

From 20% to 2% variance
with B2W Estimate





Introduction

EPCOR builds, owns and operates electrical, natural gas and water transmission and distribution networks, as well as water and wastewater treatment facilities and related infrastructure across Canada and the United States. The company provides essential utility services to more than 2 million residential and commercial customers.

For EPCOR's Distribution & Transmission and Technologies business units, estimating accuracy and efficiency is critical to delivering complex infrastructure projects on time and on budget. By replacing spreadsheets and disconnected tools with B2W Estimate, EPCOR transformed its estimating process—gaining speed, consistency and confidence across teams.

“ B2W Estimate is an elite product. We can bid in a fraction of the time, and the typical variance between our estimated and actual costs has gone from 20% to 2% in some circumstances.

- Jason Pettigrew, Manager, Estimating



Situation & Challenges

Prior to adopting B2W Estimate, EPCOR relied on spreadsheets and software not purpose-built for construction estimating.

This approach created several challenges:

- **Poor cost accuracy:** Actual project costs often varied by more than **20%** from estimates
- **Limited visibility:** Actuals were hard to track against estimates
- **Inefficient workflows:** Manual processes slowed estimating and strained resources
- **Inconsistent results:** Estimates varied significantly depending on who completed them

"We were utilizing spreadsheets and other software which wasn't designed for estimating," explains Pettigrew. "These methods were not very dependable and did not allow us to track our actuals vs. estimates very well."





The Solution: B2W Estimate

With a wide range of infrastructure work and estimators with varying levels of experience, EPCOR needed a solution that could standardize estimating, improve accuracy and make it easier for teams to produce reliable estimates quickly.

B2W Estimate provided EPCOR with a structured yet flexible estimating process, improving visibility, consistency and analytical insight across the organization.

Key Capabilities:

- **Customizable templates** that support diverse project types across engineering, power distribution, fiber optics, streetlighting, traffic and light rail
- **Side-by-side planned vs. actual cost visibility** to align estimating with field execution while jobs are underway
- **Detailed cost-code breakdowns** for granular tracking and post-project analysis
- **Intuitive, easy-to-use workflows** that support both experienced and entry-level estimators

"A main reason we chose B2W was the ability to customize for the wide variety of work we do," says Pettigrew. "A key selling point for us was that the B2W product allows an entry-level estimator to put together an estimate with minimal effort and time."



