

# ***CLIENT**Profile*

*Switching from  
spreadsheets for  
performance tracking  
and estimating*



SOFTWARE



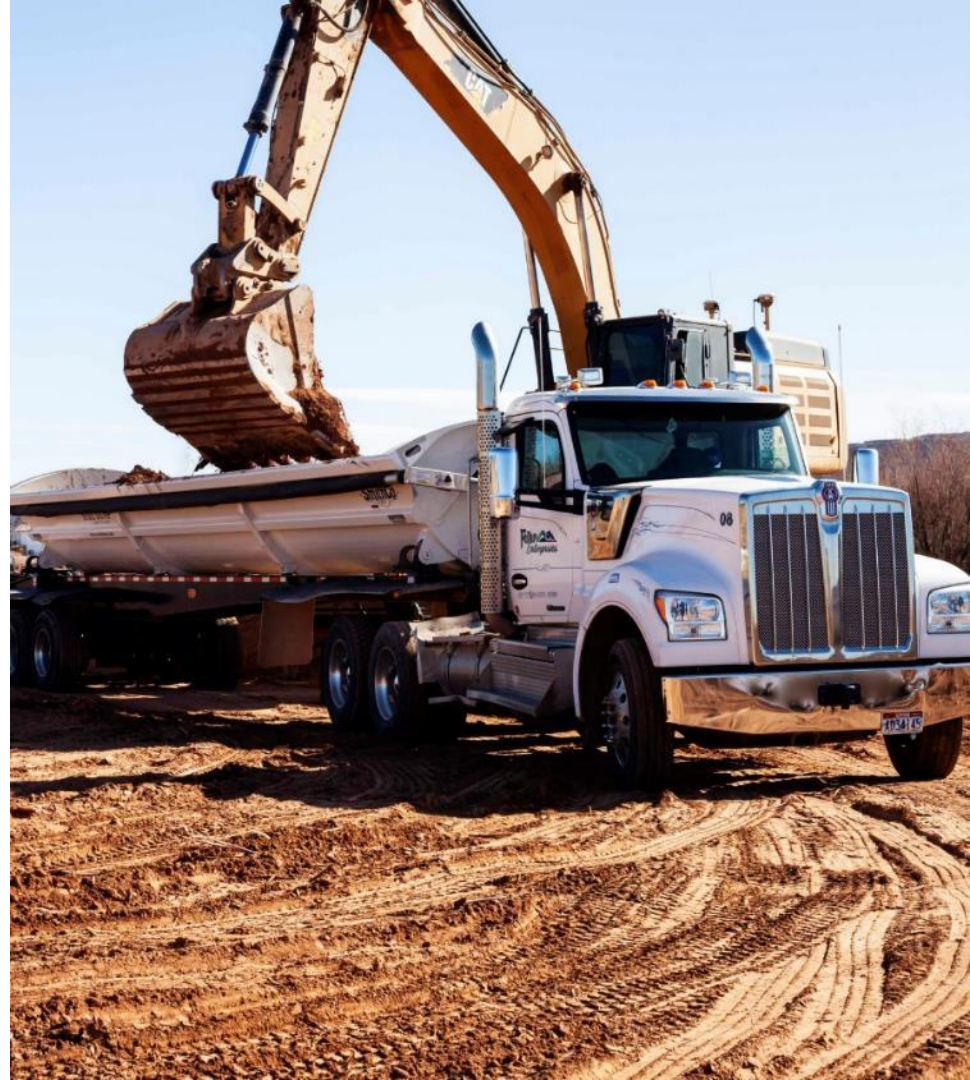
# Eliminating two limitations of spreadsheets

Feller Enterprises faced two problems familiar to contractors relying on Excel.

To assess daily performance in the field, estimator and project manager Travis Snow had to retrieve production quantities from foremen, labor hours from a payroll system and equipment hours from Vision Link.

He then entered this data into a custom spreadsheet that showed profitability for the whole job, but not for individual tracking accounts.

Estimating with Excel also meant he could not review past performance according to those production accounts to improve the accuracy of future bids.





## Game changing benefits with B2W Track

“We implemented B2W Track first, and it was a game changer for us,” says Snow.

The B2W application for performance tracking replaced the manual process of combining production, labor and equipment data from three different sources. Now, all of that information is recorded on electronic daily field logs and can be reported on immediately.

“We can see daily, not only how each job is performing, but also how each line item or production account for each job is performing,” Snow adds.





# Estimating with accuracy and historical data

“Adding B2W Estimate allowed us to bid much more accurately and much faster than with Excel,” says Snow. “In the past, we would see profit fade to due to missed costs on the bid. Now, profits stay very close to what we estimated.”

Being able to easily look at past performance is a big part of the improved results.

“I can see the line-item detail on previous jobs,” Snow explains. “I get my foremen and superintendents involved with the bidding side to get their input on production rates and what machines and crews they want, based on how they ran previous jobs.”





## Information and motivation in the field

Foremen at Feller Enterprises use the B2W Track mobile app daily to compare progress on tracking accounts against quantities that were bid.

When an owner asks for anything outside of the original scope, that time and materials work is added to the field log on the spot. Owners sign the tablet, providing the documentation for billing.

B2W Track also inspires foremen to take more responsibility for profitability.

“They like to look at the summary reporting in B2W Track and make sure that they are staying at or as close as they can to estimated cost,” Snow explains. “We even set goals and award bonuses based on their actual in-field performance versus what we estimated.”





Allen Feller and his son, Tyson, founded Feller Enterprises in 2003. The company is based in St. George, Utah and specializes in excavation and site development. Feller Enterprises also has extensive experience in flood control, soil stabilization, rock quarrying and custom crushing.

*Estimator and project manager  
Travis Snow accepted the  
2023 B2W Innovation Award  
for ROI results with  
B2W Estimate and Track  
at Feller Enterprises.*

