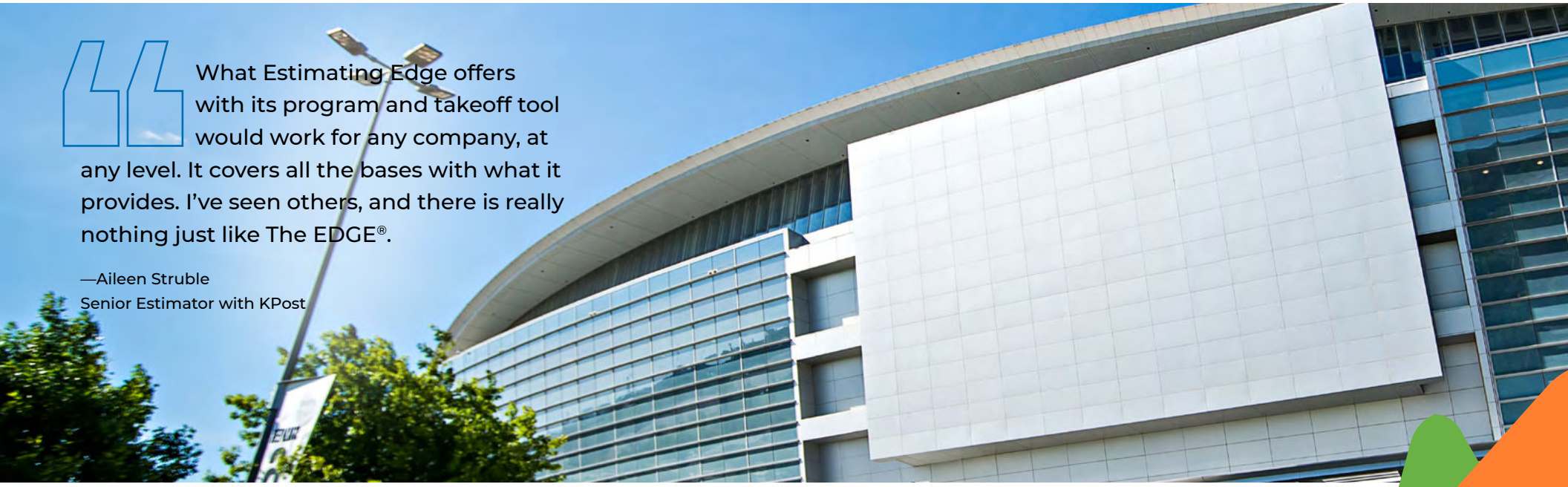
the EDGE®

Acoustical Drywall EIFS Fireproofing Flooring Painting Roofing Wall Panels Waterproofing



> What Estimating Edge offers with its program and takeoff tool would work for any company, at any level. It covers all the bases with what it provides. I've seen others, and there is really nothing just like The EDGE®.

—Aileen Struble
Senior Estimator with KPost

CASE STUDY

KPost Company

KPost Company, the Official Roofing & Waterproofing Company of the Dallas Cowboys, is an industry-leading commercial roofing and waterproofing contractor whose core principles are safety, quality, and value. In the past 13 years, KPost has completed over $400 million in roofing and waterproofing construction, including high-profile contracts such as the AT&T Stadium, Toyota Corporate Headquarters, Perot Museum of Nature and Science, Irving Music Factory, Omni Dallas Convention Center Hotel, Facebook, the Container Store Headquarters and Distribution Center, and the Ford Center & Dallas Cowboys World Headquarters. KPost consistently ranks as a Top 100 Roofing Contractor in *Roofing Contractor* and as a Top 600 Specialty Contractor by *Engineering News-Record*. KPost has received numerous awards showcasing the company's state-of-the-art production techniques, individual employee craftsmanship, and overall high standards.

The EDGE® assists them in reaching these high standards.

THE CHALLENGE

During the time when paper and pencil estimates or using a spreadsheet was the norm, Keith Post, one of the founders and CEO of KPost, was determined to find a program that would support his detailed estimating process, increase organization, and assist in implementing an estimate in the most cost-effective way. He had a vision of integrating this estimating process with the Sage Timberline accounting software, utilizing both to the max. He just needed to find the right fit for his company.

THE SOLUTION

Due to his experience using The EDGE® at a previous company, Post purchased The EDGE shortly after establishing his own company. "The EDGE was the best and one of the only programs around at the time. KPost got the support needed to develop and implement it, while the team at Estimating Edge worked with how we do business," stated Aileen Struble, a Senior Estimator with KPost.

In order to implement a project in the most cost-effective way, KPost strives to create projects with as much detail as possible. The EDGE, in conjunction with Timberline, does just that. The EDGE reports are downloaded to the site foreman and superintendent's iPad® devices, giving them detailed visuals on what to do and how to do it. In addition, they export the data from The EDGE to Timberline, allowing them to maintain control and track the overall project cost, ultimately saving them time and money.

> "The EDGE saves time by having all the details in one place so when we get in the field all the products and details are there—what needs to be installed and how it needs to be installed.

—Aileen Struble
Senior Estimator with KPost

THE RESULTS

Struble is charged with the task of putting together very difficult, large-scale, and long-lasting design builds. By keeping everything labeled, detailed, and organized, The EDGE helps these projects stay on track and keeps the data easily accessible for everyone involved. Having everything stored in one place ensures that nothing is lost and the project history stays intact.

Utilizing the reports and drawings that The EDGE offers has helped build the reputation of KPost. Struble said, "The drawings guarantee a scope with the GC from the very beginning. They are not left guessing whether or not we have something; every detail is right there in front of them." In addition, The EDGE reports enhance the credibility of KPost by showing potential client exactly what is going into their bid. The detailed proposal shows exactly how the project was approached, what is included, what has been taken off and how it was taken off. This gives KPost an edge over their competitors.

"What Estimating Edge offers with its program and takeoff tool would work for any company, at any level. It covers all the bases with what it provides. I've seen others, and there is really nothing just like The EDGE," says Aileen Struble.

Bid sharp. Build sharp.®

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