

Jamerson & Bauwens takes their estimating to the next level

By modernizing their estimating process, J&B has successfully taken on larger projects and confidently weathered the challenges of a changing market.



The last couple years have been extremely challenging for Jamerson & Bauwens, as it has been for the construction industry in general. The Covid-19 pandemic not only resulted in the need to accommodate employees working remotely more frequently, but also the need to better manage supply disruptions and pricing volatility. At the same time, J&B was

also bidding on larger projects that were more complex and came with increasingly tighter deadlines. This put more pressure on their estimating team to get estimates out on time and priced accurately to ensure profitability. They found themselves needing to modernize to keep pace with the new market conditions they faced.

Challenge:

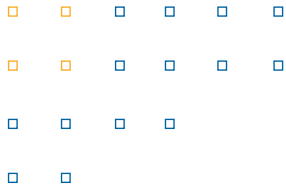
In addition to ongoing supply disruptions, pricing volatility and remote workforce needs J&B was also bidding on larger projects that were more complex and came with increasingly tighter deadlines. They needed to modernize their estimating processes to keep pace with market conditions and continue to maintain and grow their business.

Solution:

By adopting Accubid Anywhere, J&B significantly improved their estimating process, which helped them to successfully take on larger projects and confidently weather the challenges presented by a remote workforce, tight deadlines and pricing volatility.

Results:

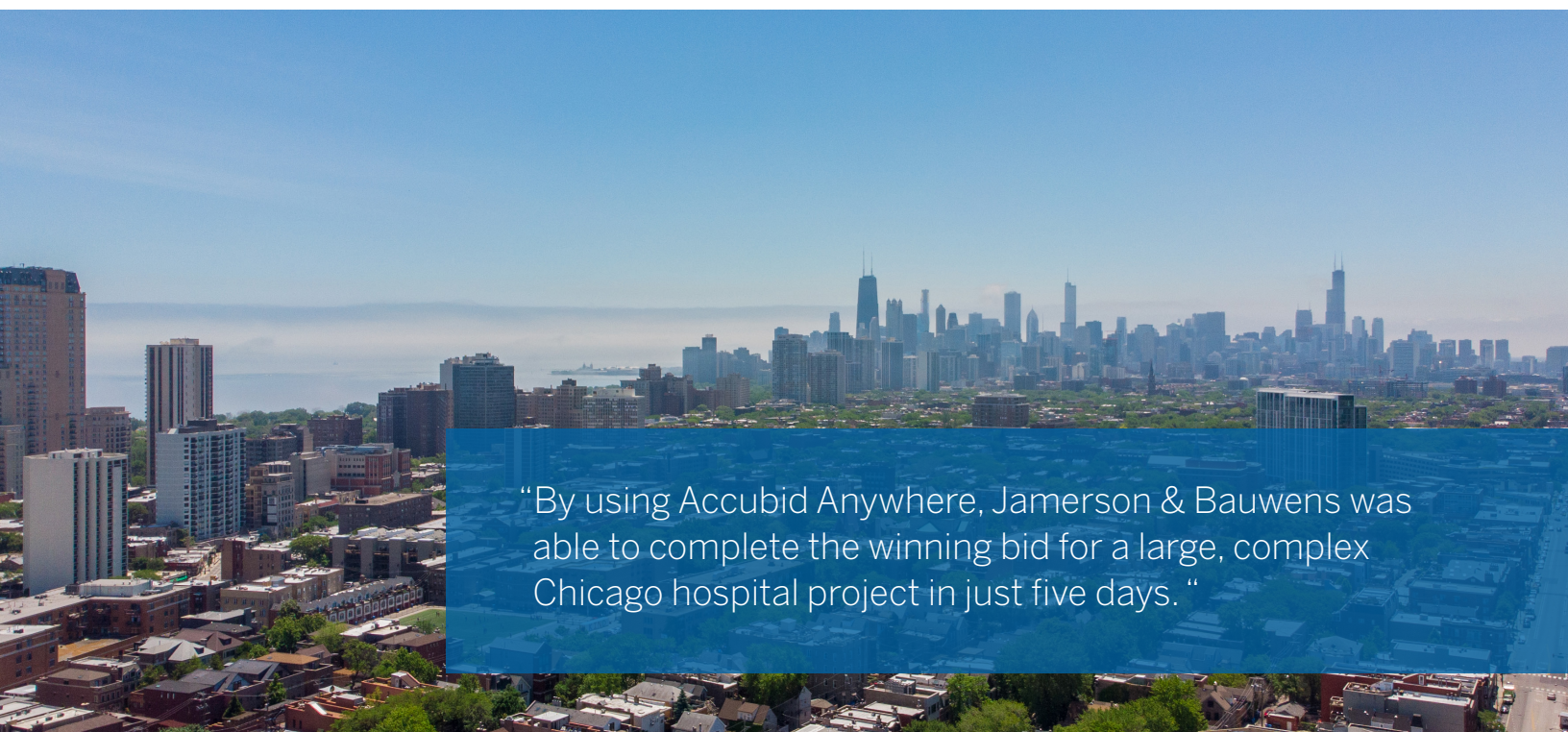
- J&B was able to complete the winning bid for a large, complex hospital project in just five days.
- Consistent takeoffs that are two to three times faster and significantly more accurate.
- More accurate pricing and greater confidence in actual project cost.
- Streamlined handoffs to Project Management and Field teams.
- Faster creation of alternate and progressive estimates.



