

Maddux Electric Company

Established in 1981, Maddux Electric Company, based in Nashville, Tenn., performs electrical projects for educational, institutional, industrial, and commercial areas of the building industry, as well as state, local, and federally-funded projects.

After more than a decade suffering the challenges of using manual takeoff and estimating methods, the contractor decided to automate those processes. After choosing Viewpoint MEP Estimating, a seamless takeoff and estimating software solution tailored to the needs of electrical contractors, Maddux Electric has increased speed of takeoffs, improved accuracy of calculations, and bids more quickly and easily.

Eddie Rigsby, one of two estimators at Maddux, explained their average job is around \$500,000, so when they started using the digital takeoff functionality in Viewpoint MEP Estimating, it was an instant boost to productivity. "I love it," said Rigsby. "We are twice as productive compared to way back when we used the wand and the roller method to takeoff projects."

In addition to being able to measure and calculate jobs more quickly, Rigsby also raves about the accuracy achieved using the solution: "We are within 1% of complete accuracy and this gives us more confidence in our numbers when developing our bids."

To further increase accuracy and speed, Viewpoint MEP Estimating provides quick assembly tools designed specifically for lighting fixtures, receptacles, switches, etc. This helps estimators perform more detailed takeoffs, such as branch wiring, feeder runs, panels, raceways, and much more. "The assembly tools are wonderful," said Rigsby. "We can set up assemblies based on what we do and in one click, put in multipliers, and our numbers are right there." The estimators are then able to copy and save job-specific assemblies and then access and reuse for other areas of the job or even for similar jobs in the future.

Maddux also takes advantage of the software's Toolbox feature, which helps contractors manage, analyze, and store bids, jobs, submittals, RFIs, change orders, and more. "It is nice to be able to keep track of similar jobs and go back and look at them later," said Rigsby. "This helps us quickly prepare new estimates and bid based on actual knowledge of how we perform that kind of work. Looking back, we know our labor rates and how long it took to complete the project and just need to make adjustments for today's material costs. This saves us significant time and effort in estimating similar projects."

"Viewpoint MEP Estimating has quadrupled the time saved to takeoff jobs. It is amazing how many we can do now. We can bid more work but we didn't need to hire two more estimators," added Rigsby.

In conclusion, Rigsby shared his appreciation for the support and attention he's received. "Viewpoint has done a great job and been very responsive. When we call in or use online chat, our rep takes care of our issue right away; and the training sessions have been very helpful in learning new features and helping us to expand the use of the product. They have a great system in Viewpoint MEP Estimating."

CUSTOMER OVERVIEW

Contractor:

Electrical

Headquarters:

Nashville, Tennessee

Employees:

50-99

Viewpoint Customer:

Since 1997

MADDUX ELECTRIC CO
"NOT ONE OF THE LARGEST - JUST ONE OF THE BEST"

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