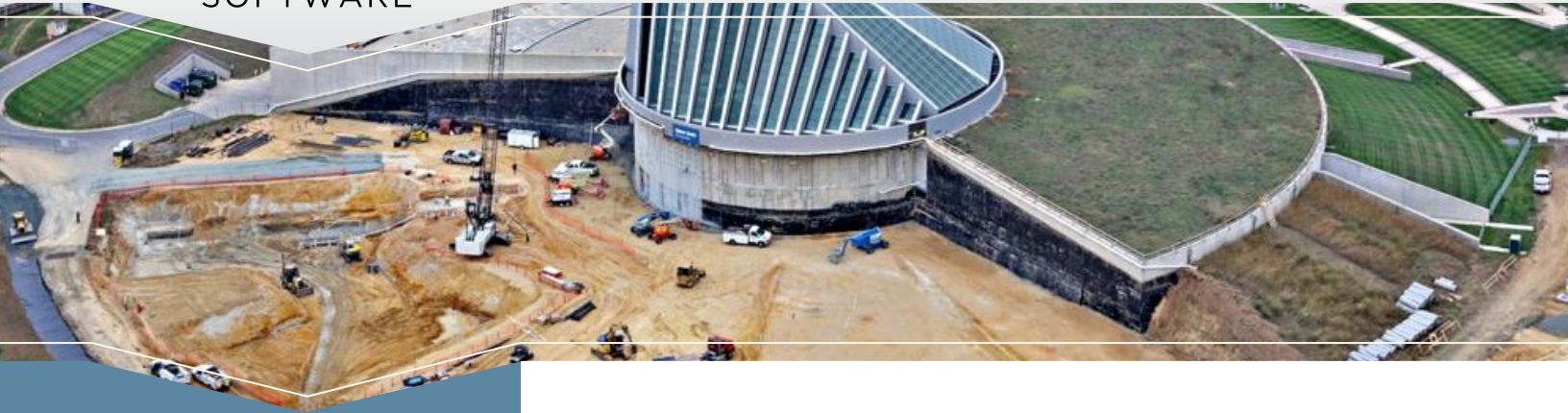




SOFTWARE

CASE STUDY W.C. SPRATT



- **Headquarters:**

Fredericksburg, Virginia

- **Work Types:**

Site Development, Highway
Construction, Underground
Utilities

- **Elements:** Estimate, Track,

Dispatch, Maintain

- **Client Since:** 2002

- **B2W User Conferences:** 7



www.wcsprattinc.com

One of the earliest adopters of B2W Software's estimating solution is now one of the strongest proponents of the B2W ONE Platform of unified elements for estimating and operations. "We definitely see an advantage in a suite covering the full estimating and operations workflow, with elements that communicate seamlessly with each other," says Doug Tait, president of W.C. Spratt. The employee-owned sitework contractor has been a prominent force in the Fredericksburg, Virginia region since completing the city's water reservoir and treatment plant in 1927.

Challenges

Tait's patience with errors, delays and added effort inherent in estimating with spreadsheets had reached its end when he took a chance on a relatively new estimating software then called BID2WIN. "Estimate has evolved continuously, has everything we need and is easy to use on top of that," says Tait. "I don't know of any other system that can offer that."

The positive experience – combined with similar challenges with manual, in-house systems that W.C. Spratt was using for operations – prompted the addition of B2W Track, Dispatch and Maintain in succession as those products were developed. Having been promised many things by software developers in the past, the company did plenty of research before signing on as a beta tester for each element. "Each B2W solution has impressive stand-alone features, and the fact that they talk to each other and share a common operational database was an added incentive," he explains.

B2W Solutions

Tait insists he is only exaggerating slightly when he speculates about life without B2W Estimate. "At this point, I'm not sure how we would survive without it – I think we might have to close our doors," he says. Estimating speed, ease of use and standardization have been key benefits, along

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BID2WIN SOFTWARE INC.
ENTERPRISE-CLASS CONSTRUCTION SOLUTIONS



SOFTWARE



National Marine Corps Museum Expansion - Site grading and utilities for 125,000 square foot expansion to Marine Corps Museum in Quantico.



Over the years, W.C. Spratt has installed hundreds of miles of roads, water and sewer utility work in Virginia at MCCDC Quantico, NSWCDD Dahlgren, Fort AP Hill, Jamestown, Yorktown, Charlottesville, Petersburg, Fredericksburg, also in Stafford, Spotsylvania, King George and Prince William counties.

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.

with global edits and the extensive reporting and analysis capabilities. Tait notes that the system does not slow down, regardless of how many people are using it simultaneously.

"I'm two clicks away from everything I need to see to get my job done," he adds. "The whole program makes everything so efficient and supports the timeline we need to work within."

W.C. Spratt followed Estimate with B2W Track, replacing an in-house field tracking tool that Tait says was not robust enough and lacked advanced reporting and a connection with estimates. "They call it Track for a good reason," he says. "We can capture what happens in the field, report it on a daily basis and evaluate it relative to the estimate."

B2W Dispatch came next, delivering a job board and mapping features that give the company a comprehensive view of its job sites and the benefit of seeing everything all at once, according to Tait.

B2W Maintain rounds out the ONE Platform at W.C. Spratt. The company uses the maintenance management program, including a centralized database for equipment-related information, to drive preventive maintenance and minimize downtime for 130 assets. "With Maintain, we know when services are due and we can execute the work more efficiently," according to Tait.

"The link between Track and Maintain is a good example of the unified B2W platform," Tait adds. "We use Track in the field to make repair requests that go automatically into Maintain. Everyone has instant visibility, and there are no delays, errors or uncertainties in the process."

Support

Tait knew little about B2W, its team or its products when he first explored the estimating solution. "They gave me an excellent demo but, more importantly, they listened to what contractors like us would ideally like in an estimating program, and they went on to implement those suggestions," he recalls. "There's a lot to be said for that."

That close interaction between user and developer continued with the following B2W elements and has remained a defining factor in his company's ongoing satisfaction with the ONE Platform.

"The team at B2W is exceptionally responsive and always a pleasure to work with," Tait concludes. "We've truly been able to collaborate in developing each element according to our needs, the learning curves have been minimal, and we know that support is only a phone call away when we need it."