Leveling up the estimating function

J&B's estimating team had been using Trimble® Accubid® Classic software via a VPN. While this enabled the team to access the software remotely, the increasingly shorter deadlines and larger, more complex projects required multiple team members – estimators, project managers and even field foremen – to work on estimates to get them out on time. In addition, J&B does a lot of Integrated Project Delivery (IPD) jobs; therefore, as the design develops and changes are made, they need to update estimates multiple times throughout the life of the project – sometimes right at the job site. With Accubid Classic, if multiple estimators worked on a single project, the project files needed to be merged, which required additional time and effort. J&B needed a scalable system that could streamline and speed up its estimating process and allow multiple people to work on the same estimate at the same time. Al Rohde, head of J&B's estimating department, was tasked with selecting a new estimating solution to modernize their process and take their estimating team to the next level.

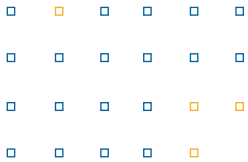
The decision came down to a few key factors - the new solution needed to be accessible 24/7, offer multi-user capability and help J&B to bid more profitable work in less time. Al chose Trimble Accubid Anywhere, a comprehensive, cloud-based estimating solution designed for electrical

A wide-angle photograph of the Chicago skyline, featuring numerous skyscrapers and buildings along the waterfront, with a blue sky and some haze in the background.

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“Using consistent takeoff styles not only keeps the team organized, but also helps our internal customers, such as the BIM department, purchasing department, field electricians and project management.”

Alex Sabatka
Jamerson & Bauwens



contractors available as an all-in-one, easy-to-manage subscription. Accessible 24/7 with robust estimating functionality, integrated graphical takeoff, change management, pricing, submittal management, document management, collaboration and multi-user support, Accubid Anywhere met all of J&B's requirements—and more.

To help bring his estimating team up to speed on the new software as quickly as possible, AJ brought in Alex Sabatka to lead the implementation. Having successfully deployed Accubid Anywhere at other contractors, Alex was responsible for rolling out the software to the teams at J&B, which included setting up and maintaining Accubid Anywhere and its database, training users and establishing consistent workflows to increase efficiency.

