

EARLY ADOPTER R & R CONTRACTING FINDS SUCCESS WITH BUILD2WIN

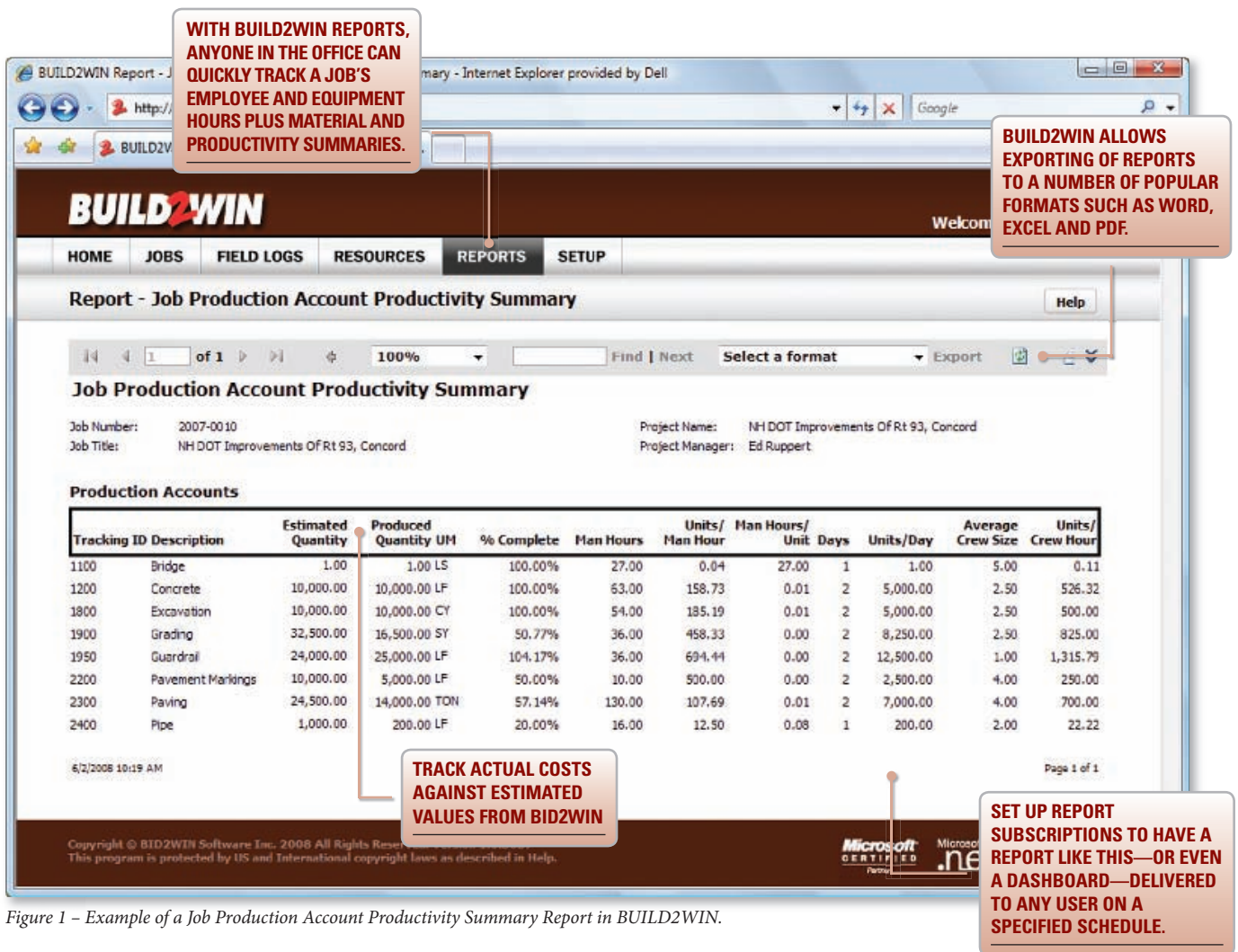


Figure 1 – Example of a Job Production Account Productivity Summary Report in BUILD2WIN.



R & R Contracting, a railroad contractor with locations in North Dakota, Louisiana, Mississippi and Minnesota, completes over 200 jobs per year—which include railroad construction, design, maintenance and repair, as well as rail removal, re-railing and other emergency jobs. When the company realized that they needed a better way to track the progress being made at their job sites, they turned to BID2WIN Software. As a long time BID2WIN Estimating and Bidding user, the team at R & R Contracting was certain that BID2WIN Software's new field

tracking solution would allow them to better track productivity, and the company became one of the first to purchase and implement BUILD2WIN Field Tracking.

Before purchasing BUILD2WIN, foremen at R & R Contracting would fill out their daily paperwork by hand, including time sheets and equipment reports, and then fax that information back to the office on a weekly basis. Material usage and daily productivity reports were handled separately—which was not only time consuming, but inaccurate. In order for the company to grow, they needed a more efficient and more accurate system to track labor, equipment, materials, overhead and most importantly, productivity.

One of the biggest advantages that R & R Contracting has enjoyed since implementing BUILD2WIN is that anyone in the office can see what is going on at a job site, without having to

R & R Contracting has also taken advantage of BUILD2WIN's export tools, reporting that the estimate detail export from BID2WIN to BUILD2WIN works flawlessly. Customer Services Manager Jeff Pankratz explains the process;

“THE ENTIRE COST STRUCTURE FROM AN AWARDED BID2WIN ESTIMATE IS SENT DIRECTLY INTO BUILD2WIN, WITHOUT BOGGING YOU DOWN IN A CUMBERSOME EXPORT/IMPORT PROCESS.”

“Leveraging estimate data in this fashion eliminates redundant data entry, saving you time, money and frustration.” Plus,



physically go to that site—a big advantage for a company that has seen tremendous recent growth. Kristin Sharp at R & R explains,

“WE ARE ABLE TO SEE OUR CREW’S DAILY PRODUCTION, AND ARE FINDING IT MUCH EASIER TO TRACK OUR EQUIPMENT.”

Bruce Kopp with R & R states, “BUILD2WIN allows us to monitor key performance measures throughout the entire job.”

Currently, R & R Contracting has eight foremen using BUILD2WIN, and the transition from paperwork to computer work has been very well received. Sharp relays, “Our foremen enjoy the fact that each day’s information is right at their fingertips, instead of in a pile of papers.” Plus, BUILD2WIN’s straightforward, browser-based interface makes the program very easy to use—the company actually only needed one day of training to get their foremen up and running.



American Crystal Sugar Company Project in Hillsboro, ND

this powerful level of integration between BID2WIN and BUILD2WIN allows management to track actual costs against estimated values, providing an opportunity to find and address problems before the profitability of a project is jeopardized (see **Figure 1**).

As R & R Contracting continues to grow as a company, the size of their contracts is increasing too—but they know that no job detail will go untracked, thanks to BUILD2WIN.