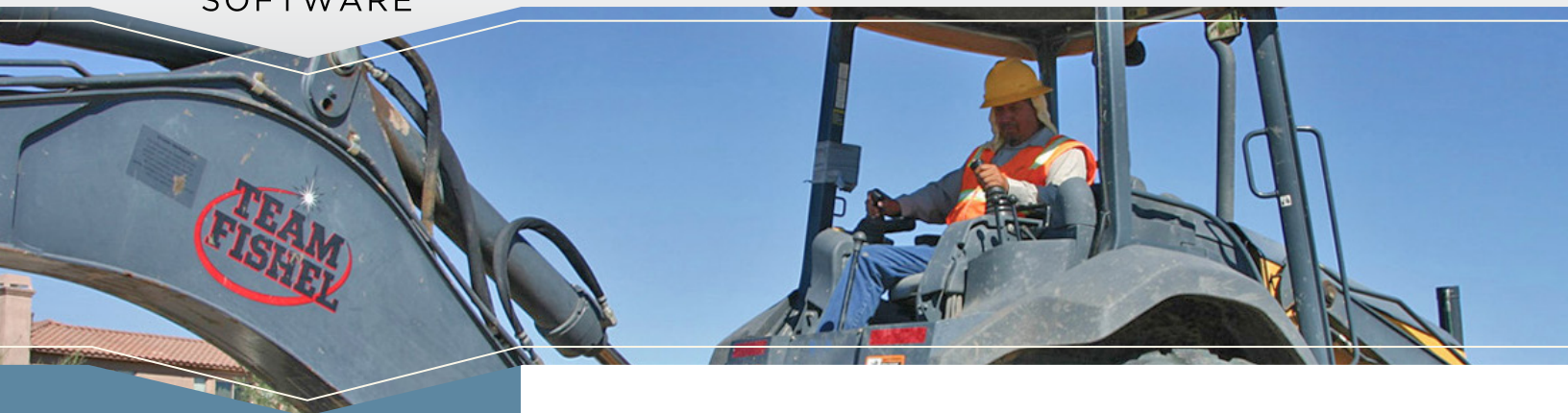




SOFTWARE

CASE STUDY TEAM FISHEL



- **Headquarters:**

Columbus, OH

- **Work Types:**

Electric, Gas and

Communications Infrastructure;

Network Installation

- **Elements:** Estimate

- **Client Since:** 2005

- **B2W User Conferences:** 9



Team Fishel relies on B2W Estimate to standardize estimating across 28 offices in 13 different states and to deliver flexibility and powerful features that accommodate an equally expansive scope of projects.

Challenges

Whether aerial, underground or even inside buildings, utility and communication distribution networks are the specialty of Team Fishel. Crews design and construct projects from California to Florida to Ohio for telecommunications, cable TV, gas and electric utilities as well as municipalities, government agencies, universities, commercial building owners, and residential real estate developers. The client list ranges from Centurylink to Columbia Gas to Dominion Virginia Power.

Team Fishel first implemented B2W Estimate in 2005 after previously using HCSS. The B2W Estimate system provided much greater flexibility for estimators while still allowing Team Fishel to standardize its bid and estimating process across multiple divisions and support 125 estimators.

B2W Solutions

With Team Fishel estimators working out of multiple divisions and locations nationwide, project manager Bryan Theobald emphasizes that the single, unified B2W Estimate database for resources, crews and tasks is a huge advantage. "This allows us to standardize the bidding process company wide, saving time and gaining accuracy," he says. "Our vice presidents and reviewers benefit tremendously from seeing all the bids in a familiar, consistent format." Item templates are also a significant time saver, and estimators frequently pull templates from previous bids to get a head start on new ones.

Team Fishel has steadily scaled up its use of Estimate, adding licenses to accommodate its growth and its acquisition or establishment of new sites. Acceptance has been smooth throughout the company, according to Theobald. His responsibility for training colleagues on the software has given him first-hand experience. "We like the fact that anyone with even



SOFTWARE



Long Haul Fiber Project for AT&T in Blythe, CA.



Electric Power Transmission Services

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.

basic computer skills can pick it up quickly," he explains. "The software is also prevalent throughout the industry, and we've brought in new estimators that already had experience with it at their previous companies."

The flexibility of B2W Estimate is also a key feature, due to the diverse array of projects completed by Team Fishel. The company has even adapted the software for bidding on interior network installations in commercial buildings, creating a separate database for the specialized nature of that work. "Even a few die-hard spreadsheet supporters we had in that division were won over by Estimate," Theobald jokes.

Support

With a long track record with Estimate, Team Fishel has developed a strong working relationship with team B2W. "I can't say one bad thing about the support," Theobald says. "Whether we have a small issue or a more involved question, we typically send an e-mail and get a call back within five minutes. Knowing the people on the other end of the line on a first-name basis helps too."

Theobald also likes the B2W Software approach of introducing updates at a pace he calls "just right" while maintaining continuity in the basic architecture of the Estimate platform. His team adopts at least half of the new features in each update, and even minor enhancements are appreciated. "Each one makes our jobs a little bit easier, and collectively they keep us in synch with the latest technology and allow us to continually improve our performance," he adds.

"B2W Users Conferences are also excellent events to see what is coming up next, to learn what other companies are doing with Estimate, and to keep in touch with B2W," he concludes.

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