Reaping the rewards

Beyond simply using Accubid Anywhere, Alex put new processes in place to take full advantage of Accubid Anywhere's capabilities. For example, prior to using Accubid Anywhere, the estimating teams used a variety of takeoff solutions - from paper to standalone digital takeoff solutions. As part of the transition, the team standardized their takeoff process using the Trimble LiveCount™ software included with

2X to 3X
Faster takeoff with more accurate results

their subscription. According to Alex, “Our takeoff was kind of all over the place. Now, having everyone on the team using the same takeoff platform makes our takeoffs two to



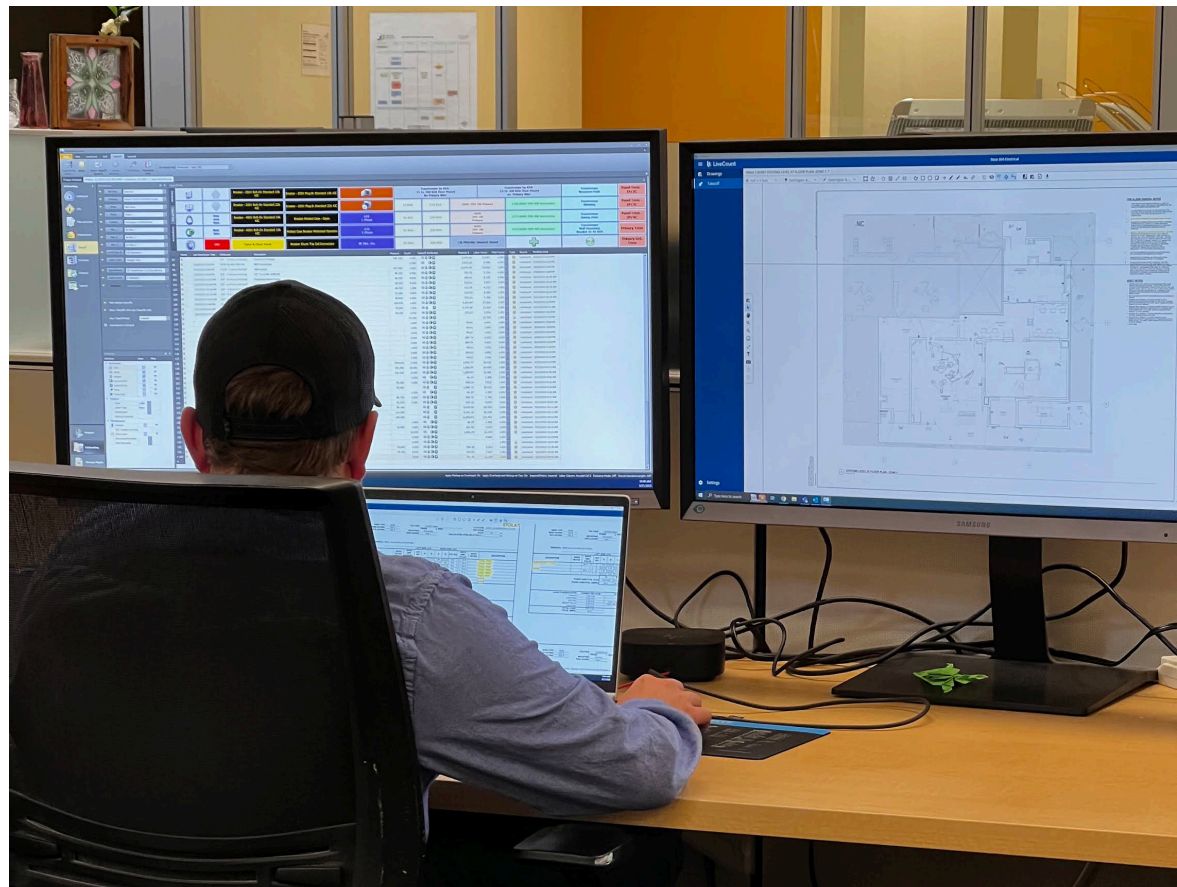
three times faster and far more accurate than before. Plus, using consistent takeoff styles not only keeps the team organized but also helps our internal customers, such as the BIM department, purchasing department, field electricians and project management.”

