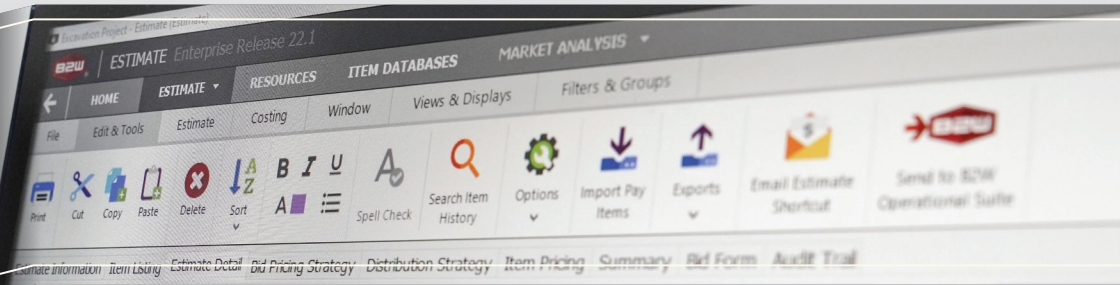




A TRIMBLE COMPANY

# B2W Estimate

## ESTIMATING & BIDDING



### WIN MORE BIDS AT BETTER MARGINS

- Central database with up-to-date labor, tasks, materials and equipment costs
- Specialized functionality for creating bids from databases, templates and cost structures
- Easy to learn and deploy, with familiar, intuitive user interfaces and construction estimating logic
- Scalable, enterprise-class performance

B2W Estimate provides centralized cost data and structures along with specialized functionality for heavy civil construction estimating and bidding. Leveraging the intuitive, easy-to-use application, companies maximize accuracy and speed, standardize estimating processes, focus more attention on strategy and win more bids at better margins.

### Robust, enterprise-class performance

Designed from the ground up to take advantage of the very latest .NET and SQL Server tools from Microsoft, B2W Estimate provides an infinitely scalable, high-performance platform to run advanced features reliably at high speed and to accommodate future development.

### Central Database – Resources, Crews, Tasks and Cost Items

A core advantage with B2W Estimate is the ability to create and pre-populate detailed databases with costs – including default templates of crews and pay items – that can be easily updated. With these building blocks in one place, construction estimators work faster, more accurately and with the same, consistent data.

Item #	Description	UM	Cost Method	Unit Cost	Work Type	Work Subtype
201.01	CLEARING (F)	ACRE	Plug	\$0.00		
201.02	GRUBBING (F)	ACRE	Plug	\$0.00		
201.1	CLEARING AND GRUBBING (F)	ACRE	Detail		Clearing & Gr...	
201.21	REMOVING SMALL TREES	EACH	Plug	\$0.00		
201.22	REMOVING LARGE TREES	EACH	Plug	\$0.00		
201.31	TREE PRUNING, SMALL TREES	EACH	Plug	\$0.00		
201.32	TREE PRUNING, LARGE TREES	EACH	Plug	\$0.00		
201.4	REMOVING STUMPS	EACH	Plug	\$0.00		
201.6	CLEARING FOR FENCE LINES (F)	ACRE	Plug	\$0.00		
201.7	SELECTIVE CLEARING AND	ACRE	Plug	\$0.00		
201.89	FERTILIZING INDIVIDUAL TREES	TON	Plug	\$0.00		
202.1	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.101	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.102	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.103	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.104	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.105	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.106	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.107	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.108	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.109	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		
202.110	DEMOLISHING BUILDINGS	UNIT	Plug	\$0.00		

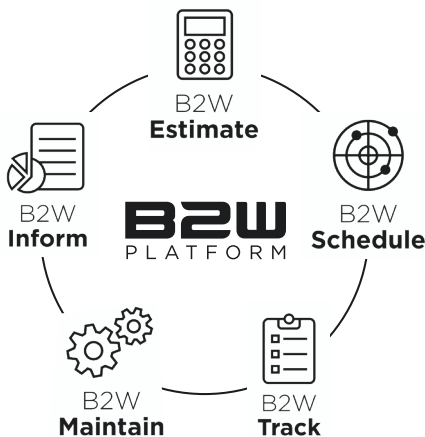


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## ADDITIONAL FEATURES

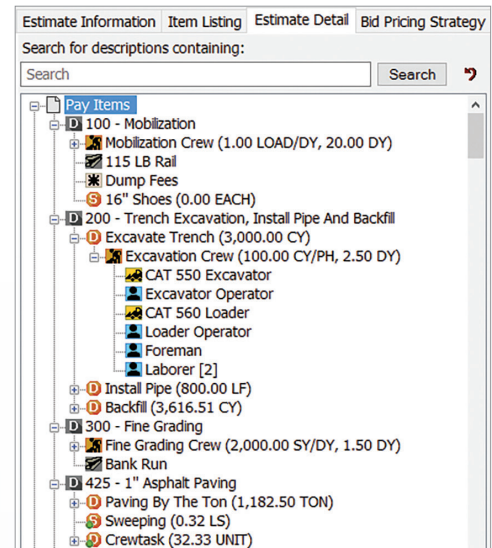
- Audit trail
- Error-check wizard
- Export to project management and accounting/ERP systems
- Vendor and subcontractor RFQ management
- Cross-bid and cross-division management reporting
- Integrated change order management
- Unified with the B2W operational platform
- Highly customizable bid forms

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



## Flexibility – pay item, work breakdown structures (WBS) or hybrid bidding

In addition to traditional pay item bids, B2W Estimate supports Work Breakdown Structure (WBS) bidding. This allows companies to organize and develop estimates in an unlimited hierarchical form, with visibility into how costs are rolled up and the level of detail at which costing is done. Estimates can be configured to support pay items, WBS levels, or both together.



## Synchronized mobile estimating

Estimators can work – with access to resources and items – even when disconnected from the office server. Reconnect, and the new estimates or changes are added on the server. This is a big advantage for companies that want the flexibility to work remotely or download a bid locally for closing during bid day.

## B2W Estimate API

The API eliminates redundant data entry by automating connectivity between B2W Estimate and third-party software for accounting, contact management and bid proposal collection. Contact information synching, changes to labor rate classes, and even creation of new estimates can be performed automatically via machine-to-machine connections rather than requiring both systems to be updated independently.

## Simultaneous use by multiple estimators

With B2W Estimate, multiple estimators can work on the same estimate at the same time – a big advantage for larger companies and those working from multiple locations.

## Automated DOT bidding

The ability to download a DOT electronic bidding system (EBS) file, conform the estimate automatically to match the required DOT format and then upload it for submission is a huge time saver. B2W Estimate even comes with a built-in database, including pay items for each state DOT.