



Causeway talks to Thomas Vale

What Causeway do for Thomas Vale

- Price work faster and more accurately
- Provide clear visibility of tender information throughout the business
- Manage large and complex estimates effectively
- Eliminate paper processes
- Send electronic enquiries saving time and money
- Manage tender risks
- Standardise processes and provide consistency of tender information
- Integrate the estimating and commercial departments
- Implement a networked system throughout the business

Causeway talks to Simon Westwood

IT Manager

Business: Construction

Turnover: £122m

Staff: 384

Solution: Causeway Estimating Prestige

Simon Westwood from Thomas Vale Construction, winner of Contractor of the Year in the 2006 Building Awards, explains how they kept ahead of the competition with Causeway Estimating Prestige.

Q1.

Why did Thomas Vale feel it was important to invest in an electronic Estimating Solution?

Thomas Vale Construction has grown rapidly over the last few years through both acquisition and business development. Our focus to improve our business through management skills, lean processes and innovation has been assisted with the introduction of software solutions such as Causeway Estimating.

Our existing electronic estimating system came to the end of its natural life a few years ago and we needed a replacement. Researching the market, we selected Causeway Estimating as it provides clear visibility of tendering information across the company. It is impossible to manage large and complex estimates on manual or spreadsheet systems. A powerful electronic system is an ideal tool to help price work faster and more accurately, especially on these larger contracts.

Q2. What are the biggest benefits that Causeway Estimating brings to your business?

We find the software intuitive and user friendly. We can send out electronic enquiries, which saves time and money; there is no longer a culture of pen and paper as estimates are sent by e-mail at the touch of a button. The software is flexible in that we can view the Bill in many ways and hence weight any risks.

We have the ability to standardise the estimate production and pricing throughout the company so that everyone is using the same base information and the resulting reports are standardised. The tender analysis information that can be passed onto the management and procurement teams is excellent.

We undertake a great number of partnering contracts and access to the Billing Register has ensured consistency of calculations throughout the company.

Q3. Why did you choose Causeway Estimating over competitive products in the market?

To us, it was the best networked estimating product on the market providing excellent value for money. Causeway appeared keen to invest and develop the product further in line with industry developments as well as understanding our specific requirements.

Q4. Any words of advice for companies who are looking to implement an estimating solution of this nature?

Implementing any software system takes time and commitment from both management and staff alike. It is important that you do your homework and research the right product for your business and obtain site references. Talking to other contractors of a similar size enables you to get a thorough understanding about the product and the supplier. Implementation should be a smooth process, planned in joint consultation with the supplier. All support mechanisms both pre and post implementation should be in place and it is particularly important to attend the training courses. Working hand-in-hand with Causeway has facilitated the project from start to end.

Q5. What do you feel the future is for the solution within Thomas Vale?

In the future we will continue to work with Causeway in developing further processes such as integrating our estimating data within the existing database systems. This will assist us in producing more consistent estimates based on core data in a reduced timescale, hope fully resulting in more contract wins!

To find out how Causeway can help your business please call us today on

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