



INTERFACING WITH FABSUITE & BLUEBEAM

The Story of Age and Grace

When you find a good thing, stick with it! That's what Jerry Woolf, third generation owner of Woolf Steel believes. Woolf Steel was a customer of FabSuite before FabSuite even existed. Having started using the DOS based predecessor to FabSuite, Woolf Steel stuck with it after Bill Issler acquired that system and transformed it into FabSuite.

Jerry was also an early adopter of Bluebeam Revu, a software that aides in the estimation process by providing a means for digital takeoffs through a PDF based workflow that exports data to Excel worksheets.

Back in the day, Jerry would complete the estimating process like many others did by printing hard copies, doing the takeoff by hand, then keying the data into FabSuite for the pricing and generation of the final bid. Adding Bluebeam to that process helped, but was still cumbersome, requiring multiple steps of exporting, modifying and importing various spreadsheet files. This was time consuming and prone to errors if you weren't careful as you moved data between the differently formatted excel files.

Knowing there had to be a better way, Jerry reached out to Amy Davis at FabSuite. Amy specializes in connecting FabSuite with third-party platforms and she was excited to see what could be done. Collaborating together, Jerry and Amy were able to specify a format that streamlined the workflow between Bluebeam and FabSuite, allowing the data to move more seamlessly between the systems.

The resulting connection makes the estimating process faster, easier, and more accurate. It allows for easy error checking, the capacity to make changes by addendum, and the ability to override lengths and quantities when required. Additionally, it allows everyone involved, especially project owners and general contractors, to see the process clearly.

With the interface between FabSuite and Bluebeam in place, there's no longer a need for paperwork to be printed in order to do the estimating. This allows Jerry to produce more estimates in less time, and do it from anywhere in the world.

That time savings is important, as Jerry points out: "Based on the current trends, it seems we have to bid two to three times as many projects in order to maintain the same number of active jobs in our pipeline."

Woolf Steel has always been a forward thinking company that actively looks for and adopts promising technologies to maintain their competitive advantage in a difficult business climate.

As Jerry explains: "This type of technology would have appeared truly space-aged (and downright impossible) back when my grandfather started this company in 1929. It's not always easy pushing systems to do more, but the payoffs are worth it."

Fun Fact: Do you enjoy the FabSweet Chocolates we send our clients every year for Christmas? That idea came to Bill Issler from Woolf Steel. One year he received some chocolate from them (as they are located in Hershey, PA) and Bill said to himself that someday he too would send his clients chocolate ever year. So next time you run into Jerry, thank him for sparking such a yummy idea!



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Woolf Steel, Inc. is a family owned and operated structural steel fabrication company. Based in Central Pennsylvania, Woolf Steel has provided steel products and related services to commercial construction projects throughout the Mid-Atlantic region for over 80 years.

