

International Firm Deploys a State-of-the-Art Estimating System in Six Weeks

Using their new estimating system, Gilbane Federal experiences:

- **Increased efficiency and accuracy**
A reliable estimating system, quick access to historical estimate data, and a structured cost database boost efficiency and accuracy at Gilbane Federal.
- **Reduced risk**
Extensive baseline estimate data supports the internal estimate review process and company risk assessment applications and decreases project risk.
- **Distributed estimating**
The estimating teams can collaborate across widespread geographic regions and share estimates and databases.
- **Government compliance**
The estimating system was configured and aligned via documentation with Defense Federal Acquisition Regulation Supplement (DFARS) requirements.
- **Custom database development**
Eos trained advanced users and provided tools that Gilbane Federal could use quickly build staffing tables and rates unique to government contracts.

In 2012, Gilbane Federal approached Eos Group with a tall order: Replace their existing estimating system with a new system within their continental US operations group (CONUS) in six weeks.

Gilbane Federal was frustrated with their existing estimating system: a combination of Microsoft Excel files, which contained the actual estimate data stored on the WAN, and a commercial Windows-based estimating system that did not meet their needs to scale globally.

Estimators did not have a quick, easy way to access historical estimate data for producing bids. In addition, Gilbane Federal's existing estimating system did not provide a structured cost database for building estimates and lacked automatic pricing and productivity data features. Consequently, estimators had to rely on their knowledge of past projects and re-create bids from scratch each time.

“We wanted to convert to a more reliable, robust estimating system with greater accuracy that could be used across all US and International regions. Our former system was prone to breaking and corruption by estimators changing data or adding lines to the databases. After Eos demonstrated Sage Estimating, we quickly understood that it was the right system for us.”

~ Phil Wald, Director of Project Management Systems

On the Fast-Track to Increased Efficiency and Reduced Risk

During their heavy bidding season, Gilbane Federal generates hundreds of estimates per month.

Their existing system seriously hindered their productivity. They wanted a fast-track implementation of a dependable, feature-rich estimating system that would increase efficiency, improve accuracy, and support production of government bids that conform to Defense Federal Acquisition Regulation Supplement (DFARS) Basis of Estimate requirements.

Eos collaborated with the Gilbane Federal team to implement Sage Estimating and the RSMeans Commercial Composite Assemblies database. Eos delivered services to support installation, database development, system configuration, and deployment all within the six week timeframe required by Gilbane Federal.

Sage Estimating provides a familiar, easy-to-use spreadsheet for building estimates using RSMeans assemblies. Eos cross-coded the RSMeans database to CSI MasterFormat, Uniformat, and client line item numbers to meet the DFARS requirements. The new system supports baseline estimate data for preparing bids, cost loading for scheduling and cost tracking/engineering, and risk assessment.

What's Different at Gilbane Federal?

With the new estimating system in place, estimators benefit from a consistent, efficient estimating experience and access to the data they need to produce timely, defensible government bids. Internal management evaluations are

backed up by extensive detail, which aligns with the company's risk assessment policies and applications.

Based on the success of the new estimating system in CONUS, Gilbane Federal is implementing it in their overseas group (OCONUS). □

“Estimating and bidding projects drives our success for winning new contracts, so the estimating system conversion needed to be done in a short timeframe with minimal disruption to our ability to estimate and bid new projects.

Eos worked with our IT and Estimating teams to make the transition extremely smooth, with no downtime. They were very knowledgeable about Sage Estimating's capabilities and a real pleasure to work with, always responsive. Eos excelled in training our estimators, which helped make the system transition seamless.

Eos met all the timelines they presented in their plan and came in on budget. We are very pleased to recommend Eos Group based on their ability to do what they say they are going to do.”

~ Phil Wald, Director of Project Management Systems

About Gilbane Federal:

Gilbane Federal provides global construction, environmental, fuels, and energy services to the US federal government, Department of Defense, Environmental Protection Agency, Defense Logistics Agency, and the Department of Energy on a wide range of projects, including airfields, healthcare, military facilities, ports, and substations. As approved contractors for CONUS, and OCONUS (LOGCAP), they have a network of 64 field offices worldwide and employ a staff of over 600.

Headquartered in Walnut Creek, California, Gilbane Federal is a wholly owned subsidiary of Gilbane Building Company with annual gross revenues exceeding \$300-500 million.

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.