



SOFTWARE

CASE STUDY DUININCK INC.



ESTIMATE



TRACK



MAINTAIN

- Flexibility meets requirements of various divisions
- Integration with Viewpoint accounting system
- Built-in advantages for DOT bids

SWITCH FROM SPREADSHEETS TO B2W ESTIMATE PAYS OFF ACROSS MULTIPLE WORK SCOPES

Switching from spreadsheets to B2W Estimate was a secondary decision for Duinick Incorporated. Within weeks, however, the specialized software was well on its way to becoming a tool of primary importance across its multiple work scopes and divisions. The third-generation family business began building roads in 1926 and now includes mining and aggregate operations across the United States, as well as paving, concrete and more.

“We weren’t really looking for a new estimating solution, but our move to the Viewpoint accounting platform presented the challenge of how to directly integrate bid information,” explains vice president Kyle Duinick. “Rather than create elaborate, complicated work-arounds with Excel, we decided to add Estimate because of the built-in integration capabilities. B2W ended up changing our approach to estimating and bidding, philosophically, by opening our eyes to how much more quickly, efficiently and accurately we could work.”

Estimators at Duinick were initially skeptical and created redundant bids with spreadsheets for several months after installing B2W Estimate. By then, the new software, and its structure and layout which Kyle Duinick calls “elegant”, had won them over. Spreadsheets were dropped, and Duinick gradually rolled out B2W Estimate across distinct divisions based in Texas and Minnesota specializing in road and heavy highway construction, paving, concrete, golf course construction, aggregates and mining, utility work and alternative energy.

“We actually had a competitive solution on a laptop, and we tried it in parallel with Estimate for several weeks,” recalls Duinick. “The B2W solution won out due to the features as well as the flexibility.”



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Duininck, Inc.

Prinsburg, MN and Roanoke, TX

- Aggregates
- Bridges
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- Grading
- Engineering
- Paving
- Site Development
- Sports Surfaces
- Utilities



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B2W Software empowers and inspires heavy civil construction companies to win more work and complete it more profitably. The company's ONE Platform includes unified applications to manage estimating, scheduling, field tracking, equipment maintenance, data capture and business intelligence.

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Some companies choose B2W Estimate to standardize bidding processes. The opposite was true for Duinick, where freedom to customize the structure and layout of bids has been a big plus. "We have a few shared cost structures across the company, and the bid figures funnel to Viewpoint in a standard manner," explains Duinick. "At the same time, it's very valuable for each division to be able to adapt and optimize the structure of estimates according to the varying requirements of the customers or work types."

With federal, state and county projects accounting for a high percentage work, Kyle Duinick says built-in DOT advantages with B2W Estimate are also vital. A database with all cost items in bid forms for every U.S. state DOT is included with the software. Estimators can also import electronic bid forms, convert estimates automatically to match the required DOT format, and then export them for submission.

"The process of prepopulating cost items according to the DOT structures and seamlessly importing a bid form, conforming our bid and exporting it is extremely fast and accurate, and there is no way you can duplicate that with spreadsheets," says Duinick.

Duinick Incorporated has added B2W Estimate licenses periodically and utilizes B2W Software's annual User Conference primarily as a training opportunity for new users. What the company has hardly ever used is B2W technical support. "We know excellent support is there but, to be honest, we really haven't needed it," Duinick says. "The system works the way we want it to work."

The Duinick team found the B2W Estimate platform fundamentally strong from day one, but the company also appreciates continuous enhancements that have been in line with its requirements. "B2W upgrades and adds features at a relentless pace, and each new edition has a direct, positive impact on our capabilities," Duinick concludes.

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