

Benchmark Estimating Software and Emoleum (now Works Infrastructure)



Introduction

With around 800 employees and over 60 years experience in the provision of pavement related products and services, Emoleum (now Works Infrastructure) supplies pavement and surfacing products and services around Australia. The company also delivers professionally managed infrastructure, asset management and maintenance services nationwide. Ray Thompson, National Business Manager for Emoleum (now Works Infrastructure), gives

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his opinion of Benchmark throughout this case study. Emoleum (now Works Infrastructure) needed a complete package that could estimate diverse projects, from the extremely large to the very small, and one which was flexible enough

for “our civil works and major asphalt projects as well as small carparks”, says Ray Thompson.

The Challenges Emoleum (now Works Infrastructure) Faced

Emoleum (now Works Infrastructure) wanted to standardise its estimating operations to avoid losing money on their estimates. Comparisons of business segments, clients and historical data are also very important for Emoleum (now Works Infrastructure) in order to maintain a competitive advantage.

The Benchmark Solution

Because Benchmark is compatible with many other programs Ray notes that “Emoleum (now Works Infrastructure) is able to download files from clients, import schedules and deliver estimates that are going to be beneficial to our clients and to the business, Benchmark has helped standardise Emoleum’s (now Works Infrastructure) operations, and therefore improve on each part of the business in different areas of the country.” With assistance from Benchmark, Emoleum (now Works Infrastructure) has also been able to build up historical

data for its future estimates. Ray says that “We can look at the historical data from Benchmark to improve our costing in the future. This is an ongoing process that allows us to have effective pricing strategies nationally.”

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Emoleum (now Works Infrastructure) needed a package that could give the company the support and dedication that they needed. Ray says that “Benchmark is the complete package — the program, training and after-sales support. We are also able to get on-going training to keep advancing our estimating standards.”

Summary

Ray Thompson says that the asphalt industry is very competitive and that “in this industry you must know the costs. You have to look for opportunities for better margins.” This was one of the primary reasons why Benchmark was brought into Emoleum (now Works Infrastructure).

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