the EDGE®

Acoustical Drywall EIFS Fireproofing Flooring Painting Roofing Wall Panels Waterproofing



CASE STUDY

Olympic Companies, Inc.

Olympic Companies, Inc. is a specialty contractor offering quality interior and exterior finishes. They provide a well-trained workforce who set the standard for excellence. With locations in Minnesota, Wisconsin, North Dakota and South Dakota, they perform a variety of commercial construction including: Cold Formed Metal Framing, Gypsum Board Systems, Lath, Plaster, Stucco, Exterior Insulation and Finish Systems, Spray Fireproofing, Spray Foam Insulation, Acoustical Ceilings, Painting, Ceramic Tile, Access Floor Systems, and Air & Vapor Barriers.

With the goal of being in business to be successful and show profits on every job, Olympic Companies, Inc. was in the market for a program that would allow them to increase productivity, speed and accuracy, while maintaining their company culture and philosophy. The EDGE® Estimator gave them the ability to recap a job the way they wanted to and allowed them to keep their existing methodology of estimating. Additionally, Olympic Companies, Inc. had the ability to customize each job and report as needed in order to individualize estimates for their customers.

CHALLENGES TO OVERCOME

Looking back at their estimating process 25 years ago, Olympic Companies, Inc. faced some challenges. Estimators completed bids longhand using a scaled ruler to measure drawings and calculators to double-check their estimates. This process was not only extremely time consuming, but could also be prone to errors. In addition, each estimate was started from scratch and relied on the estimator's ability to accurately calculate materials and labor without the use of spreadsheets and/or databases. Completing an estimate required a large amount of time in relation to output because they were not utilizing computers or software to assist them. The leadership team at Olympic Companies, Inc. knew this had to change.

SOLUTION

With a forward-thinking president who wanted to embrace technology and increase productivity, Olympic Companies, Inc. was looking for a product that best supported their specific procedure and company philosophy, while allowing them to continue to be successful in their industries. They considered other software solutions including ACE and Bid Team but ultimately decided that The EDGE® was the best fit for their company and its philosophy.

The company first learned of The EDGE at a trade show in 1990 and went on to purchase the program in 1991. Pat Forliti, Estimating Vice President, was the first EDGE user at Olympic Companies, Inc. He stated that they initially purchased the program for the Fireproofing module because "all of the tediousness of estimating was removed." Once they saw the benefits in consistency, accuracy and speed with so many estimators using the program, Olympic Companies, Inc. expanded to the Acoustic, Drywall, and EIFS modules. The use of these four modules has given them the ability to bid more jobs at a faster rate, helping keep their revenue steadily increasing.

> "Even with other companies coming along trying to entice us to use their programs, we are so satisfied and invested with The EDGE that we have stayed with it for so long.
>
> —Pat Forliti
> Estimating Vice President

THE RESULTS

Since purchasing The EDGE in 1991, Olympic Companies, Inc. has used the program for every job they have bid. From large projects worth over $20 million to smaller projects in the $5,000s, The EDGE has streamlined their estimating process, making it possible for all bids to be consistent, accurate and completed quickly. Estimators can complete smaller projects in approximately a day, while large-scale projects may take up to two or three weeks.

Currently, Olympic Companies, Inc. has 28 – 30 estimators and/or project managers using The EDGE at one time. Forliti attributes their success using The EDGE to the company's decision to have a "power user" in control of the database and training. This approach ensures that each estimator is using the same information with every bid they create, and any training or refreshing needed by the estimators is done internally. Forliti is responsible for any and all changes or updates to the database. Additionally, he feels that his company can better utilize the program by providing consistent, internal training that applies specifically to the way his company wants to operate and estimate. Forliti further states that Estimating Edge provides great customer support, with whom he has worked closely since the beginning. And he continues working with Estimating Edge to provide feedback and assistance with the design of the database and program.

Olympic Companies, Inc. believes that every job is unique and comes with its own challenges. Each estimator is responsible from start to finish on all of their jobs. The EDGE gives the Olympic Companies, Inc. estimators the ability to be successful at their jobs.

Bid sharp. Build sharp.®

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