

Automate Existing Processes to Jumpstart Productivity and Efficiency

HealthSouth uses their new cost estimating and benchmarking system to:

- Build cost estimates and generate estimate reports. (Sage Estimating and Eos Explorer)
- Store the entire lifecycle of an estimate (conceptual, schematic, design development) along with actual project costs in a central repository. (Eos Advisor)
- Perform benchmarking analysis using their estimates, and general contractor and AIA performance. (Eos Advisor)
- Generate conceptual estimates using historical reference data. (Eos Advisor and Eos Project Analytics)

HealthSouth's Design and Construction Department was using Microsoft Excel to prepare cost estimates and benchmark studies when they contacted Eos Group in 2011. The time needed to build an estimate from scratch—one item at a time—was significant. Maintaining a number of Excel templates with up-to-date pricing and estimate details for different project types, analyzing estimates, and preparing estimate reports was tedious and time-intensive.

After manually tracking and managing their estimates for years, HealthSouth was ready for a change.

“Prior to implementing Sage Estimating, Eos Explorer, and Eos Advisor, we used Microsoft Excel to compile construction estimates and to analyze and compare estimates and actual costs. We relied on manual processes for estimate tracking, approval, and benchmarking, so version control was both essential and challenging. We were looking to boost efficiency and accuracy by automating our existing processes.”

~ Alison Pritchett, Vice President of Accounting Systems and Controls

HealthSouth wanted to implement an automated cost estimating and benchmarking system that supported their established estimating process and business rules, integrated with other corporate systems, and provided better reporting for estimating and job costing.

With their extensive cost estimating knowledge and experience, Eos was well-equipped to evaluate HealthSouth's current estimating system and propose a suite of tools and workflows that matched their requirements and processes.

Enterprise Cost Estimating and Benchmarking System Provides Timely, Defensible Estimates

Eos delivered an enterprise-wide automated cost estimating and benchmarking system comprised of the following complementary tools: Sage Estimating, Eos Advisor, Eos Project Analytics, and Eos Explorer.

Sage Estimating provides HealthSouth with a familiar, easy-to-use spreadsheet interface, similar to what they were accustomed to in Excel, along with a powerful database that contains items, pricing, and formulas for building cost estimates consistently and efficiently.

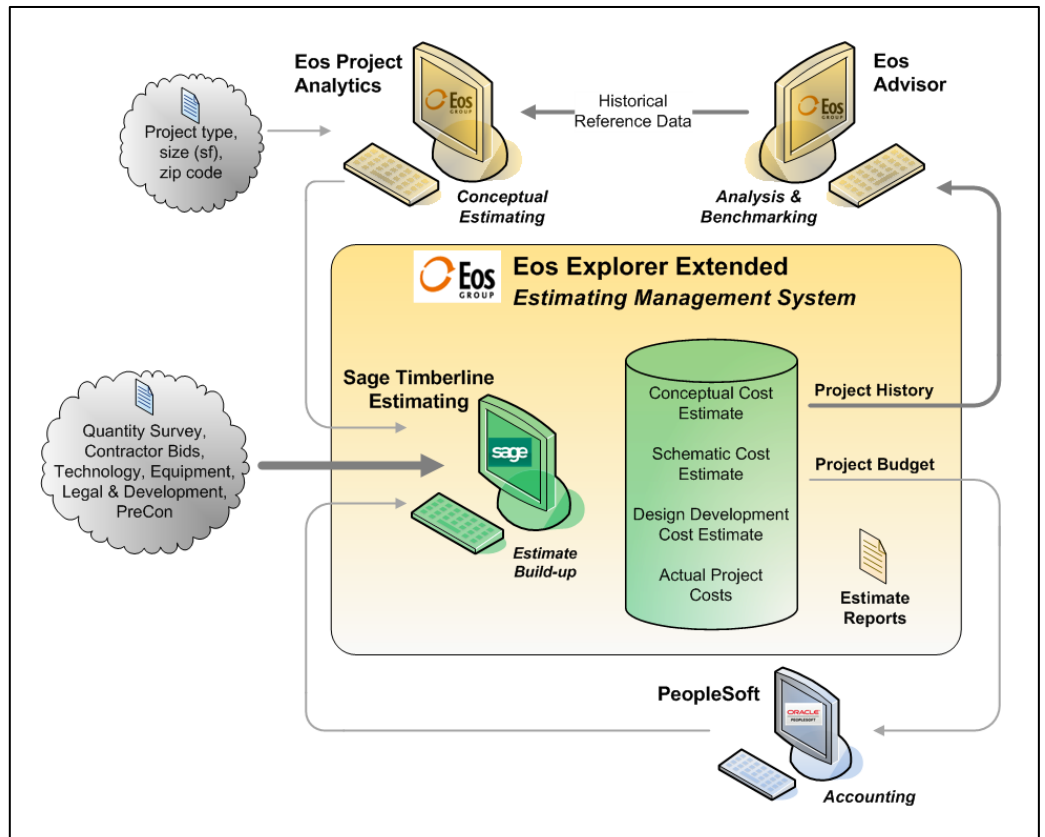
HealthSouth uses Eos Explorer to manage their Sage estimates, including controlling the estimate creation process and version control.

With the implementation of Eos Advisor, HealthSouth benefits from a central repository for storing their historical estimates along with actual project costs. Eos Advisor helps HealthSouth analyze their own performance, general contractor performance, and AIA performance across projects, ensuring that estimates are timely and defensible.

Using Eos Project Analytics, HealthSouth can now generate conceptual estimates using historical reference data stored in Eos Advisor in minutes versus the days or weeks it would take using their old tools and manual processes. □

“By working with Eos Group, we were able to streamline and standardize our estimating process and control versioning, and build a repository of construction projects for analysis and comparison to future estimates.”

~ Alison Pritchett, Vice President of Accounting Systems and Controls



HealthSouth Estimating System Flow Diagram

About HealthSouth, Inc.:

HealthSouth is the nation’s largest owner and operator of inpatient rehabilitation hospitals. Operating in 27 states across the United States and in Puerto Rico, HealthSouth has a network of inpatient rehabilitation hospitals, outpatient rehabilitation clinics, and home health agencies. HealthSouth’s Design & Construction Department provides preconstruction services for capital improvement projects, including new construction, remodel, and expansion.

Established in 1983, HealthSouth has their headquarters in Birmingham, Alabama. In 2011 and 2012, they ranked in the top 10 in Birmingham Business Journal’s list of best places to work.

About Eos Group, Inc.:

Eos Group focuses on enterprise cost estimating and helps engineering and construction firms design, develop, and implement packaged and custom estimating solutions.

For more than a decade, Eos Group has built relationships with trusted names in the industry by focusing on the integration of systems and processes within each organization. With a combination of unique products and some of the top consultants in the industry, Eos Group assists companies with the implementation of enterprise systems that couple historical cost data with a standardized approach to produce accurate, defensible estimates.