

Gaylor Electric Drives Estimating Accuracy and Innovation with Trimble Accubid Anywhere

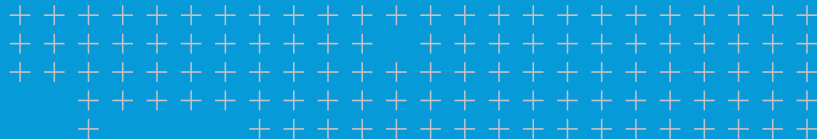


Renowned as one of the most forward-thinking organizations in the industry, Gaylor Electric needed an estimating solution that could keep up with its pace of growth and commitment to customer service, while enabling remote access. They turned to Accubid Anywhere, a cloud-hosted estimating subscription, that gives their estimating teams access to the same industry-leading tools to create accurate and reliable bids.

Solution

Trimble® Accubid® Anywhere

For more information, visit:
mep.trimble.com



About

Gaylor Electric is a full-service electrical contractor that offers complete design-build electrical construction and 24/7 on-demand electrical support. The company works with customers in a variety of industries including commercial, industrial, healthcare, alternative energy, education and entertainment. Recognized by many world-renowned companies as one of the most forward-thinking organizations in the industry, Gaylor Electric delivers consistent excellence in innovation and quality to the customers it serves.



As the company grows, the Information Technology (IT) operations must keep pace. Joe Meadors, Gaylor Electric Vice President of Information Services, is responsible for ensuring the technology tools Gaylor chooses are the right ones to keep up with their pace of growth, while also providing return on investment. Like all of today's electrical contractors, Gaylor Electric's employees are constantly on the move, and increasingly working from remote locations. While Gaylor's employees could connect remotely to on-premise software via VPN, they needed something more stable and more flexible to get their job done. These factors prompted Joe to make the decision to migrate Gaylor from Trimble's Accubid® Enterprise estimating software to Trimble Accubid Anywhere, a cloud-hosted version of the software that provides all of the solutions they need bundled into one cost-effective platform—easily accessible from anywhere with an internet connection.

The use of Accubid Anywhere also enables Gaylor to further its commitment to innovation and quality of service to its customers. Instant accessibility to estimate information helps Gaylor Electric provide a higher level of service, facilitating quicker responses to changes and "what-if" conversations about projects. The ability to customize specific assemblies and the ease of building one assembly to use for multiple purposes helps them track the prices, estimates, and changes from one job to another.

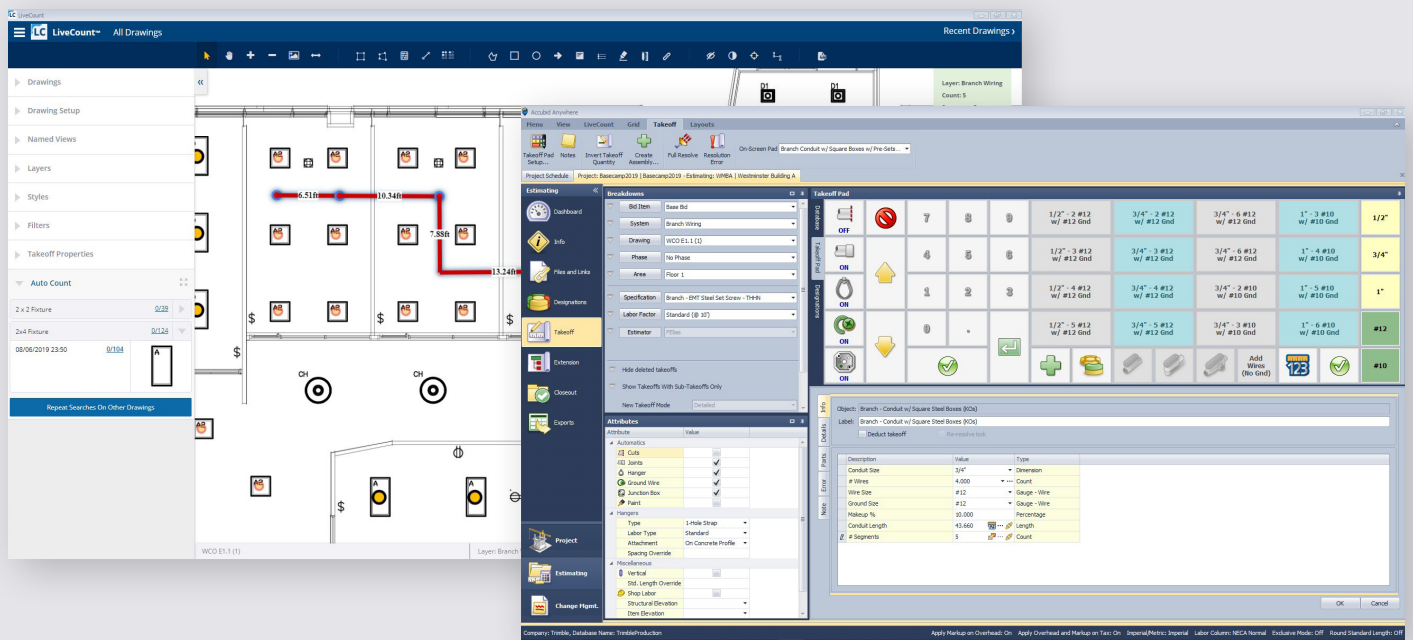
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LEADING WITH INNOVATION: FROM ON-PREMISE TO THE CLOUD

