

CLIENTProfile

SCHLOUCH, Inc.

Integrated Field Tracking & Accounting

“Using B2W and Vista together allows our project team and our accounting team to communicate with a common language to optimize project outcomes.”



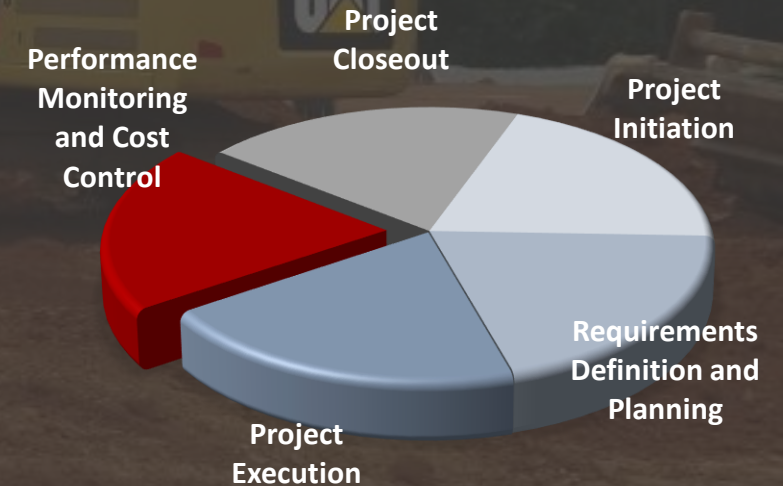


Vista and B2W Work Together at a Critical Project Phase



"The B2W field reporting and Vista accounting systems have complementary strengths. We rely on both for reporting and communication during the performance monitoring and cost control phase of project management."

Richard King
Treasurer & CFO





Complementary Roles for Integrated Systems

		Easy, accurate field data capture with electronic logs
		Daily reporting on field performance vs. plan
	 Vista™	Labor reporting and payroll processing
	 Vista™	Detailed cost projections and budget reviews
	 Vista™	Analysis and performance comparison across projects
	 Vista™	Project retrospectives





B2W Track Generates Important, Immediate Signals

"Our field reporting system generates signals daily or in real time. Teams managing the projects see how they are performing versus the estimate while there is still time to change the outcome. Those immediate signals trigger discussions and problem solving strategies about how to adjust operations and generate a profit."



B2W
TRACK

Compare actual vs. planned performance

- Make informed decisions
- Adjust operations immediately
- Motivate field teams



SOFTWARE



Instant Feedback Inspires the Game Plan

Performance Summary (Based on Field Log Quantity)

Description	Estimated	Field Log	Variance	% Variance
Units Per Man Hour	4.34	5.23	0.89	20.51%
Man Hours Per Unit	0.23	0.19	(0.04)	-17.39%
Labor Hours	57.87	48.00	(9.87)	-17.06%
Equipment Hours	63.65	33.00	(30.65)	-48.15%
Labor Cost	\$8.52	\$7.16	(\$1.36)	-15.96%
Equipment Cost	\$6.93	\$5.10	(\$1.83)	-26.41%
Material Cost	\$11.28	\$8.59	(\$2.69)	-23.85%
Trucking Cost	\$0.00	\$0.00	\$0.00	n/a
Subcontractor Cost	\$0.00	\$0.00	\$0.00	n/a
Miscellaneous Cost	\$0.00	\$0.00	\$0.00	n/a
Overall Cost	\$26.74	\$20.86	(\$5.88)	-21.99%

Progress Summary

Description	Total Estimated Amount	Reported Amount	Percent	Field Log Amount	Percent
Labor Hours	304.09	198.00	65.11%	48.00	15.78%
Equipment Hours	334.50	133.00	39.76%	33.00	9.87%
Labor Cost	\$8.52	\$6.97	81.81%	\$7.16	84.04%
Equipment Cost	\$6.93	\$4.57	65.95%	\$5.10	73.59%
Material Cost	\$11.28	\$9.65	85.55%	\$8.59	76.15%
Trucking Cost	\$0.00	\$0.67	n/a	\$0.00	n/a
Subcontractor Cost	\$0.00	\$0.00	n/a	\$0.00	n/a
Miscellaneous Cost	\$0.00	\$0.00	n/a	\$0.00	n/a
Overall Cost	\$26.74	\$21.86	81.75%		

B2W Track generates an up-to-date performance summary automatically, based on data from electronic field logs. This snapshot makes it simple to compare actual vs. estimated performance, and users can drill down for more detail.





Instant Feedback Inspires the Game Plan

Description	Estimated Quantity	Change Order Quantity	Total Estimated Quantity	Reported Quantity	UM	Percent of Estimate	Complete	Estimated Unit Cost	Reported Unit Cost
Stone Sub-Base	6,310.00	0.00	6,310.00	6,310.00	SY	100%	No	\$5.35	\$4.09
Joint Utility Trenching	0.00	0.00	0.00	2,484.00	LF	0%	No	\$0.00	\$7.04
Gas Line Trenching	0.00	0.00	0.00	45.00	LF	0%	No	\$0.00	\$5.59
Joint Utility Crossings/Gas Cross	0.00	14.00	14.00	23.00	EACH	164%	No	\$555.46	\$312.06
Respread Topsoil	2,788.00	924.00	3,712.00	2,195.00	CY	59%	No	\$4.08	\$1.93
Respread - Additional Berm Work	0.00	0.00	0.00	2,157.00	CY	0%	Yes	\$0.00	\$2.64
Mobilization	112.31	0.00	112.31	122.50	HR	109%	No	\$139.06	\$98.48
Rail / Painting / Fence / Signs	4.00	0.00	4.00	0.00	EACH	0%	No	\$240.00	\$0.00
Supervision	100.00	0.00	100.00	0.00	HR	0%	No	\$89.75	\$0.00
Excv/ Backfill For Curb	3,608.00	0.00	3,608.00	3,608.00	LF	100%	No	\$2.29	\$2.87
Strip Topsoil	6,337.00	0.00	6,337.00	5,666.00	CY	89%	Yes	\$2.23	\$1.77
Earthwork - Cut/ Fill/ Compact	20,119.00	0.00	20,119.00	18,119.00	CY	90%	No	\$2.23	\$1.78

A real-time B2W Track overview of how jobs are performing – broken down by activity or phase code - assists in making operational adjustments to keep projects on schedule or budget.





Accounting is the System of Record

"Vista is the final system of record on project performance and profitability and it provides in-depth reporting and analysis across projects. We also rely on the accounting system for work-in-process reporting and cost-to-complete projections."

Operations

"Where profits are won"

BID

EXECUTE

ANALYZE

RECORD

REPORT

Accounting

"Where profits are measured"



CLIENTProfile



Blanton, PA
www.schlouch.com



Barry and Deb Schlouch founded Schlouch Incorporated in 1983. Today, the company relies on 275 employees and more than 300 pieces of equipment to perform a wide range of site preparation and related specialty services for commercial, public and residential clients throughout eastern Pennsylvania.

Schlouch, Inc. utilizes the full B2W ONE Platform. A commitment to quality, process improvement and employee engagement – supported by advanced technology – allows the company to outperform original estimates by two percent, on average.

[Learn More About B2W Track](#)

