

**ANNING-JOHNSON COMPANY**
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CASE STUDY

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[PROJECT: Bellevue Hyatt Hotel expansion in Redmond, Washington] **Anning-Johnson Company**

Worth Its Weight in ROI Digital Production Control™ Pays for Itself on Hotel Expansion Project

The Anning-Johnson Company began as a poured gypsum roof deck and acoustical ceilings construction company. Since its beginning in 1940, the company has expanded its product line to include drywall construction, insulating concrete, steel decking, and fireproofing services, and has added locations in nine major US cities.

The company's Redmond, WA, office recently completed construction services for the Bellevue Hyatt Hotel expansion, a 14-month endeavor that included metal stud framing, GWB systems, spray-applied fireproofing, intumescent fireproofing, and interior & exterior plaster systems. The project was, by all accounts, a successful job. Rick Harris, the Redmond, WA, district manager, has been with Anning-Johnson for five-and-a-half years. He explains that the team managed the operations of the Hyatt project using On Center Software's Digital Production Control. "We use Digital Production Control as an operations and project management tool confirming accuracy of percentages of work complete and actual versus estimated production achievements," he explains.

So what made the Bellevue Hyatt project such a success? Well, in part, Digital Production Control allowed Anning-Johnson to "identify percents of work completion and potential and/or actual production overruns... and address those issues as necessary." In other words, the time lapse from potential project problem to problem awareness decreased by employing a system—one that includes Digital Production Control's real-time project-tracking capabilities—that allows for time-sensitive status checks. By identifying problems in production sooner rather than later, the Anning-Johnson team was able to make the necessary adjustments to avoid a potential profit drain.

A Better Return

Protections against cost overruns were quickly proven to be worth the company's initial software investment. "I am confident that our ROI for the module was realized in less than one year by the early identification of potential issues," says Harris about the purchase of Digital Production Control. He adds, "[Digital Production Control] pays for itself quickly and does what we need it to do."

Listening to the Customer

Compatibility also played a role in Anning-Johnson's overall satisfaction with On Center Software's project-tracking software. "Digital Production Control's compatibility with our estimating software (Quick Bid), the relatively short 'training start to functional use' period, and the quick ROI timeframe coupled with the necessary tracking functions means Digital Production Control fits well as an extension of our internal practices." This is why On Center Software's driving goal is the expansion of technology use in a way that is both practical and innovative for construction professionals. Building upon the current practices of companies like Anning-Johnson, On Center Software seeks to create software programs that compliment and increase the efficiency of job tasks within the construction industry. Customer feedback, backed by years of practice, have given On Center Software the necessary means to create a construction system that meets the requirements of its users.

Contact us

To find out how On Center Software can help streamline your operations and enhance your bottom line, contact us at **1.866.627.6246**, or visit our website at **www.oncenter.com**.

About On Center Software

The On Center ProfitBuilding Suite of products makes it possible to manage all phases of a job from the initial bid stage to completion. Estimators can perform takeoffs directly on their computer screens with On-Screen Takeoff®, create accurate bids with Quick Bid, and track a project's status and budget with Digital Production Control™. The On Center ProfitBuilding Suite is a single-source solution for all of your estimating, bidding, and project-tracking needs.

On Center Software Products

- Increase accuracy
- Reduce risk
- Bid more in less time
- Eliminate costly mistakes
- Minimize data-entry mistakes
- Reduce calculation errors
- Avoid bidding too low or too high
- Quickly fine-tune labor production

More About On Center Software, Inc.

Located in The Woodlands, TX, On Center Software, Inc. is a privately held company that was formed in 1988 by construction professionals. Their mission is to transform the estimating experience of construction-industry professionals by developing and supporting innovative, practical, comprehensive software solutions that propel winning bids into profitable projects. On Center Software combines extensive industry knowledge, a solid understanding of the estimating process, and state-of-the-art technology to turn complicated bidding data into meaningful information.