With Accubid Anywhere, which also includes Change Management capabilities, the handoff from estimating to project management is no longer an arduous process. Not only is the handoff itself more efficient, but it also helps J&B save time, effort and money downstream. “The quality of the materials and the level of detail the estimating team is now able to turn

over to project management and the field is unreal,” says AI. “Now, the field team can identify issues right away – saving time down the road. We can focus on the details upfront and work together to fine tune the estimate and get ahead of the project.”

Confident in their costs

Pricing volatility continues to challenge the construction industry, but J&B has been able to stay on top of those fluctuations using Supplier Xchange. J&B uses Supplier Xchange to get pricing on demand directly from its suppliers, ensuring accurate pricing at the





initial submittal as well as later on in a project. It's not unusual for a client to come back and request a lower price several months after the original proposal. With Accubid Anywhere and Supplier Xchange, J&B can easily re-run the material pricing and determine if the requested discount is viable. If not, J&B can share the cost details with the client to justify their decision to decline the request. In addition to safeguarding the profitability for J&B, the added transparency increases credibility and helps enhance the client relationship.

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Al Rohde
Jamerson & Bauwens

Putting it all together

In April 2022, several months after kicking off the Accubid Anywhere implementation, J&B had the opportunity to bid on a massive, complex hospital project in Chicago. The project included an eleven-story patient tower, a challenging location near train tracks with no parking and no staging – and a five-day deadline to submit the proposal. The 24/7 access, multi-user support and advanced estimating capability of Accubid Anywhere were critical to successfully completing the proposal on time. Three full-time estimators worked on the bid, each responsible for a specific system, plus a field foreman trained on the fly to do just feeders, and a project manager handled all the system conduit work. At that time, the estimators were in the office while the foreman was remote at the job site and the project manager worked from home.

Because there were fifty five of the same type of patient rooms on a floor, the team was able to utilize “typicals” in Accubid Anywhere to save time. They also used LiveCount for takeoff and created PDFs showing the detailed annotations, which were included in the bid package.

Not only did J&B submit the proposal on time, the additional estimate details provided a clear vision of exactly how the project was put together. The client appreciated the added visibility and awarded J&B with the contract.

In less than a year, Accubid Anywhere has transformed J&B's estimating process, helping them successfully take on larger projects and confidently weather the challenges presented by a remote workforce, tight deadlines and price volatility.

Continuous improvement/What's next

But this year has just been the beginning. J&B just recently started utilizing the Accubid Anywhere Report Center to make consistent reports across all phases of the project - from estimates to change orders and even internal bills of material for purchasing. What's next? J&B is looking for more ways to leverage the estimate data available in Accubid Anywhere to gain even greater productivity across their different departments. According to AI, "The construction industry is changing, and it seems like it's happening faster and faster. With Accubid Anywhere, we now have the tools to be successful now and in the future."



About Jamerson & Bauwens

Founded in 1974, Jamerson & Bauwens (J&B) is a multi-generation, NECA, IBEW, Local 134 electrical contractor based in Northbrook, Illinois. A decades-long healthcare facility specialist, J&B employs more than 200 team members across three offices. They focus on delivering precisely-executed commercial electrical construction, infrastructure, and integrated systems solutions by leveraging vast industry expertise and evolving technologies to achieve the best possible results for each of their clients.

About Trimble

Trimble MEP delivers sophisticated solutions that transform workflows from the office to the field. The Trimble Constructible Process allows specialty trades to build beyond BIM to automate fabrication and fieldwork with reliable construction data. With access to the largest library of manufacturers' content and a broad portfolio of hardware and software solutions, Trimble optimizes the entire design, build, and operate lifecycle. For more information about Trimble MEP, visit: mep.trimble.com