

MCX

“Slow” and “clunky” are adjectives Jeff Sparkowich used to describe estimating with spreadsheets. The estimator at New Hampshire dismantling and sitework contractor S.J. Cantwell says switching to specialized software cut his estimating time in half and increased estimating accuracy by 30%.

Travis Snow, project manager at Feller Enterprises, an excavation and site development specialist based in Utah, concurred. “Adding specialized estimating software allowed us to bid much more accurately and much faster than with Excel,” he explained. “In the past, we would see profit fade due to missed costs on the bid. Now, profits stay very close to what we estimated.”

Being able to pull in pre-populated cost items along with tasks and templates are keys to the speed and accuracy advantages, according to Sparkowich and Snow. With the specialized software, contractors set up databases with their costs for labor, materials, and equipment in advance, and group these cost items into frequently used templates or cost structures.

With these building blocks already in place, estimators can pull information from these databases to match the bid specifications quickly and with confidence in their accuracy.



"It's huge for us to have both estimating and field tracking software, and the feature that's the biggest for me is the production history," said Sparkowich. The production rate actuals feature allows him to filter data from past jobs to zero in on factors and conditions similar to the requirements of the upcoming job. "Over time, as it dials in, I can really determine what we can do in a certain amount of time, which just makes

About the Author

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About the Article

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