



SOFTWARE

## CASE STUDY POMERLEAU



- **Headquarters:**

Montreal, Quebec, Canada

- **Work Types:**

Road, Bridge & Tunnel  
Construction, Concrete,  
Earthwork, Demolition, Energy,  
Marine Projects, Commercial &  
Industrial Construction

- **Elements:** Estimate

- **Client Since:** 2005

- **B2W User Conferences:** 2

# POMERLEAU

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

With close to 1,000 employees, Pomerleau manages mid- to large-scale infrastructure, civil engineering, commercial and industrial construction projects across Canada as a general contractor, project manager and construction manager. For its Heavy Civil division, a key contributor to staying on schedule and on budget is what chief estimator Francis Beaujault calls a top-of-the-line estimating and bidding solution from B2W.

### Challenges

Beaujault joined Pomerleau in 2002. He says that at the time, the company was looking for an estimating and bidding software option that would meet its requirements. The search for a more robust solution with advanced features led to the selection of B2W Software in 2005, as Beaujault began leading the estimating team.

### B2W Solutions

“We won the very first bid that we tendered with B2W Estimate,” recalls Beaujault. “That was a good start, and Estimate continues to do exactly what we need.”

The centralized resources of the B2W Estimate solution have allowed Pomerleau to work more efficiently, utilizing reusable task and item templates for repetitive work and standardizing the estimating and bidding process across the enterprise.

Ease of use is also a vital feature. “Even though it’s a complex software, Estimate was easy to implement and intuitive to learn, so our estimating team was able to get up and running right away,” Beaujault explains. “We still find it very easy to work with, and it makes it easy for us to present and explain to our board what is in each bid with clear figures.”



## SOFTWARE



Six wind farms on the Gaspé Peninsula, totaling 740 MW of installed power.



Rehabilitation of the Laviolette Bridge. The work involved replacing over 325 m of slabs and 22 slabs of 30 m of prestressed concrete girders and slabs on the rest of the bridge section with steel girders and new slabs.

### 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.

Beaujault says a complex project in the Montreal area consisting of demolition and reconstruction of a bridge is indicative of how B2W Estimate helps the company to better analyze projects, evaluate alternative approaches and win more work. The main difficulty in this particular example was soil conditions - including underwater soil consolidation, caissons up to 3 meters in diameter, 50-meter-long caissons on one end, and an abutment directly on a very steep-angle rock surface on the other end.

“We used the comparison method in B2W Estimate and were able to understand that this was the key to this part of the job,” Beaujault explains. “We decided to do the foundation work ourselves, and won the job because of this decision.”

### Partnership

Pomerleau appreciates access to B2W Software’s 24/7 technical support, although Beaujault admits that, thanks to reliability and ease of use, there has not been much demand in this area. “The B2W staff is very good,” he says. “They’re available, friendly and competent. We always get through in less than two minutes, and our questions are always addressed quickly and efficiently.”

As a long-time user, Beaujault also values the ongoing B2W commitment to product enhancement and to keeping the software current with advances in technology. He and his colleagues have recommended new features and improvements based on their practical experiences and they have been pleased with the responsiveness of the B2W team to their requests.

## 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