

# CLIENT Profile



B2W  
ESTIMATE



B2W  
SCHEDULE



B2W  
TRACK



B2W  
MAINTAIN



SOFTWARE



# One Question led to the ONE Platform

The quest to know *How much did we spend yesterday?* drove adoption of the ONE Platform at Priestly Demolition.

“Previously, this was impossible, because there was no real-time information or transparency across the teams to make decisions driven by data,” explains Shannon Kuyt, Business Improvement Specialist.

“The B2W platform has also warmed our teams up to using more technology and innovating through software solutions,” she adds.







## Bidding More and Winning More

B2W Estimate has helped the five-person estimating team at Priestly double the bid volume to about 100 per month. The win rate has jumped too by seven percent. “We can put more time and detail into making sure bids are correct and more profitable, and that is the main goal,” explains Michelle Kirk, Operations Coordinator.

Built-in background logic, flexibility to work across industry sectors, integration with Viewpoint and the ability to test margins with various markups and scenarios are also key advantages, according to Kirk.





## B2W Estimate and Track Communicate

Once a project is awarded, bid data moves seamlessly from B2W Estimate to B2W Track as well as to Viewpoint and the Primavera P6 project management system. This opens up a lot of communication and drives collaborative conversations about how jobs will be executed, explains Kirk.

Field and project management teams can review tracking accounts to understand the scope of work and what was envisioned in the estimate, allowing them to plan the work more accurately.







## Links to Viewpoint and Primavera P6

Consistent data across estimating, field tracking, accounting and project management systems ensures that, no matter which tool Priestly team members look at, they see the same information with the same tracking numbers and tasks, according to Guy Chartrand, Vice President of Business Operations.

The accounting team uses B2W Trucking and Subcontractor reports to reconcile invoices, ensuring accuracy and that the costs are coded to the correct projects, tracking accounts and phases.





# Accurate, Efficient Payroll Processing

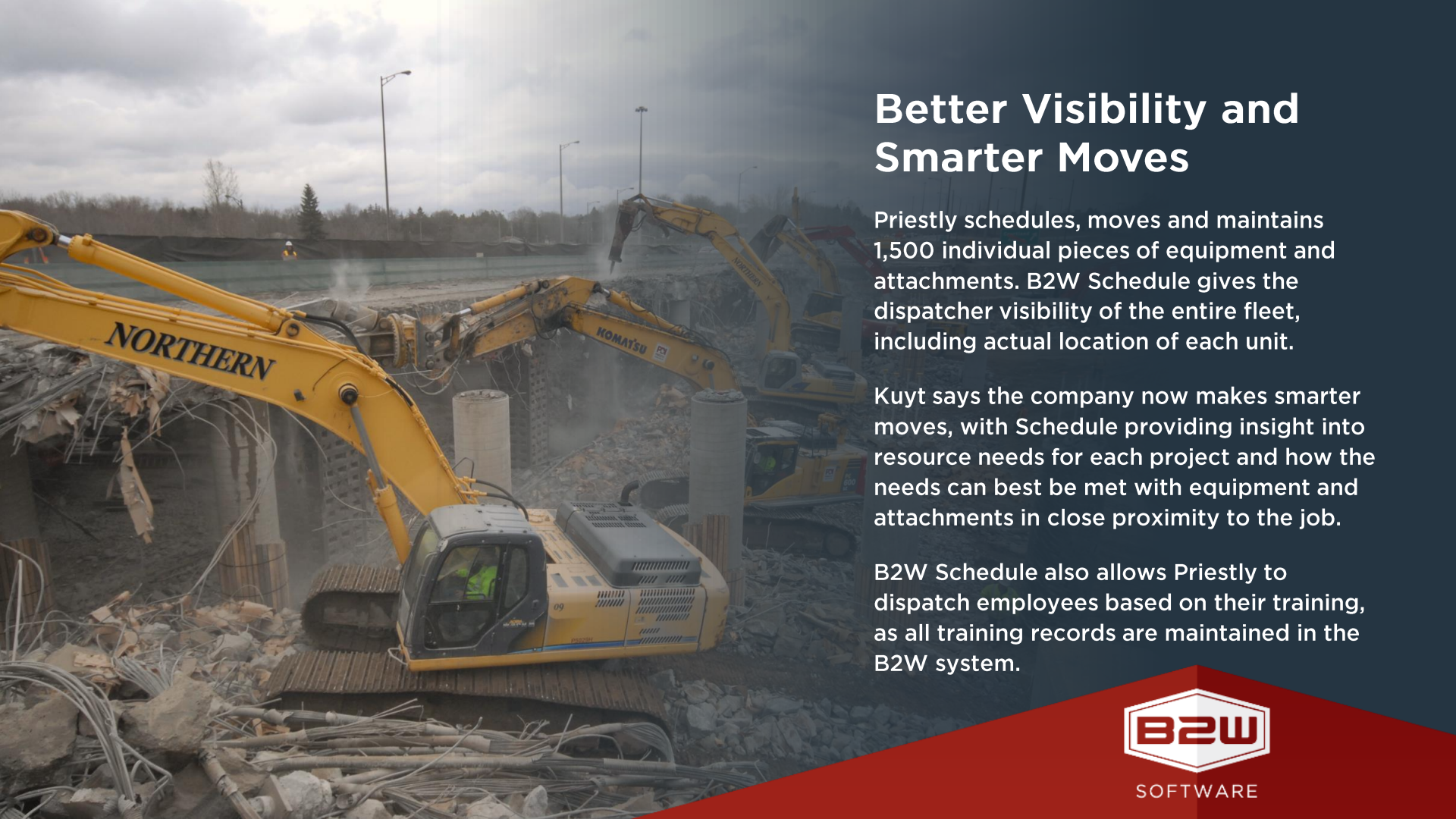
Foremen now input labor hours into B2W Track using iPads. Project managers review and approve in real time, and the payroll clerk exports the data directly to Viewpoint.

