

# CLIENTProfile



**Mike Chaney, owner of this Texas site and civil contractor, comments on:**

- Replacing spreadsheets and paper for field tracking
- Collecting more accurate field data
- Accessing and using that data immediately
- A unified approach with B2W Estimate and B2W Track



## Now There's a Scoreboard

*B2W Track gives us a scoreboard showing where we stand versus the estimate and compared to where we planned to be at a given time on a project. Previously, we didn't see numbers for work we completed, labor or*

*materials for a month. Now, we can review weekly or even daily. Just like in sports, if you don't have a scoreboard, you don't really know if you're winning.*



## Accuracy & Accountability

*Capturing data in the field is far easier with the electronic log. That saves our foremen a lot of time. More importantly, the data is much more detailed and accurate. They record it immediately, while it's fresh in their minds.*

*When you try to enter hours or quantities at the end of the day or the week, it's tough to recall and get it right. There can be some guessing or pencil whipping that diminishes the accuracy.*





## Data Designed for the Field

*We don't need field reporting to be accurate to the penny. That's what our accounting system is for. B2W Track gives us numbers that are very close, but with more immediacy and a streamlined format designed for our*

*teams in the field. They can get at the reporting data quickly and make operational adjustments before it's too late to impact project outcomes.*



SOFTWARE

## B2W Estimate & B2W Track

*Moving information between B2W Estimate and Track is seamless. Bids can require many more cost items than we need to track in the field. B2W Estimate allows that detail, but B2W Track makes it easy to then consolidate the*

*number of tracking accounts used in the field. We got rid of miniscule, tedious reporting details that were not providing benefits in the field. That increased reporting efficiency and eliminated a lot of the coding errors we dealt with in the past.*





## Excited to Make the Switch

*Ease of use made implementing B2W Track relatively easy. Culturally, some of our guys aren't everyday users of technology and computers. Like at most construction companies, they tend to be more hands on. B2W Track was a little*

*daunting to some at first, but they were receptive to the obvious fact that it makes their days easier and makes them more effective. The exchange of data has also created more synergy between the field and the office.*



SOFTWARE

## Super Support from B2W

*I can't say enough about B2W customer service. They were super professional through the whole process, from implementation to training and support. They stayed on top of everything and kept us on top of everything. We opted*


*to go with remote, online training to get started with B2W Track, and we will have their trainer come down for some in-person training to expand our expertise once we get more experience with the software.*





## Round Rock, TX


- Residential and Commercial Excavation
- Roadwork and Paving
- Pad Construction and Site Concrete
- Pipeline Construction
- Drainage Systems and Erosion Control
- Water and Wastewater Systems
- Dry Utilities



**PRODUCT** 5:26

VIDEO

Introduction to B2W  
Track: Field  
Performance Tracking  
& Analysis



**CUSTOMER** 2:59

VIDEO

Lancaster  
Development: B2W  
Estimate and Track  
Work Together