From an IT perspective, the Accubid Anywhere rollout was much faster than some of Gaylor Electric's previous software implementations. Since the software is cloud-based, its updates are more frequent and help ensure that the estimating team has prompt access to the most recent feature additions and upgrades.



Joe Meadors, Gaylor Electric Vice President of Information Services

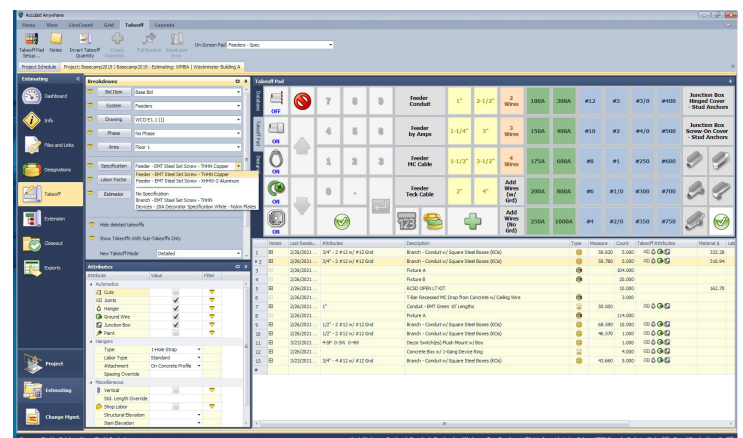


Wes Sims, Network Administrator at Gaylor Electric, shared his perspective on why Gaylor Electric decided to migrate to Accubid Anywhere, "My focus is on the user experience, and many in-house functions are now moving to the cloud. When the software is hosted on premise, it requires a dedicated VPN connection for remote access. With Accubid Anywhere, users can log on from virtually any type of connection and instantly access the data they need. This gives our estimators and project managers the ability to get their job done however it needs to be done, from wherever they are."

By bundling additional functionality delivered via the cloud, Accubid Anywhere also simplifies licensing. According to Meadors, "This made sense in terms of getting everyone on the team the same set of tools. Before, if a certain process needed to be done, we would have to hand it off to somebody else who had the right licensing to finish the project. Now, everyone has the same suite of tools and everybody can do the same set of tasks. Which, at the pace we're working today, is hugely important." Having this consistency also helps Gaylor Electric create and use standardized processes—providing the added benefit of saving time and effort on training and managing licenses.

REMOTE ACCESS INCREASES PRODUCTIVITY AND EFFICIENCY

Migrating to Trimble Accubid Anywhere provided Gaylor Electric with a number of new benefits, including convenient remote access, while maintaining the best of the existing Accubid Enterprise estimating software, such as spec-driven takeoff and value engineering. Leveraging specification-driven intelligent assemblies and items that hold key material and contributor information, estimators are able to quickly select items and assemblies for takeoff. The value engineering functionality makes it easy to compare and determine the lowest material cost consistent with required performance, quality, reliability, and safety without re-doing the estimate.





Accubid Anywhere also includes Trimble LiveCount® Software, a graphical takeoff software that streamlines the quantification process. Its live, bi-directional link with Accubid Anywhere's estimating software provides paperless digital takeoffs by linking the 2D drawing to the estimate audit trail, thereby ensuring that the company's estimates are automatically updated with the correct counts to maintain an accurate bid.

"I like the accuracy of everything, especially with LiveCount and being able to do takeoff on-screen and having it link directly to the estimate," said John Lupacchino, Senior Design Engineer at Gaylor Electric. "It is easy to move things around, add or delete, and make changes."

