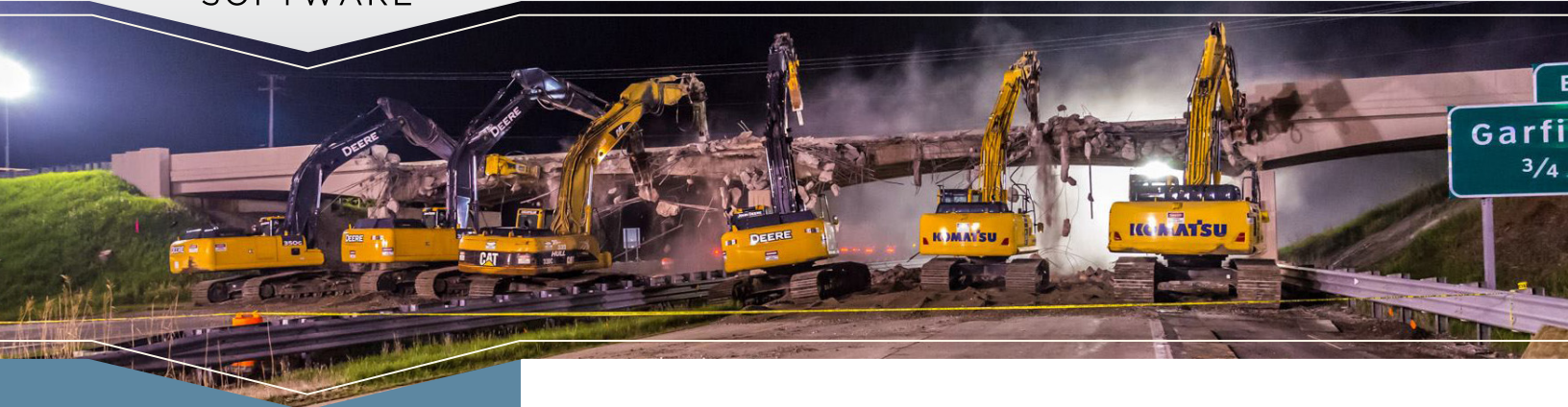




SOFTWARE

CASE STUDY C.A. HULL



- **Headquarters:**

Walled Lake, Michigan

- **Work Types:**

Bridge Construction,
Heavy Civil

- **Elements:** Estimate, Track,

Dispatch, Maintain

- **Client Since:** 2000

- **B2W User Conferences:** 8



Located in Walled Lake, Michigan, C.A. Hull specializes in full-service bridge construction and rehabilitation and complementary heavy civil capabilities. Being a progressive company that always strives for excellence, C.A. Hull sought out the most effective, streamlined software solution for its estimating and operations processes. The search ended with B2W.

The company began its initial experience with B2W Estimate and throughout the years, implemented additional field tracking, dispatch and equipment maintenance elements that comprise the B2W Software ONE (Operational Networked Elements) Platform.

Vice president Dave Turner says that, although there are always some field personnel that are more comfortable with a paper-based process, most employees quickly embraced the new platform using familiar laptops and tablets. In fact, one of the most impressive aspects of the platform, is not contained within the software code, but registered from the comments of C.A. Hull employees using it on a daily basis.

“It’s sometimes difficult for the field personnel to accept different processes and use new software,” says Turner. “But after using B2W, their reaction was unexpected – they found it easy to use from the start. We were not used to this sudden, positive response when introducing new technology.”

Through the use of B2W Track, Maintain and Dispatch, C.A. Hull leverages a single operational database and data entry point. This unified process improved efficiency by eliminating the inaccurate data collection while also providing the added benefit of visibility to data in real time for better decision making. Often, according to Turner, the company is dealing with



SOFTWARE



C.A. Hull specializes in full-service bridge construction and rehabilitation, along with other civil capabilities that complement its bridge work.

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.

50 labor task codes, and ten of those codes make up 80% of the job they need to concentrate on.

“With B2W Track, we receive more accurate and timely information to adjust our operations. The real-time data provides us the ability to adjust work items anytime and have the field personnel review and react to situations before it’s too late,” Turner states. Along with daily reports covering equipment hours and labor production quantities, The B2W Software field tracking element provides remote time card entry and payroll integration with C.A. Hull’s Viewpoint accounting system.

B2W Track also enables C.A. Hull to establish consistent units of measurement. With this information, estimators can view historical information and apply it to future bids, allowing them to mitigate risks and become more competitive.

Turner says B2W Estimate is a well-organized, logical platform and has been an integral part in helping the company standardize the entire estimating process. In addition, B2W Estimate allows applicable data to be integrated directly into the Viewpoint accounting system for job budgeting – a process that otherwise would take days to complete but is now accomplished within hours.

C.A. Hull employees across the enterprise access all or part of the suite of B2W Software elements – according to their customized credentials – from desktops or mobile devices. They can then input and update logistics and information as well as receive full reports and alerts.

Turner says B2W Maintain is used daily to manage equipment repair requests, preventive maintenance and the scheduling of work orders. The company is looking forward to using a new telematics communication system with B2W Maintain, which B2W Software is integrating with Earthwave Technologies. This new feature advances how companies extract and use a wide range of data directly from the equipment itself.

Rounding out the full suite of B2W Software elements, C.A. Hull has implemented B2W Dispatch. Jobs are all viewed via a central, online job board, allowing management and field personnel to see equipment and material requests as well as availability and location.

From being able to create more competitive estimates with accurate data, to streamlining operations processes and advancing real-time, data-driven analytics; the benefits from using B2W Software’s full suite of ONE Platform elements are apparent throughout C.A. Hull’s entire organization.