Eos Onsite Services Key to Success of Estimating $20B, 18M Square Foot Development

Project highlights:

- Proposal for services signed and Eos team on site at Tutor Perini one week after the initial phone call from Tutor Perini.

- Within two weeks of Eos' arrival at the project office, all estimators were creating estimates in Sage Estimating the same way they had been producing them in Microsoft Excel.

- Eos tailored support and training on the fly to meet Tutor Perini's needs. They used a mix of large and small group workshops (formal and ad hoc) and informal one-on-one sessions to communicate the needed skills and concepts *just-in-time*.

- Eos' focus on sharing best practices helped ensure project staff could use Sage Estimating efficiently and didn't develop bad habits.

- Eos experts were available on site to answer questions real-time during the workday, which maintained the staff's momentum and productivity on the project.

After the developer chose Tutor Perini Building Corporation as the prime contractor to build the $20 billion Hudson Yards development in New York City, the New York office of Tutor Perini called Eos Group and asked how soon an Eos team could be on site to train their estimators on using Sage Estimating.

Tutor Perini already owned Sage Estimating, but the estimators had been using Microsoft Excel. They had experienced some failures using Microsoft Excel and it was critical that their entire estimating department become productive and self-sufficient with Sage Estimating quickly. Estimators needed to be able to build estimates efficiently, produce estimate reports suitable for submission to clients, and revise estimates based on client feedback.

With the clock ticking, Eos was on site in the project office, starting to train the Tutor Perini estimating team just one week after the initial phone call. The first goal was to get all estimators creating estimates in Sage Estimating the same way they had been producing them in Microsoft Excel.

"We gathered information from multiple departments working on different segments of the entire project, and despite the diverse requirements coming from each group, we were able to use Sage Estimating to organize and present the estimate data in familiar, flexible forms that allowed customization of the project deliverables as needed."

~ Mike Kendall, Consultant – Eos Group, Inc.

Mix of Formal and Ad Hoc Workshops Improves Productivity and Increases Confidence

Two Eos consultants, experienced estimators with extensive Sage Estimating expertise, led the effort at Tutor Perini. They took a flexible, results-oriented approach, delivering a combination of large and small group workshops—some with formal agendas, some ad hoc—as well as informal one-on-one sessions that rapidly increased the team's productivity and confidence using Sage Estimating.

The Eos consultants were available in Tutor Perini offices to answer any questions that came up during the workday. Being on site gave Eos the ability to demonstrate tips and tricks real-time, and share industry best practices to ensure that staff could use Sage Estimating efficiently and effectively while maintaining momentum on the project.

Following the success of their onsite training and support, Tutor Perini requested additional onsite support services from Eos to evaluate and discuss system requirements, such as addon usage and allocation, near-term system maintenance needs, and other available system options, including Eos Explorer, estimate validation, and custom reports, that would help maximize their throughput and investment.

Eos' training and support services met and exceeded Tutor Perini's expectations. Eos delivered exactly what they requested, precisely when they needed it, and helped them understand their options. As a result, the project's preconstruction department is now efficient and productive with Sage Estimating.

> **"Eos was absolutely essential to our system rollout. Without their experienced team of trainers, we would have struggled to adopt Sage Estimating. Given the pressure that we were under, investing in their support was an easy decision. We are very happy with the results."**
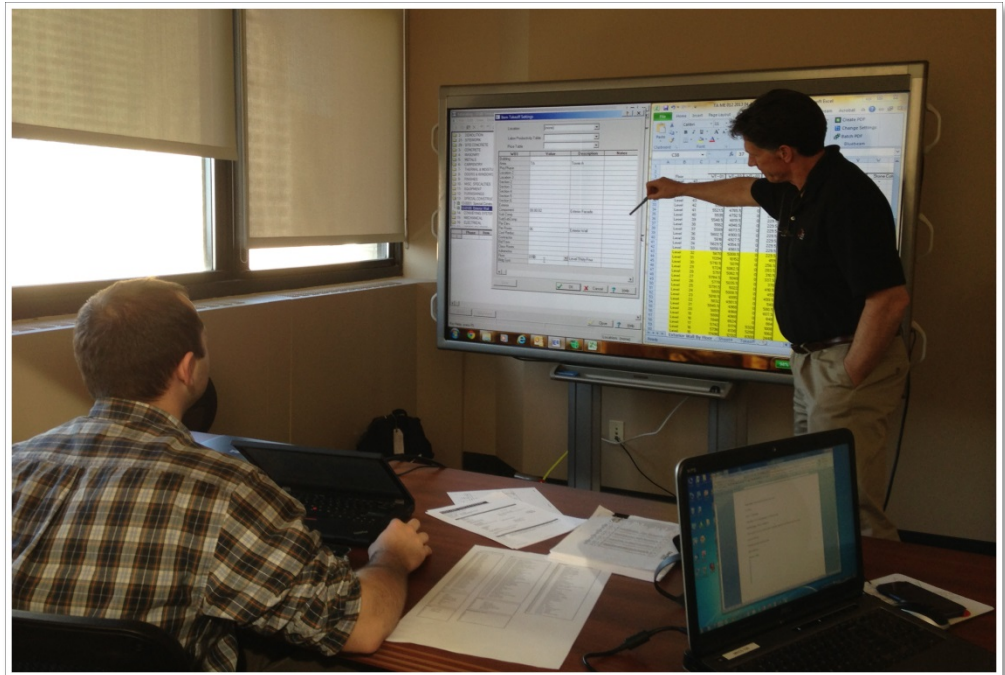>
> ~ Scott Christensen, Vice President of Preconstruction – Tutor Perini Building Corp.

Mike Kendall, from Eos Group, conducting Sage Estimating training at Tutor Perini project office.

What's Next at Tutor Perini?

Based on the preconstruction department's successful implementation and adoption of Sage Estimating, other groups within Tutor Perini Building Corp. are interested in emulating the Hudson Yards experience by leaning on Eos to support re-implementations of Sage Estimating in their offices.

Eos Supports Clients Through Pilot Stage and Early Adoption

Eos is not done when training ends. Eos wants to support their clients through the pilot and early adoption stages to ensure they are using their system effectively. It's critical to have a good plan for system adoption after implementation is complete. If you are serious about success and your company doesn't have an experienced, internal resource who can design a solid system adoption plan, your next best option is to seek outside assistance from a trusted advisor like Eos Group. □

About Tutor Perini Building Corp.:

Tutor Perini Building Corp. is a wholly owned subsidiary of Tutor Perini Corporation, whose construction services can be traced to 1894. ENR ranks them among the nation's top green builders, with many projects LEED® Certified and/or pursuing USGBC LEED® or Green Globes certification. They are recognized as the largest builder of hospitality and gaming projects in the U.S., and also build projects in specialized niche building markets, including government, sports, retail, mixed use, commercial and corporate, healthcare, corrections, science and technology, education, aviation, transportation, and convention and meeting.

Tutor Perini Building Corp. has operations throughout the United States. They self-perform much of their work, often partnering with qualified local subcontractors and Tutor Perini's Specialty Contractor Group.

About Eos Group, Inc.:

Eos Group, founded in 1995, is a professional services and software development firm focused on enterprise cost intelligence and specializing in project history, cost benchmarking, cost engineering, estimating, and preconstruction solutions. Eos has provided innovative solutions to hundreds of industry leaders, including ENR Top 400, Fortune 1000, and US federal agencies.

For more information about Eos Group, visit www.eosgroup.com, e-mail info@eosgroup.com, or call 832.520.9234.