school methods. The race was on to build complex, customized spreadsheets.

Ryan Companies US, Inc.
Parametric Cost Analysis: 06/21/13

L1	L2	L3	Component Description	Parameter	Unit	Shell				Lab II				Office II								
						% Cost	Qty	Unit Cost	Item Cost	% Cost	Qty	Unit Cost	Item Cost	% Cost	Qty	Unit Cost	Item Cost					
A			SUBSTRUCTURE																			
16	ATD		Foundations Subtotal	Ground Foot	SP	88.43	0.4%	92,275	\$12,000	\$1,187,483									\$8.50			
17	A2E		Basement Construction Subtotal																			
20	A		SUBSTRUCTURE TOTAL	Ground Floor	SP	16.48	0.4%	92,275	\$12,000	15,181,483	38.00	0.0%	\$0.00	\$0	10.00	0.0%	\$0.00	\$0	66.30			
21	B		SHELL																			
22	B010		Roof Construction	Upper Floor	SP	88.00	7.0%	92,275	\$13,900	\$1,287,893									\$7.51			
23	B10		Roof Construction	Roof Surface	SP	82.28	2.3%	92,275	\$4,350	\$419,352									\$2.76			
24	B10		Roof Construction	Roof Surface	SP	89.25	1.2%	198,950	\$9,350	\$1,927,212									\$9.65			
25	B010		Exterior Steel Infill (shading)	Exterior Steel	SP	86.24	6.2%	31,480	\$38,590	\$1,157,230	\$9.77	0.8%	\$69,320	\$1,45	3.3%				\$114,203			
26	B020		Exterior Cladding	Exterior Cladding	SP	95.54	5.7%	29,900	\$49,950	\$1,522,054									\$14.82			
27	B030		Exterior Cladding	Exterior Cladding	SP	89.15	0.7%	91,965	\$9,54	\$19,200									\$9.00			
28	B030		Exterior Cladding	Exterior Steel	SP	89.03	0.0%	91,965	\$0.00	\$0.00									\$0.00			
29	B20		Exterior Enclosure	Exterior Steel	SP	81.05	11.0%	91,965	\$42,44	\$2,255,474	\$9.77	0.8%	\$69,320	\$1,45	3.3%				\$114,203			
30	B30		Exterior Enclosure	Roof Area	SP	81.17	2.3%	92,275	\$6,39	\$584,576									\$6.71			
33	B		SHELL TOTAL	Gross Sq Ft	SP	524.97	24.3%	981,550	\$24,37	\$4,489,822	98.77	0.0%	78,600	\$0.77	\$66,520	14.80	1.5%	78,600	\$1,40	\$114,200	\$51,500	
43	C10		INTERIORS	Interior Construction Subtotal	Finished Interior Area	SP	\$4.01	4.0%	18,450	\$40,14	\$740,688	\$11.47	13.3%	78,600	\$11,47	\$901,531	\$13.94	31.5%	78,600	\$13.94	\$1,085,100	\$29,871
44	C20		Interior Construction Subtotal	Floor	SP	\$1.61	1.8%			\$298,081											\$7.50	
45	C30		Interior Construction Subtotal	Interior Partitions	SP																	
51	C		INTERIORS TOTAL	Gross Sq Ft	SP	56.62	6.6%	981,550	\$5.62	14,937,620	111.47	13.3%	78,600	\$11,47	\$991,531	113.84	31.0%	78,600	\$13,94	\$1,088,100	\$36,652	
61	D		SERVICES																			
62	D10		Connecting Systems Subtotal	Mt. of Elevator Shafts	EA	88.53	0.0%	4,814,000.00		\$48,000												
63	D20		Planning Subtotal	Plan	SP	\$25.20	25.1%	184,950	\$25.20	\$4,650,000	\$35.75	41.3%	78,600	\$35.75	\$2,810,000	\$9.10	20.7%	78,600	\$9.10	\$175,000	\$9,000	
74	D30		MEP Subtotal	MEP	SP	\$8.25	0.7%	182,950	\$8.25	\$1,510,000	\$1.10	1.3%	28,600	\$7.15	\$20,390	\$2.32	1.8%	78,600	\$1.32	\$103,750	\$2,000	
79	D40		Fire Protection Systems Subtotal	Fire Protection	SP	\$12.00	0.0%			\$0.00												
91	D50		Electrical Systems Subtotal	Electrical	SP	\$12.00	0.0%			\$0.00												



Limitations of spreadsheets emerged

Estimators learned quickly, though, that spreadsheets are error prone, with inherent limitations impacting bidding speed, accuracy and collaboration.

