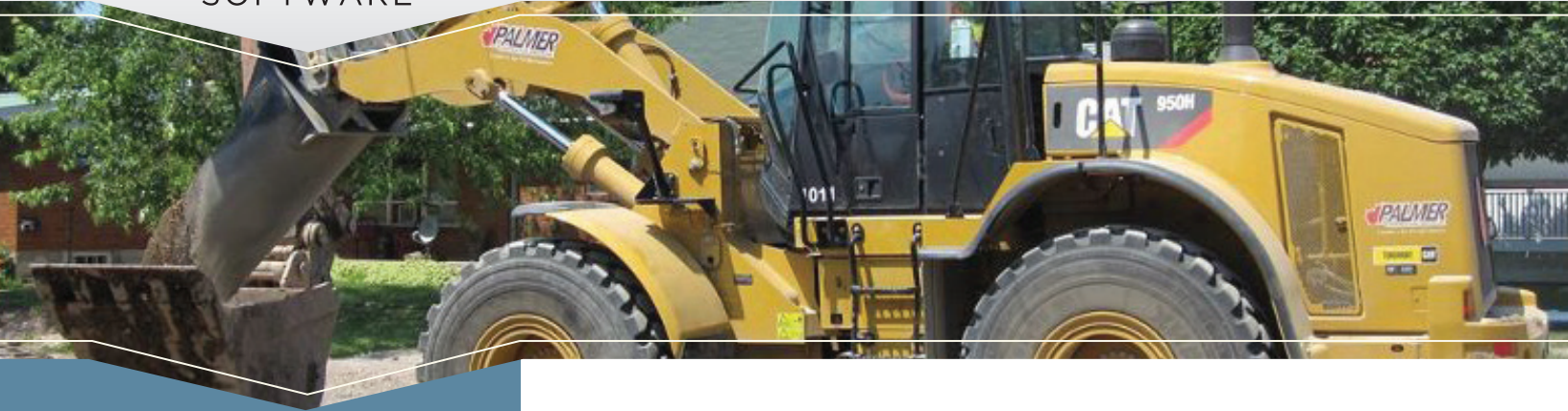




SOFTWARE

## CASE STUDY PALMER CONSTRUCTION GROUP



### COMPANY PROFILE

- **Name:**  
Palmer Construction Group
- **Headquarters:**  
Sault Ste. Marie, ON
- **Work Types:**  
Paving, Concrete, Aggregates
- **Elements:** Estimate, Track,  
Dispatch
- **Client Since:** 2009
- **B2W User Conferences:** 3



Formerly...  
**BID2WIN SOFTWARE INC.**  
ENTERPRISE-CLASS CONSTRUCTION SOLUTIONS

Since 1965 Palmer Construction Group, Inc. has been serving Sault Ste. Marie and the surrounding area with quality performance and leadership in the construction industry. In the early years, the company focused on small commercial grading and paving projects, and has since branched out to include larger scale road building and asphalt paving, as well as sewer and water main construction and concrete work.

### Challenges

As the company has grown, so has the need to standardize their estimating and operations. In the past, Palmer Construction had tried several solutions, including Lotus and Excel spreadsheets, and a program called Chief Estimator. However, the company needed a more up-to-date solution with a centralized database; one that could manage all of their job logistics in a streamlined and efficient way; one that could grow with them and remain on the cutting edge of technology.

### Solutions

- “One of the things I like best about B2W Estimate is the pay item database. Where those items are repetitive—we’re using them again and again in our estimates—I can bring in the items, I know roughly where the estimate is going to be dollar-wise, and then we start fine tuning it from there.”
- “The reports in B2W Estimate give our crews in the field an idea of the project timeline, of how we’ve built the job and how we expect it to be executed. Of course that gives feedback between the field crews and the estimating office and makes our jobs more efficient.”



SOFTWARE



Reconstruction of White Oak Drive in Sault Ste. Marie, ON.



Palmer Construction Delivers Ready Mix Concrete

## CONTACT US

Founded in 1993, B2W Software, Inc. is a leading provider of enterprise-level construction management solutions for the heavy construction industry. For more information, visit [www.b2wsoftware.com](http://www.b2wsoftware.com) or contact B2W Software Sales at (800) 336-3808.

- “Everybody is working from the same platform. The supervisor, the foreman, our senior people—they all can see the workflow between B2W Track and Dispatch.”
- “B2W Dispatch’s reports allow our office staff to see where the crews are, and ensure that when they get their time in the next day that it actually matches up. It helps us account for everyone, and for everything that we’ve done the day before.”
- “B2W Dispatch saves us time and money in that we’re able to effectively schedule our crews. I like the fact that I can login in the evening after things are scheduled and check on things. We can fine tune the schedule very quickly and easily in the morning and get everybody going.”

## Partnership

- “One estimator I talked to from the competition and I both agreed that we wish all of our competitors used B2W Software, so that they would be bidding properly, and so that we would all see better estimates and better jobs.”

## THE B2W SOFTWARE ADVANTAGE

Designed and built on the ONE (Operational Networked Elements) platform, B2W is the first and only suite of construction management solutions that puts everyone in your company—from managers in the office to foremen in the field—on the same page at the same time. Separately or as one unified suite, B2W Estimate (estimating & bidding), B2W Track (field tracking & analysis), B2W Dispatch (resource management & dispatching) and B2W Maintain (equipment maintenance & repair management) offer:

- Increased operational efficiencies and accuracy for more profitable jobs
- One operational database for single point data entry that enables instant cross module resource visibility and collaboration
- Operational control through real-time dashboards with easy drill downs
- Comprehensive integration with all major accounting software packages
- Advanced capabilities between the field and the office via tablet application
- Intuitive user interface for streamlined estimating, bidding, logistics, field operations and maintenance