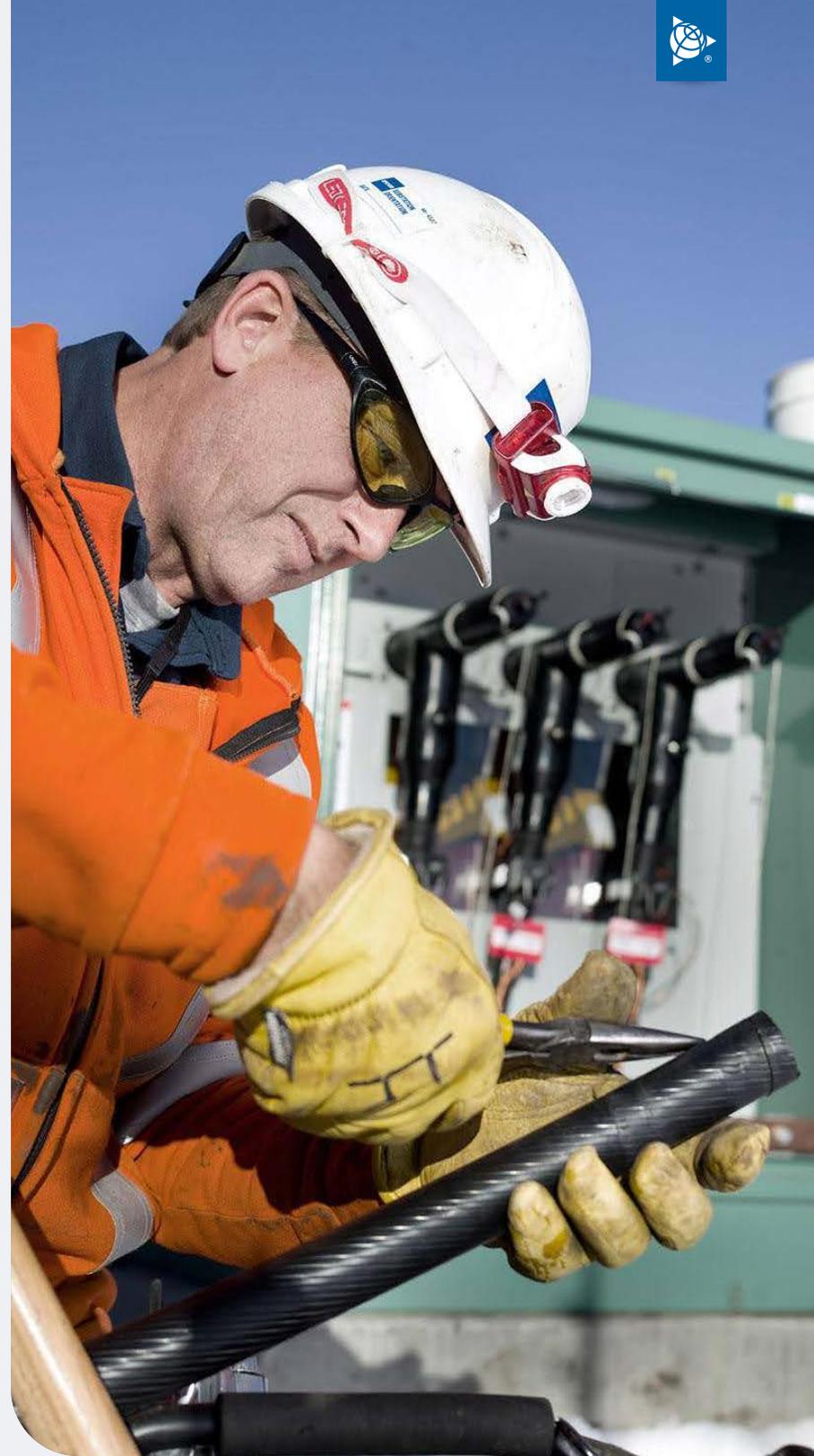


Adoption & Proof of Concept

To ensure success, EPCOR took a phased approach to rollout. Pettigrew and another estimator adopted the software first, before expanding it to additional users.

To validate the investment, the team re-estimated a previously completed project using B2W Estimate—without viewing the actual costs.

“That test came within 2% of the actuals, while the original estimate was off by more than 20%,” says Pettigrew. “That proof of concept made buy-in from senior management extremely easy.”





Real Results & ROI

Dramatically Improved Accuracy

With B2W Estimate, EPCOR reduced the variance between estimated and actual costs from over **20% to as low as 2%** on some projects, significantly improving financial predictability and confidence in bids.