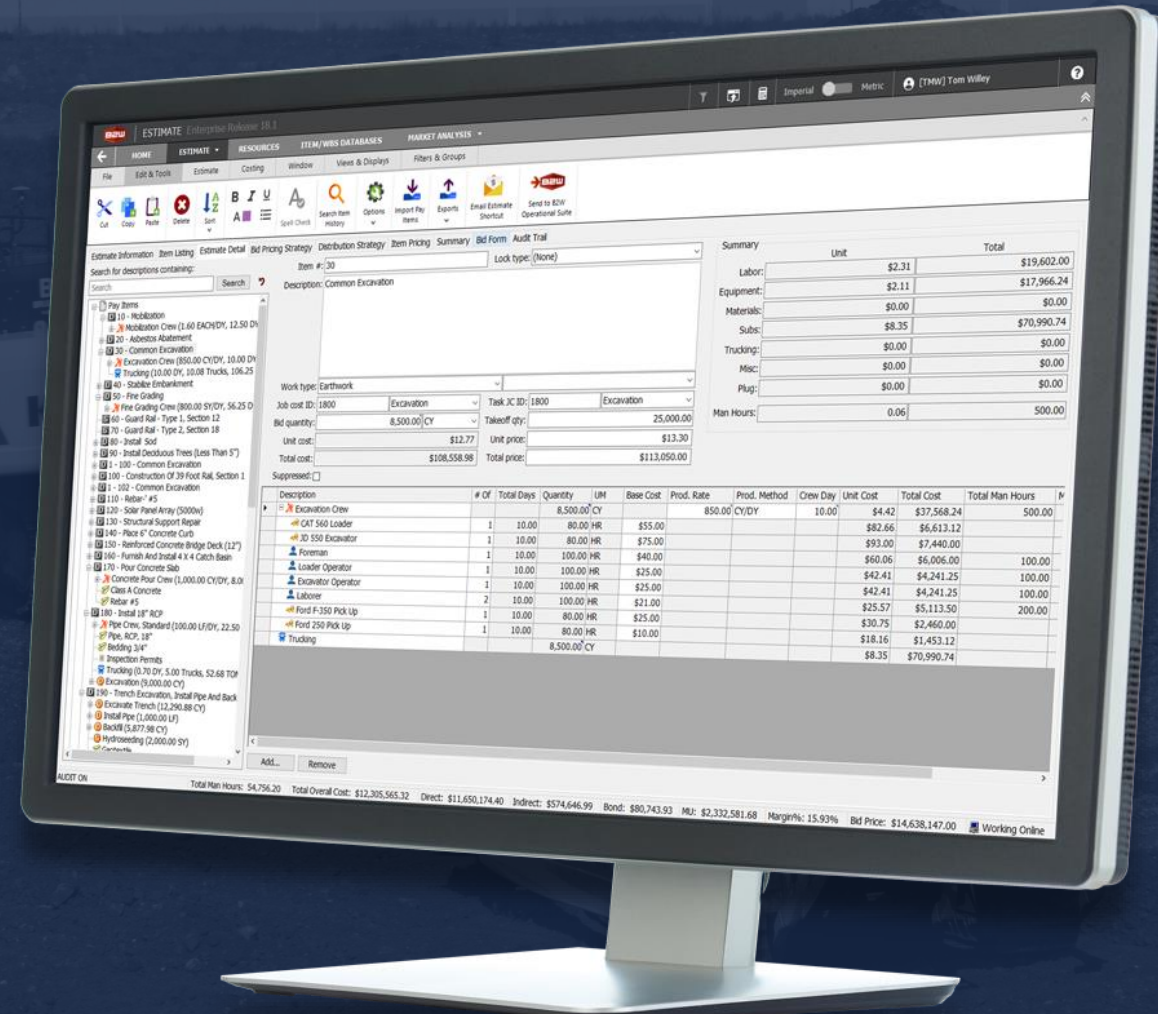
Costly Mistakes	Undetected formula errors and changes to cells carry over from a previous spreadsheet.
Uncertainty	Estimators don't know where to get the most accurate and up-to-date labor, equipment and material rates.
Wasted Time	Searching for cost information, pulling together data from multiple estimators and sources, entering it from scratch and keeping track of versions takes too long.
Inconsistency	Standardizing processes across the company and from one bid to the next is extremely difficult.
Redundancy	Without a link to accounting, field operations and DOT systems, data must be re-entered manually.
Strategy	Reporting on and analyzing the success of previous bids is a manual process, limiting the use of that data to inform future bids.



