

CLIENT *Profile*



"It's hard to replace something that's not broken, but as we implemented B2W solutions, we realized how much we could improve."



B2W
ESTIMATE



B2W
TRACK



B2W
MAINTAIN



SOFTWARE

ONE Platform drives collaboration



"Communication between the field and office, and field and shop, is so critically important but can be so easily broken, because everyone is doing their respective work.

The B2W platform is a facilitator: it provides the technology and communication tools to help us work together as a team."



BRANDIE MEISNER
Chief Financial Officer



SOFTWARE

Compelling reasons to switch to B2W Estimate

Satisfied with estimating software, but deficiencies became apparent after seeing the functionality and ease-of-use advantages of B2W

Previous supplier acquired by larger, accounting company:

- Drop in responsiveness
- Shift in focus away from heavy construction

Added value of a unified platform approach

- Estimate
- Track
- Maintain



A more robust field tracking solution



- ❑ Access to field performance data daily
- ❑ B2W Estimate and Track combination gives foremen and field crews complete visibility into daily work items
- ❑ B2W Track complements B2W Maintain, allowing full benefits of the maintenance software



Accounting integration was essential

Before...

A dreaded, day-long Monday ritual, with 2 or 3 employees entering field and payroll data manually

After...

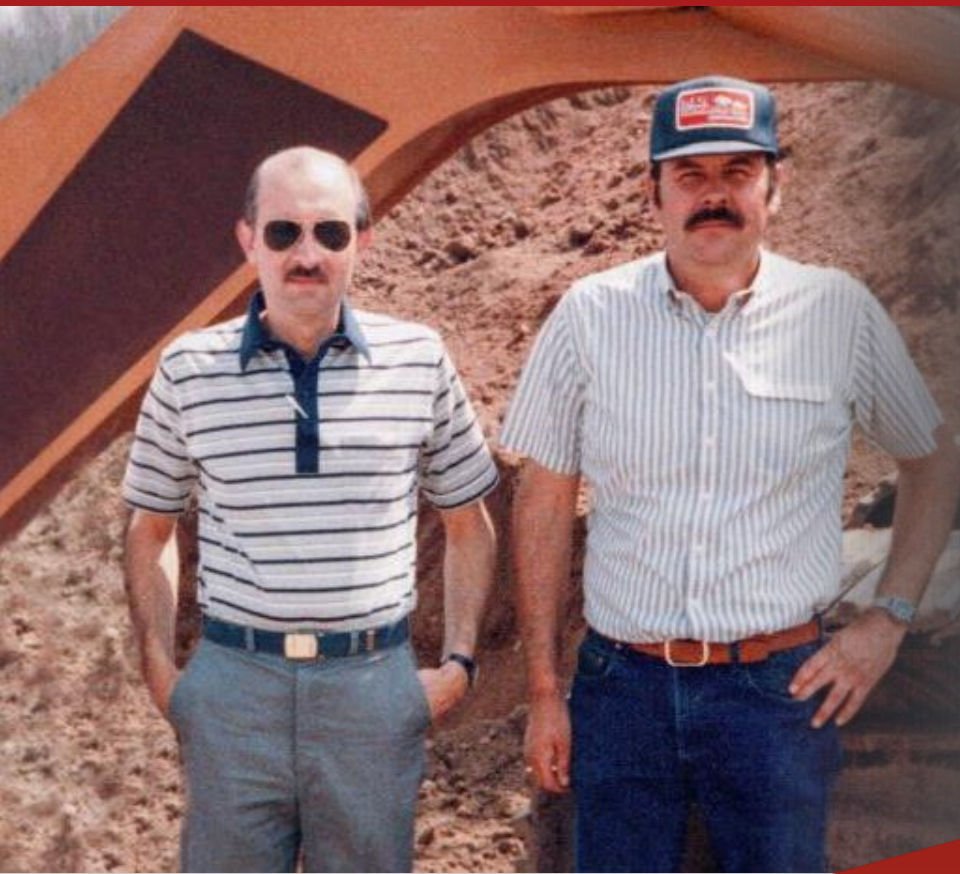
Data flows directly from the B2W elements, with only minor validation required



“The smooth B2W integration with Foundation was an essential requirement. We’re gaining so much time, and the foremen are taking more ownership of the process and gaining a greater appreciation for what goes into job costing and accounting.”



Maintenance: supplementing personal expertise



A mechanic by trade, co-founder Mark Nowicki makes it a personal mission to keep the fleet in top condition. His expertise remains critical, and B2W Maintain is allowing a smooth transition to a more automated, systematic solution to help the next generation manage a growing fleet.

“People, with the help of equipment, make our company successful, but we realize there is no way we can be competitive without software to optimize both.”



SOFTWARE

A more motivated and committed team



“Our teams bought into the software immediately. While it makes it easier for them to do their specific jobs, it also provides them with real-time visibility of the jobsite and progress towards completion. They can readily see how their work, both individually and as a crew, fits into the bigger picture, and that creates an enhanced team environment.”



M&M
EXCAVATING



Gaylord, Michigan

- Site Development
- Highway & Road Construction
- Underground Utilities
- Waste Water Treatment Plants
- Landfills

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