



SOFTWARE

CASE STUDY RIPA & ASSOCIATES



- **Headquarters:**
Tampa, Florida
- **Work Types:**
Grading, Excavating, Paving,
Water and Sewer, Utilities
- **Elements:** Estimate
- **Client Since:** 2007
- **B2W User Conferences:** 2



Ripa & Associates is an experienced and successful, privately owned civil construction company located in Tampa, Florida. Established in 1998, the company now has more than 450 employees and has completed more than 1,500 earthwork, road building, infrastructure and utility projects throughout the central part of the state ranging in size from \$100,000 to greater than \$20 million.

Adrian Galloway began working in estimating in 2008 and was managing the department early in 2009. As an HCSS Heavy Bid and Hard Dollar user at previous companies, he was pleasantly surprised at the easy transition he was able to make to Ripa's estimating software - B2W Estimate.

B2W Estimate is much more user friendly," he explains. "The software makes it easy to modify existing bids to fit the needs of our project managers."

Galloway says B2W estimate features - including the ability to quickly see and modify cost, production, and other variables - are critical and regularly help Ripa win jobs. "The software has very good reporting capabilities, which allow us to pass information to our management and accounting staff more quickly and efficiently," he adds.

Galloway has attended B2W Software annual User Conferences, where he got a hands-on look at upcoming releases of B2W Estimate and other



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Estancia at Wiregrass – The project consists of over 700,000 cubic yards of excavation, over 3 miles of roadway construction, a new lift station, and 100,000 LF of various utility pipe.



30th Street: Working with Ryan Companies, the project totaled over \$4.2M of work, and included over 34,500SY of paving.

CONTACT US

Founded in 1993, B2W Software, Inc. is a leading provider of enterprise-level construction management solutions for the heavy construction industry. For more information, visit www.b2wsoftware.com or contact B2W Software Sales at (800) 336-3808.

B2W elements. “Great location, coursework and activities,” he reports regarding the conferences. “The course layout was very good, and the ability of the presenters to adapt the course to answer questions from the users made it even more useful. I plan to attend every time it is on the east coast.”

THE B2W SOFTWARE ADVANTAGE

Designed and built on the ONE (Operational Networked Elements) platform, B2W is the first and only suite of construction management solutions that puts everyone in your company—from managers in the office to foremen in the field—on the same page at the same time. Separately or as one unified suite, B2W Estimate (estimating & bidding), B2W Track (field tracking & analysis), B2W Dispatch (resource management & dispatching) and B2W Maintain (equipment maintenance & repair management) offer:

- Increased operational efficiencies and accuracy for more profitable jobs
- One operational database for single point data entry that enables instant cross module resource visibility and collaboration
- Operational control through real-time dashboards with easy drill downs
- Comprehensive integration with all major accounting software packages
- Advanced capabilities between the field and the office via tablet application
- Intuitive user interface for streamlined estimating, bidding, logistics, field operations and maintenance