



GBC Construction Increases Bid Production and Decreases Costs with ProEst Estimating Software

The Challenge

GBC Construction is a large, California-based commercial concrete and masonry contractor with 150+ employees and annual revenues in the \$25M (and growing) range. The company's three estimators currently produce 350-400 estimates each year and rely heavily on ProEst Estimating software from Construction Management Software (CMS) to manage their workload. But this wasn't always the case.

Five years ago, the company used Quest estimating software. "Quest is a pretty good program," Jeff Daniel, GBC's sales/estimating manager, explains, "but we had some issues with it and it wasn't very user-friendly. The reports were so hard to read that we couldn't make sense of the information. Plus, Quest has pre-set math formulas and we couldn't manipulate those formulas to create custom calculations."

So GBC set out to find a better estimating solution.

The Solution

The president of GBC got his first look at ProEst Estimating at an industry trade show. Back at the office, an online demonstration of ProEst was all it took to convince the estimating team that this was the solution they were looking for and GBC quickly made the decision to move forward with ProEst.

GBC's initial setup of ProEst was fast and easy – thanks to ProEst. "We told ProEst what we wanted to do and how we wanted our formulas to calculate," says Daniel. "Within a couple of hours, they completed the setup including our custom formulas."

ProEst also designed a custom report for GBC's field team that states how many labor hours are allocated to complete each phase of a job and how much money was in the budget for materials. "The report is very accurate and easy to read,"

At-A-Glance

Company:

GBC Construction
Location: Lake Elsinore, CA
Industry: Commercial Concrete and Masonry Construction
Employees: 150+
Annual Revenues: approx. \$25M
Estimates: 350-400 each year

Challenge:

Find a more user-friendly and customizable solution to replace their Quest estimating software.

Solution:

ProEst Estimating and digitizer software with custom calculations and reports to meet GBC's specific estimating needs.

Results:

- > Nearly doubled estimating output without increasing expenses
- > Increased efficiency reduces administrative overhead and divisional costs by 18%
- > Digitizer creates more accurate and competitive estimates
- > Bid production increased sales
- > Training/support curbs downtime and improves utilization
- > Delivers the ideal combination of user-friendliness and custom capabilities

says Daniel. “The report met a critical project management need that GBC wasn’t able to achieve with Quest.”

“Switching from Quest to ProEst, states Daniel, “was one of the best decisions we’ve ever made for our business.”

The Results

Using ProEst has allowed GBC’s estimating team to nearly double their output in just five years. “Before ProEst, I would say we were bidding about 200 jobs a year,” Daniel explains. “With ProEst, we have increased productivity. We have the same work hours and number of staff, but now we’re able to produce 350-400 bids each year.”

This productivity gain translates to bottom line savings for GBC. “ProEst saves us time and estimating hours that result in an 18 percent reduction in our administrative overhead and divisional costs,” states Daniel. “That’s pretty significant.”

Bottom Line

“By using ProEst,” explains Daniel, “we are able to spend less time estimating a project, which allows us to produce more bids. The more bids we get out there, the more chance we have of being awarded projects. ProEst definitely increases sales down the line.”

“ProEst saves us time and estimating hours that result in an 18% reduction in our administrative overhead and divisional costs.”

**Jeff Daniel, Sales/Estimating Manager
GBC Construction**

Using a digitizer with ProEst has allowed GBC to create tighter, more competitive estimates. “We used to add a 10 percent waste factor on concrete,” Daniel explains. “Now, using the digitizer, we enter quantities in ProEst and it calculates everything to exact specifications.”

ProEst’s ease-of-use has been a significant factor in GBC’s enhanced productivity. “The simplicity of the software package makes it very user friendly,” says Daniel. “But it yields better results than any other estimating software we’ve used.”

Training and Support

“When we add new estimators to our staff, we always send them to ProEst for training,” says Daniel. The ProEst training programs have really helped GBC fully utilize their investment in ProEst.

As far as support goes, states Daniel, “Anytime we need something, ProEst is always there. I can’t say enough about ProEst’s professionalism.”