



SOFTWARE

CASE STUDY JOSEPH MCCORMICK



- **Headquarters:**

Erie, PA

- **Work Types:**

Highway Construction,
Asphalt Manufacturing,
Excavating, Site Development,
Underground Utilities

- **Elements:** Estimate, Track

- **Client Since:** 1999

- **B2W User Conferences:** 2



Joseph McCormick Construction was one of the earliest adopters of B2W Software's solution for estimating and bidding. Today the highway construction specialist also exemplifies how the combination of B2W Estimate and B2W Track can unify workflows, drive efficiencies and protect tight margins.

Challenges

Excel spreadsheets and homemade calculations were the tools of the trade for creating bids at Joseph McCormick until volume growth and increasingly complex jobs exposed the limitations and prompted implementation of B2W Estimate. "We were growing quickly and needed better tools to organize our estimates and bid more efficiently," recalls vice president Joseph Hosey who oversees estimating and project management.

Several years later, reliance on an accounting system for analysis of field data was creating similar, profit threatening constraints and delays. "We needed to measure job progress and budgets in real time - not one or two weeks later, when the information made it to the accounting reports and it was too late to respond," Hosey adds. "That requirement and the opportunity to link seamlessly with Estimate led us to add B2W Track."

B2W Solutions

"Without a doubt, B2W Estimate allows us to bid more jobs - and more complex jobs - with a fairly small estimating staff," Hosey contends. "Large, cumbersome bids are easy to organize, we can analyze subcontractor and vendor quotes efficiently, and we have the flexibility to construct bids that are very detailed or very simple, depending on the requirements," he explains. "We bid more jobs in a fraction of the time and effort it would take otherwise."

Joseph McCormick models costs and reproduces them from bid to bid with Estimate, even when base conditions change. The reliability and repeatability allows estimators to focus on bid and markup strategies that yield higher profits and more wins.



SOFTWARE



Subcontracted asphalt pavement construction of all roads and parking lots for Independence Excavating.



Major roadway, traffic signal, drainage and utility improvements to SR 97 and I-90 for Presque Isle Downs and Casino.

CONTACT US

Founded in 1993, B2W Software, Inc. is a leading provider of enterprise-level construction management solutions for the heavy construction industry. For more information, visit www.b2wsoftware.com or contact B2W Software Sales at (800) 336-3808.

Estimators at Joseph McCormick multitask, handling project management as well. B2W Track compiles data automatically from their bids, streamlines the capture of field data, and provides a powerful tool for comparing the two. Unified and real-time are the operative concepts. Actual progress is analyzed against budget on a daily basis, allowing immediate adjustments of crews, equipment and materials to keep jobs on budget.

Hosey say B2W Track gives the company a higher level of confidence in both project execution and bidding. He equates the capabilities with getting a report card on a daily basis. "Sometimes it's good and other times it's not, but without that data, a job could fail without us knowing it until we invoiced it," he explains. "We have very tight budgets that we manage successfully, and the actual job data flow back to our estimating process, allowing us to be more competitive in our bids. The completed jobs can be referenced to gauge what is profitable and what is not."

Support

Joseph McCormick Construction came into B2W Estimate on the ground floor, when it was one of the only Windows-based systems available. "We liked the workflow and layout, it was very intuitive to use, and those remain key advantages," according to Hosey. "I've personally trained half a dozen colleagues, and they pick it up very fast."

That ease of use limits reliance on B2W support. When it is required - typically for help with taking advantage of a new upgrade to the software - the responsiveness is exceptional. "The support team is extremely helpful and accommodating - far better than we've ever experienced in the software sector," Hosey confirms.

THE B2W SOFTWARE ADVANTAGE

Designed and built on the ONE (Operational Networked Elements) platform, B2W is the first and only suite of construction management solutions that puts everyone in your company—from managers in the office to foremen in the field—on the same page at the same time. Separately or as one unified suite, B2W Estimate (estimating & bidding), B2W Track (field tracking & analysis), B2W Dispatch (resource management & dispatching) and B2W Maintain (equipment maintenance & repair management) offer:

- Increased operational efficiencies and accuracy for more profitable jobs
- One operational database for single point data entry that enables instant cross module resource visibility and collaboration
- Operational control through real-time dashboards with easy drill downs
- Comprehensive integration with all major accounting software packages
- Advanced capabilities between the field and the office via tablet application
- Intuitive user interface for streamlined estimating, bidding, logistics, field operations and maintenance