SOFTWARE

Advantages of specialized software

Even the most sophisticated spreadsheets can't match programs like B2W Estimate. The specialized technology provides centralized, reusable cost elements as building blocks and automated, repeatable processes for assembling them.



Data-driven estimating

Estimators spend less time chasing figures and more time on strategy. Reporting intelligence and trends from previous bids are at their fingertips. They bid more and win more, with confidence that their jobs will be profitable.



B2W
Estimate

Centralized storage of reusable resources – the building blocks of every estimate

- Labor and equipment types, with costs
- Crews, materials and miscellaneous costs
- Customers, subcontractors and vendors

Validation and error checking

Simultaneous collaboration - multiple estimators

Reporting and trend analysis

Direct integration with third-party systems, eliminating redundant data entry

- ERP/Accounting
- Field Tracking
- Scheduling and Dispatching
- Project management

Powerful and easy to use

“Advanced” doesn’t mean “difficult”. B2W Estimate follows construction estimating logic and features easy-to-use interfaces. New estimators as veterans experienced with spreadsheets or manual methods pick it up fast and excel quickly.



B2W
Estimate

Intuitive Interfaces	A familiar, easy-to-use Windows look and feel will ensure early adoption and ongoing success.
Purpose-built Technology	The program should be built from the ground up for estimating, not derived from an accounting/ERP solution.
Construction Logic	The underlying logic should mimic how estimators think and work, not force them to adapt their processes.
Enterprise-class Performance	Programs have to run fast and reliably and scale to meet future requirements.
Flexibility	The program should allow estimators to work across multiple work types and construction sectors.
Support	Look for an accessible, responsive supplier that updates its technology and adds new features continuously.

Learn More



B2W Estimate



PRODUCT

6:16

VIDEO

Introduction to B2W
Estimate: Estimating
& Bidding



CUSTOMER

2:01

VIDEO

RJV Construction:
Accurate, Aggressive
Bidding in a Fraction
of the Time

#	Item	Quantity	Unit	Base Cost	Prod. Rate	Prod. Method	Over Day	Unit Cost	Total Cost	Total Man Hours
1	Excavation One (25.00 CY) 25.00 CY	25.00	CY	\$150.00	\$6.00/CYDY		10.00	\$4.42	\$17,568.24	100.00
2	Excavation Two (10.00 CY) 10.00 CY	10.00	CY	\$150.00	\$6.00/CYDY		10.00	\$4.42	\$4,420.00	100.00
3	Concrete Work (10.00 CY) 10.00 CY	10.00	CY	\$25.00	\$2.50			\$25.00	\$250.00	100.00
4	Rebar (10.00 CY) 10.00 CY	10.00	CY	\$25.00	\$2.50			\$25.00	\$250.00	100.00
5	Trucking (10.00 CY) 10.00 CY	10.00	CY	\$25.00	\$2.50			\$25.00	\$250.00	100.00



SOFTWARE