B2W SOFTWARE

Stopping a Heavy Construction Profitability Killer

B2W SOFTWARE

UPTIME = PROFITABILITY

"When the yellow iron runs, we make money" is the adage in heavy construction. The goal for contractors is to set accurate rates and run equipment enough to recover more than the cost.

Annual Operating Cost	$34,200
Plan: 1,200 hrs. x $30	$36,000

B2W SOFTWARE

UNPLANNED DOWNTIME IS COSTLY

When contractors maintain fleets with paper and spreadsheets instead of specialized software, unanticipated downtime rates of 20-30% are common. Now the dozer in this example is costing money instead of earning money.

Annual Operating Cost	$34,200	
840 hrs. x $30	$25,200	30% Downtime

B2W SOFTWARE

TRIPLE TROUBLE

The direct loss due to unplanned downtime is compounded, first by the cost of renting or owning additional assets to make up for the equipment that is unavailable.

Annual Operating Cost	$34,200	
840 hrs. x $30	$25,200	30% Downtime
Rental: 360 hrs. x $80	$28,800	

B2W SOFTWARE

TRIPLE TROUBLE

The third hit to the bottom line is the cost of delays and disruptions on the jobsite. This varies, but $25,000 in a year is probably a low estimate for the 360 hours of unplanned downtime for the example dozer.

Annual Operating Cost	$34,200	
840 hrs. x $30	$25,200	30% Downtime
Rental: 360 hrs. x $80	$28,800	
Jobsite Disruptions	$25,000	

B2W SOFTWARE

MULTIPLY BY FLEET SIZE

Finally, contractors must multiply these losses due to unexpected downtime by the number of assets they own. A loss that may seem minimal can actually have a multi-million-dollar impact.

Downtime	$9,000
Rental	$28,800
Disruptions	$25,000
$62,800	x 50 assets = $3.1 million x 150 assets = $9.4 million

B2W MAINTAIN

TAKE UPTIME TO 95%

Let's discuss how B2W Maintain can help you drive unexpected downtime below 5% and stop the profitability killer by:

- Automating preventive maintenance
- Streamlining maintenance processes
- Connecting the shop, office and field in real time

Annual Operating Cost	$34,200
95% Uptime: 1,140 hrs. x $30	$34,200

FREE PHONE COSULTATION

with the B2W Maintain team

SCHEDULE NOW

VIDEO

Introduction to B2W Maintain: Fleet Maintenance & Management

Watch

VIDEO

Barriere Construction Improves Fleet Maintenance with B2W Maintain

Watch