“We’ve minimized errors substantially and gone from two payroll clerks to one, even with 400 people on our staff,” says Kuyt.

Labor accounts for about 75% of project expenses for Priestly. B2W provides visibility into those costs daily, before payroll has been processed by the accounting system. Kuyt says this helps to answer that key question *“How much did we spend yesterday?”*.







## Better Visibility and Smarter Moves

Priestly schedules, moves and maintains 1,500 individual pieces of equipment and attachments. B2W Schedule gives the dispatcher visibility of the entire fleet, including actual location of each unit.

Kuyt says the company now makes smarter moves, with Schedule providing insight into resource needs for each project and how the needs can best be met with equipment and attachments in close proximity to the job.

B2W Schedule also allows Priestly to dispatch employees based on their training, as all training records are maintained in the B2W system.





## More Information Means Less Downtime

Equipment uptime has increased since Priestly began using B2W Maintain. “Relying on phone calls and emails to manage maintenance was just not efficient,” says Kuyt. “Maintain gave us a more complete view of the maintenance volume, so we could optimize our staff.”

Creating repair requests in B2W Track and communicate them to B2W Maintain has also improved communication between the shop and the field, she adds. “Our shop has a clear understanding of what needs to happen and what parts and tools are needed before sending a mechanic to a site.”





# Enthusiastic Employee Adoption

“Putting iPads in the hands of field superintendents, foremen and mechanics, who previously reported hours and activities through other people or on paper has been a positive experience,” Kuyt says. She credits training and a focus on solving everyday challenges, as keys to employee buy-in.

“Encouraging feedback constantly from all users has helped us dive deeper into the software and find ways to use it that we may not have found otherwise. This curbs frustration. Our people know they are part of the solution and they’re not just waiting for someone to tell them what to do.”



A large-scale demolition project is shown. A tall excavator with a long boom is positioned on the right, reaching towards the top of a multi-story building. A large red banner with the 'PDI' logo and 'PRIESTLY DEMOLITION INC' text is draped across the middle of the building. The building's facade is partially removed, revealing the internal structure. In the foreground, there is a pile of debris and several workers in safety gear. The sky is clear and blue.

# A Force to be Wrecking With

Founded in 1971 and headquartered near Toronto, Priestly is one of the largest demolition and remediation specialists in Canada. The company relies on in-house expertise and a large, unique fleet of specialized equipment to provide innovative solutions to each project, including those requiring unusual resources or procedures.

- Demolition
- Excavation & Brownfield Remediation
- Hazardous Material Abatement
- Custom Concrete Crushing
- Asset Recovery & Salvage
- Emergency Response Service

The B2W Software ONE Platform

