



SOFTWARE

CASE STUDY BRENNER EXCAVATING



- **Headquarters:**

Hopkins, Michigan

- **Work Types:**

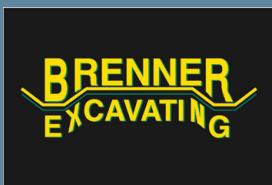
Excavating

- **Elements:**

Estimate

- **Client Since:**

2004



Nick Ginsberg, estimator and project manager at Brenner Excavating, knows firsthand how competitive the infrastructure construction industry has become in today's economy. With B2W Estimate streamlining the estimating and bidding process, the Michigan based company is able to continue to bid not only competitively, but with accuracy and profitability.

Brenner Excavating was using Excel spreadsheets to manage this process prior to implementing B2W Estimate, but the company knew it needed a solution that would ensure more accuracy and efficiency.

"Getting up and running was quick and painless," Ginsberg says, adding that the company has seen significant return on its investment based on the fact that they can bid - and win - more work. "B2W not only saves me enormous amounts of time, but also allows me to bid more projects without compromising accuracy," he explains.

With competition for the most profitable jobs based on a company's speed, accuracy and dependability, saving time and avoiding costly errors is more important than ever. However, B2W Estimate doesn't just save time during the bidding process—the application also integrates with all major accounting and project management software packages to quickly and easily transfer estimate information.



SOFTWARE



Kalamazoo River Valley Trail, Seg 5,
Galesburg, MI.



172nd Avenue/Johnson
Street/168th Avenue, Grand
Haven Twp, MI.

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 Estimate easily interfaces with our accounting software, Spectrum by Dexter + Chaney,” says Ginsberg. “In minutes it sets up job costs based on our phase codes, contracts and subcontracts. Before we had Estimate, this process used to take us hours.”

Brenner Excavating also utilizes numerous B2W Estimate report formats, which allow estimators to pass information to the accounting department and company owner quickly and efficiently. “Estimate allows easy comparison between multiple subcontractors and vendors, allowing us to choose the lowest bids for each and every estimate we submit,” according to Ginsberg. “This has made Brenner Excavating much more competitive in an increasingly tough bidding environment.”

“The 24-hour technical support that B2W offers is also incomparable,” Ginsberg concludes.”

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