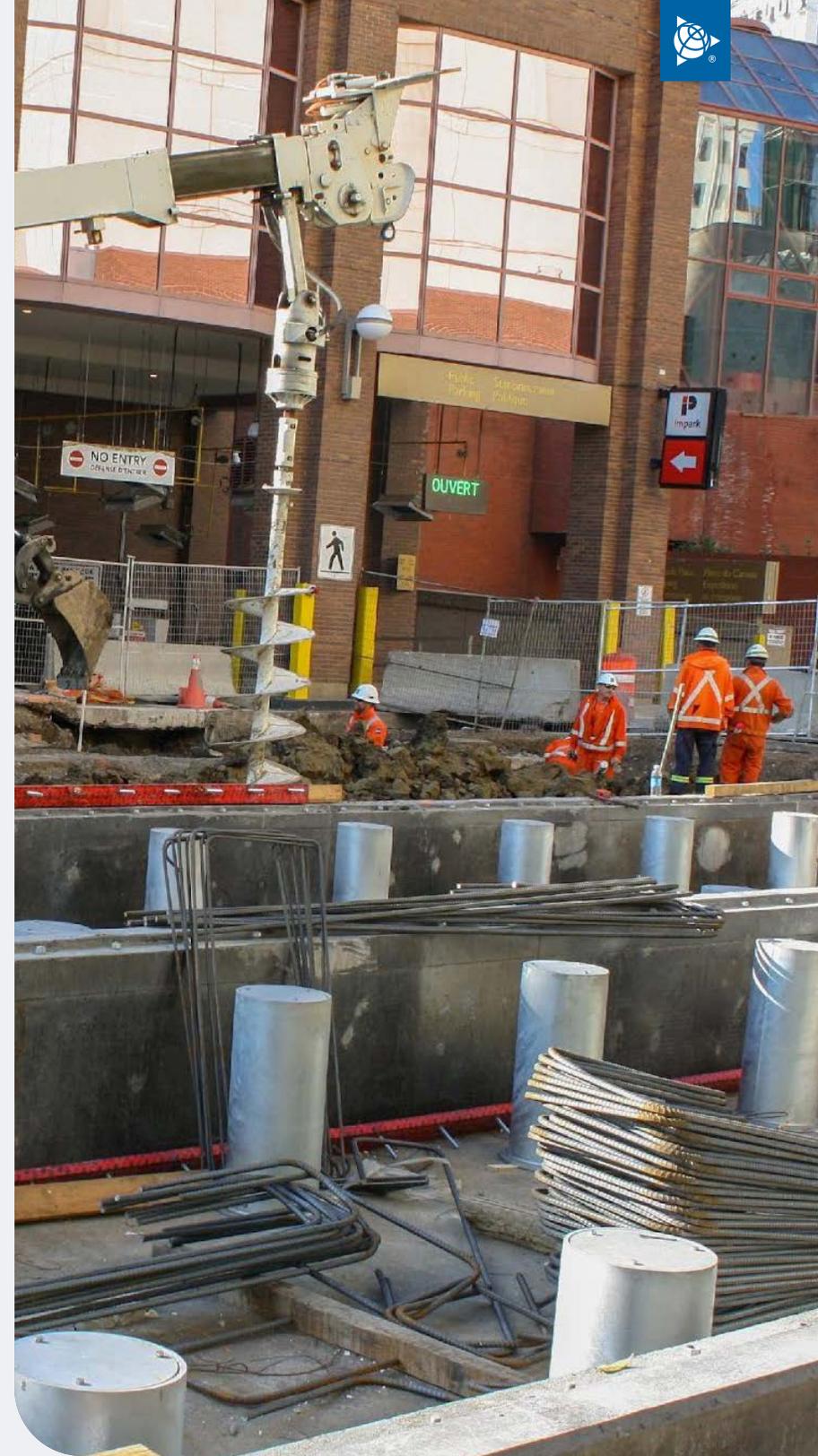
Faster Estimating, Better Use of Talent

The time savings were substantial. Pettigrew estimates that B2W Estimate has freed up the equivalent of **seven full-time employees**, allowing teams to focus more on project design and strategic work. Estimates are now completed much faster with consistent results across similar job types—regardless of estimator experience—reducing variability and enabling EPCOR to scale estimating with confidence.

“All of our users have confidence in their estimates and complete them in a fraction of the time it used to take,” he notes.

Stronger Field Alignment

Crews now have visibility into how jobs were bid, with real-time insight into planned versus actual costs—helping projects stay on track and within budget.



Conclusion

By replacing spreadsheets with B2W Estimate, EPCOR transformed estimating from a manual, inconsistent process into a strategic advantage. The organization now benefits from faster bids, dramatically improved accuracy, better analytics and stronger alignment between estimating and execution.

For EPCOR, B2W Estimate isn't just a tool—it's a foundation for smarter, more confident decision-making.

“This ability to analyze every facet of work that we do has allowed us to find many efficiencies that were overlooked in the past.”

- Jason Pettigrew, Manager, Estimating



Visit Trimble.com/B2W to learn more about how construction-specific software solutions can help lower your financial risk, streamline operations and increase your margins.

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Trimble is developing technology, software and services that drive the digital transformation of construction with solutions that span the entire architecture, engineering and construction (AEC) industry. Empowering teams across the construction lifecycle, Trimble's innovative approach improves coordination and collaboration between stakeholders, teams, phases and processes. Trimble's Connected Construction strategy gives users control of their operations with best-in-class solutions and a common data environment. By automating work and transforming workflows, Trimble is enabling construction professionals to improve productivity, quality, transparency, safety, sustainability and deliver each project with confidence. Visit Trimble.com to learn more about how construction-specific software solutions can help lower your financial risk, streamline operations and increase your margins.

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