



RTI
CONSTRUCTION

CASE STUDY

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[PROJECT: Arlington Public Library in Riverside, California] **RTI Construction**

RTI Construction beats out the big boys with On-Screen Takeoff® and Quick Bid

“I always tell the other guys, ‘If you’re not using On Center Software, you are getting run over.’”

“The key to running a business is to prevent repetitive input,” states Joe Riley, president for RTI Construction. Riley is On Center Software’s self-described “biggest cheerleader,” and he is confident that by using On-Screen Takeoff and Quick Bid, “there is not a job out there that we can’t bid in one day.” What is it that makes him so confident in such a tight turnaround schedule? The database. “The longer you have it, the stronger the color-coded submittal database.”

One project where the database truly performed was the Arlington Public Library, a \$350,000 contract on the facility located in Riverside, CA. RTI bid the project using On-Screen Takeoff.

Riley was so impressed with the idea of the color-coded submittal database that he built his own. “The database is incredibly stable, so user-friendly.” The results of his database were seen in the Public Library project, especially when it came to change orders. “Because we could control the risk through the addendum overlays,” Riley states, “we can control what is seen at change orders. RFIs are set up with color-coded area breakouts.” Change orders were not only faster and easier to accomplish, but only the necessary information was presented to the client.

The problem with his competition in this economy, Riley explains, has everything to do with establishing and maintaining a strong database. “Everyone’s reinventing the wheel now,” meaning every new takeoff or bid is started from scratch, with no pre-created conditions to reapply. This is the point where time stands still when manually completing a takeoff. And this is where unnecessary repetitive tasks eat into ever-dwindling profits in an extremely competitive environment. By saving all of his common conditions and reusing them on future bids, Riley has eliminated the need to start from scratch on every new takeoff.

"30-35% of my competitors' time is bad management. They claim they don't have time to learn the database," which is the biggest mistake any software user can make, especially when jobs are scarce and bidding increases. Riley believes that in a down economy such as this, it is the perfect time to learn how to fully utilize all that software has to offer. "If you put the time in now, you'll get it back twofold in the future." Once the economy recovers and starts its ascent, that's when the payoff becomes even more apparent. "If all of your systems are in place when the industry gets busy again, and you've been through the learning curve, you'll be ahead of the game."

Making the switch to software—particularly On Center Software—has helped him complete more bids in less time. "I'm saving 50% of my time estimating with On-Screen Takeoff and Quick Bid. This software has literally doubled my ability to estimate." Joe has begun winning bids on projects that usually go to bigger construction companies, allowing RTI Construction to finally compete with the "big boys." Because of the ability to more accurately bid and win projects on an escalated schedule, RTI Construction has consistently grown by about \$1 million each year for the past 5 years, making the company a serious contender within the construction industry.

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 Web site at www.oncenter.com.

More about the On Center ProfitBuilding Suite

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.

The On Center ProfitBuilding Suite will help

- 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

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.

