

Four Winds Casino – New Buffalo, Michigan  
-Over 31,000 lineal feet of pipe installed  
-Grading improvements on over 100 acres



# HOFFMAN BROS. INC.

## EXCAVATING CONTRACTORS

### BATTLE CREEK, MICH.

#### HOFFMAN BROS., INC. SEES A SIGNIFICANT RETURN ON INVESTMENT WITH BUILD2WIN

WHEN ED AND HOLLIS HOFFMAN founded a small excavation business six decades ago, they began by digging basements in 1947 during the post-war construction boom. Today, the brothers' small business has expanded to become one of Michigan's leading excavation companies, with services including road, highway and airport construction, underground utilities and sitework.



W.K. Kellogg Airport – Battle Creek, Michigan  
-Preliminary earthwork for a proposed parallel runway  
-185,000 cubic yards of earth moved

As an organization that employs over 100 construction professionals, and owns and operates over 100 pieces of equipment, Hoffman Bros., Inc. knows the importance of productivity. So when the company realized that they needed a new solution to track costs in the field, they knew they required one that would

save time and reduce the potential for errors by eliminating redundant data entry by field supervisors and accounting personnel.

Employees had been using a combination of manual forms and custom Excel spreadsheets for field tracking, a system that made collection and interpretation of data time consuming and inaccurate. Jesse Pero, who had spearheaded the implementation of BID2WIN Estimating & Bidding at Hoffman Bros. three years ago, was impressed by BID2WIN Software's new field tracking solution, BUILD2WIN.

"We attended User Conference 2008 to gain as much information as possible," says Pero, where they learned that BUILD2WIN's sophisticated analysis tools would give Hoffman Bros. both a big picture overview of the performance of all jobs, as well as a way to quickly drill down to get specific details for a particular job. Plus, seamless integration with both BID2WIN Estimating & Bidding and the company's accounting software made BUILD2WIN a front runner in Hoffman Bros.' search for a new solution.

"We looked at other systems that only did part of what we needed," says Pero. "BUILD2WIN brought everything we had been looking for together in one package."

Hoffman Bros. purchased BUILD2WIN in January of 2008 and experienced a smooth transition, thanks to BUILD2WIN's easy

to use, browser-based interface. “BUILD2WIN is very comprehensive, and user friendly at the same time,” explains Pero.

“WE INTRODUCED IT TO SOME OF OUR SUPERVISORS WHO HAD ZERO COMPUTER EXPERIENCE—THEY WERE ABLE TO LEARN THE SOFTWARE AND BEGIN USING IT WITH VERY MINIMAL TRAINING.”

“BUILD2WIN’s tracking accounts are essential to our business,” he continues. “Think of the tracking accounts as ‘bid items’ in a unit price contract. We now know what quantities are completed, as well as when and where they were completed on the project.” Critical field data is now available in real time, giving field and office personnel the confidence and speed to manage projects proactively.

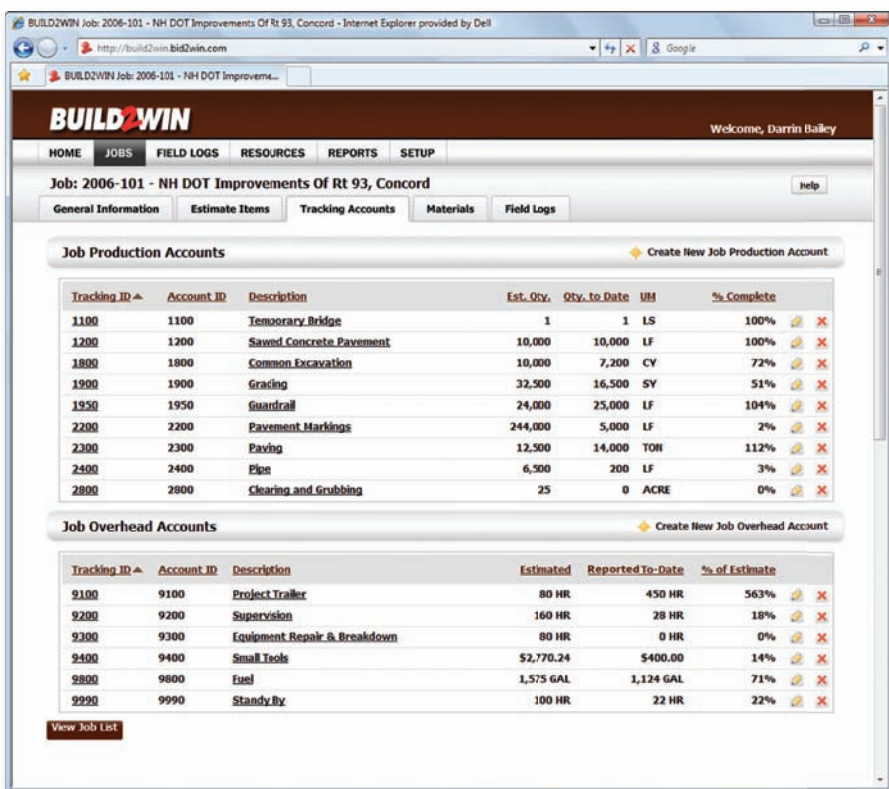


Figure 1 – In the Tracking Accounts tab, lists of tracking accounts are created automatically when a job is transferred from BID2WIN, using job cost IDs in the BID2WIN estimate.

Almost a year later, Hoffman Bros. sees a significant return on their investment simply by eliminating supervisors’ travel time to and from the office. Pero explains,

“WITH BUILD2WIN, EVERYTHING—INCLUDING PAYROLL INFORMATION—IS AUTOMATICALLY AVAILABLE AT THE HOME OFFICE. THIS KEEPS OUR GUYS ON THE JOB WHERE WE NEED THEM.”

Plus, Hoffman Bros. can quickly and easily transfer job production quantities and hours to their accounting system, AMSI StarBuilder. The process of transferring field logs to payroll literally takes only seconds, says Pero, saving the company about two full days of data entry each week. Plus, BUILD2WIN eliminates the paper trail at Hoffman Bros., and the potential for errors that comes with it.



Cedar Street – Holt, Michigan  
-Road reconstruction

## CLIENT PROFILE

### COMPANY

HOFFMAN BROS., INC.

### LOCATION

BATTLE CREEK, MI

### TYPE OF WORK

HEAVY HIGHWAY, UTILITY, SITEWORK

### YEARS WITH BID2WIN SOFTWARE

THREE

### CURRENT PRODUCTS

BID2WIN – ENTERPRISE EDITION  
BUILD2WIN

### USER CONFERENCES

2009 – BONITA SPRINGS, FLORIDA!  
2008 – SAN DIEGO, CALIFORNIA