STAYING AHEAD OF THE COMPETITION THROUGH QUICK PRICE ESTIMATES

The Gaylor Electric team feels they have gained a competitive edge thanks to Accubid Anywhere. It provides critical information during their bid review sessions, including up-to-

date pricing data through Trimble's TRA-SER software—giving them confidence in the knowledge that their estimates are accurate and quotes can be turned around quickly.

"With multiple offices across the country, it's incredibly important to have consistency across the teams and accurate pricing," explained Luppacchino. "This is a highly competitive world and the first thing we need to do is win the work with the customer by providing a reliable and accurate bid; using Accubid Anywhere, we can provide accurate pricing that gives our customers confidence that the estimates we provide will be on target."

For Gaylor Electric, as the pace of business accelerates, so does the pace of design changes, and Accubid Anywhere helps them stay on track and provide the most accurate estimates. This simplifies their estimating process and helps them provide better service and options to their customers.

"Gaylor has been a rapidly growing company for the past three years and one of the challenges is to keep up," stated Meadors. "Having the right tools, like Accubid Anywhere, in our peoples' hands helps us keep pace and continue to serve our customers."

Attribute	Description	Qty	Price Code	Catalog Number	Manufacturer	Is Accepted	Price	Unit	Price	Notes
2-1/2"	Coupling - EMT Set Screw Steel	13.000	78174700246	246	Bridgeport Fittings Inc.			C		
1/2"	Connector - EMT Set Screw Steel	22.000	78174700230	230	Bridgeport Fittings Inc.			C		
3/4"	Connector - EMT Set Screw Steel	30.000	78174700231	231	Bridgeport Fittings Inc.			C		
2"	Connector - EMT Set Screw Steel	6.000	78174700235	235	Bridgeport Fittings Inc.			C		
2-1/2"	Connector - EMT Set Screw Steel	6.000	78174700236	236	Bridgeport Fittings Inc.			C		
2"	Bushing - Plastic 105 Degree	6.000	78100210125	PE200	DOTTIE L.H.			C	64.63	
2-1/2"	Bushing - Plastic 105 Degree	6.000	78100210130	PE250	DOTTIE L.H.			C	95.01	
1"	2-1/8" D	26.000	78172004157	4-SDW-SPL	BOWERS			C	200.31	
2"	Concrete Box w/ 1-Gang Device Ring	4.000			Generic			C		
2-1/2"	4" Square Box Cover Flat Blank - Steel	26.000	05016990752	752	Hubbell - RACO			C		
1/2"	4-Gang Pre-Ganged Device Box to 1-7/8" Deep	1.000	78172000521	78172000521	BOWERS			C	10,528.35	
3/4"	4-Gang Pre-ganged Device Box Plaster Ring 3/4" Rise	1.000	05016900823	823	Hubbell - RACO			C		
1"	Ground Screw w/ Insulated #12 Lead	1.000	71820599565	EGPT	EDINGER			C	26.99	
2-1/8" D	On Concrete Profile - Concrete Screw	52.000			Generic			E		
2-1/2"	#4 Green Wire XHHW-2 / RW90 - Aluminum Compact	118.240			Generic			M	feet	
1/2"	#250 Black Wire XHHW-2 / RW90 - Aluminum Compact	472.960	98012054246	XHHW-250-BLK-STR-AL-1...	Generic			M	feet	
3/4"	#12 Black Wire THHN / T90 - Copper	688.776	98010022900	THHN-12-BLK-195TR-CU-S...	Generic			M	feet	
2"	#12 Green Wire THHN / T90 - Copper	296.362	98010022940	THHN-12-GRN-195TR-CU-S...	Generic			M	feet	
2-1/2"	#6 Green Wire THHN / T90 - Copper	118.240	98010023192	THHN-6-GRN-195TR-CU-S...	Generic			M	feet	
2"	#3/0 Black Wire THHN / T90 - Copper	472.960	98010023410	THHN-3/0-BLK-195TR-CU-S...	Generic			M	feet	
12/2C	#12/2C MC Cable (to #10) w/ Aluminum Armor - Copper Solid	1,807.500	02989241226	92202-04-45	SOUTHWIRE COLEM			M	feet	3,504.79
2-1/8" D	3/8" Flex / AC-90 / MC Connector Saddle Type	482.000	01899718065	SG38	Arlington Industries, ...			C		

NORTH AMERICA
Trimble Inc.
10368 Westmoor Drive
Westminster CO 80021
USA