

HUBBELL, INC. IMPROVES PROJECT TRACKING WITH BUILD2WIN

Since 1848, Hubbell Inc. has been committed to preserving the beautiful natural resources of the Catskill Mountain region, while fulfilling the needs and dreams of their clients through exceptional excavation, site development and road building services.



In 2008, Hubbell realized that they needed a better way to track job costs in the field. They turned to their estimating and bidding solution provider, BID2WIN Software Inc.—whose new, browser-based field tracking system would integrate seamlessly with BID2WIN, the estimating and bidding solution already in place at Hubbell.

Hubbell purchased BUILD2WIN Field Tracking in July, and the company has been experiencing positive results ever since. Estimator and project manager Ron O'Connor explains, "The biggest advantage of using BUILD2WIN is knowing the percent complete and cost to date on a project. We always know exactly what task we are making or losing money on."

O'Connor especially appreciates having all related job and cost information in one central location, with the ability to drill down into a task to see labor hours and cost, equipment hours and cost, materials and subcontractors—and compare them against the original estimate.

Plus, BUILD2WIN integrates with Hubbell's accounting system, Timberline accounting. This allows employees, like O'Connor, to find data quickly, in one place—without having to go through many reports in the accounting system, as they had done in the past.

"IT IS A HUGE ADVANTAGE TO HAVE ALL OF THE TRACKING DATA IN BUILD2WIN AT A MOMENT'S NOTICE," EXPLAINS O'CONNOR. "WE FEEL THAT WE HAVE A BETTER HANDLE ON HOW ARE PROJECTS ARE DOING ON A DAILY BASIS—BUILD2WIN HAS GREATLY IMPROVED OUR TRACKING ABILITY."

To learn more about Hubbell, Inc. visit www.hubbells.com

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