

CLIENT Profile



SOFTWARE

A switch to software that is easier to use

Fiore & Sons, Inc. used software from another supplier for estimating and field tracking until 2019. Employees familiar with B2W at companies where they worked previously initiated discussions about a switch, prompted primarily by ease-of-use advantages.

The group included senior estimator/project manager Rob Slauson and project manager Brandon McMorran. Slauson says leading construction estimating software programs are similar in

concept, but B2W is more flexible, and the Windows architecture makes it easier to learn and use.

Ease of use factored similarly in the move to B2W Track, along with compatibility with B2W Estimate, according to McMorran.



B2W
Estimate



B2W
Track



SOFTWARE

High-performance estimating and support

“Building the estimating database and pulling in data for a bid is easier with B2W,” Slauson explains. “We’re faster and much more efficient, so we have more time for strategy versus building the bid.”

Six estimators are supported by two people working on takeoff at Fiore & Sons. Their win rate is about 25%. Deadlines for building bids vary, but a two-week window is typical.

“You can’t afford to sit idle waiting for an answer in this business, so the outstanding tech support from B2W is important,” Slauson says.

“As good as the software is, it’s unavoidable that you will run into questions or have something that doesn’t seem right or work right once in a while. We send an email, and they get back to us right away to resolve it.”



SOFTWARE

A better way to handle change orders

Scope changes once a project is underway are common for Fiore & Sons. Previously, the company managed them with Excel spreadsheets.

B2W Estimate now helps the team process T&M work and change orders faster and more efficiently and get accurate documentation back to owners.

“Pricing a change order with B2W Estimate as its own module within the original estimate is a great feature that has really streamlined the process,” says Slauson.

“The quicker you get the information processed, the better chance you have of recouping costs. When you wait 30 days, it’s easy to forget, or for owners to dispute what was done. The B2W feature also allows us to spread our indirect and general condition costs just to the items that are specific to that change order.”



SOFTWARE

Accurate performance tracking every day

PMs at Fiore & Sons use bid data from B2W Estimate to set up field logs for new projects, adjusting for how they will complete the jobs. Most are involved on the estimating and operations sides of the jobs and see the benefit of easy data transfer between the two applications.

Foremen then use the electronic logs to track labor hours, productivity and equipment utilization. Logs are submitted by the following morning.

“The lag in getting this information back from the field is much better now,” says Slauson.

Taking photos easily with an iPad and including them in the daily logs has been a big plus. Accuracy has also improved, as the B2W logs are set up to allow foremen to choose only cost codes active on that particular job.



SOFTWARE

Analysis in a format ideal for the field

“We look at summary reporting from B2W Track daily to see where we stand versus where we should be and we drill down as needed for details on specific tracking accounts.” explains McMorran.

Crews in the field are now tuned into this process, and McMorran says having PMs and foreman look at the same data is a conversation starter that shapes how they adjust operations.

“The field reporting lets us see trends and resolve issues before a week or a week and a half go by,” Slauson adds. “I can get a cost code report today and see how that cost code performed yesterday.”

Seeing labor in relation to production is particularly important. “We could be exceeding production goals but, if we’re also over on labor, we want to analyze how to do it with a smaller crew,” Slauson explains.



SOFTWARE

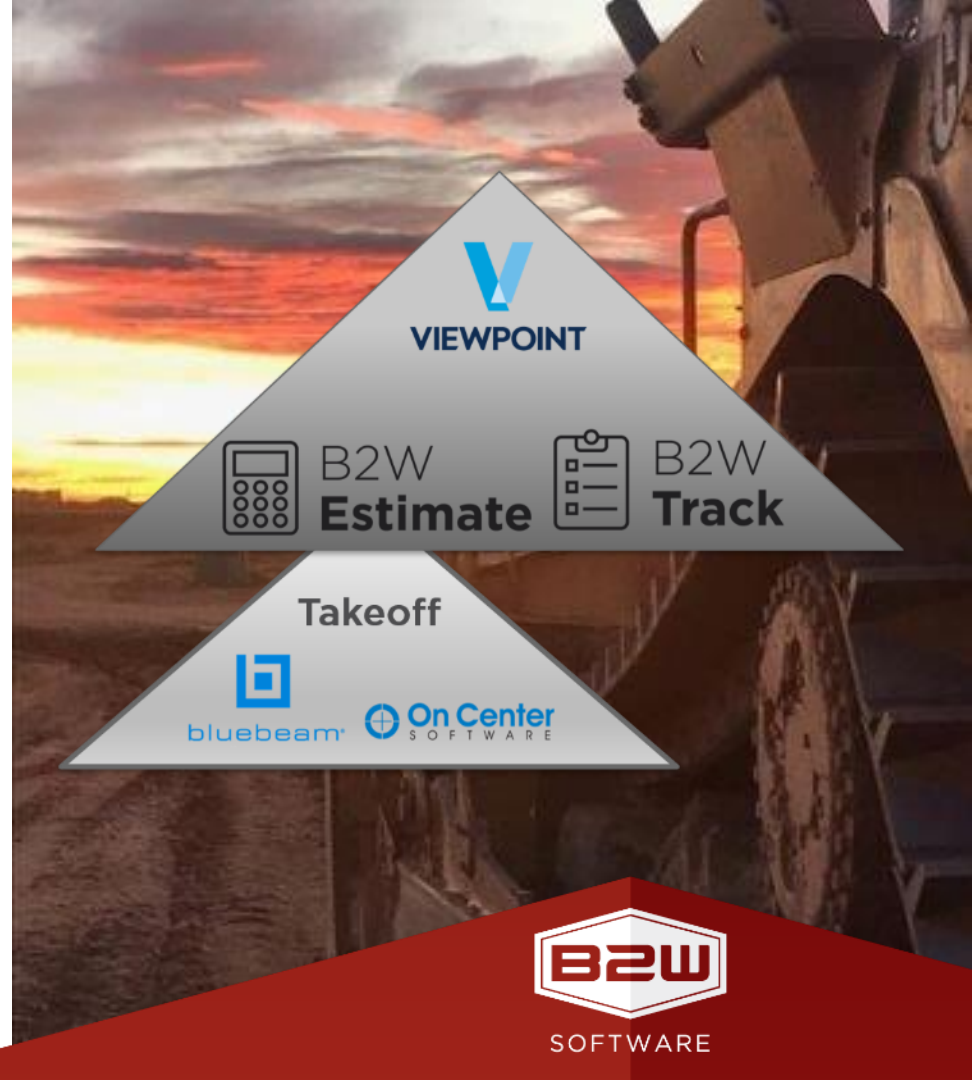
Smooth integration with accounting and takeoff

Bid data at Fiore & Sons moves electronically from B2W Estimate to Viewpoint and to the B2W Track field tracking application. The workflow ensures accuracy and eliminates redundant data entry. Daily performance reporting from B2W Track field logs is reconciled monthly with the accounting system.

“Organizing our cost codes in B2W Estimate and Track so they would map to Viewpoint took a little bit of time and trial

and error but, once we got it nailed down, the process became seamless,” says Slauson.

Incorporating data from construction takeoff software into bids built with B2W Estimate takes about 20 minutes, he adds. “We simply export from Bluebeam and OnCenter to Excel, map the data to B2W Estimate and then import with the B2W import wizard.”





Fiore & Sons, Inc. is based in Denver and provides a wide range of civil contracting, heavy equipment and management services for general contractors, property owners and developers in the Rocky Mountain region and surrounding areas. The family-owned business was founded in 1959.

- Civil sitework and finish grading
- Demolition and environmental
- Site utilities
- Overlot grading
- Trucking
- Civil construction management

