CASE STUDY

SLS CONSTRUCTION USES XACTIMATE TO IMPROVE SPEED, RELIABILITY OF LOSS ESTIMATING

SLS Construction has achieved greater efficiency and accuracy estimating repair costs by using Xactimate, Xactware's premier estimation software for the property insurance and restoration industries. Thanks to the program's patented Sketch technology and high-powered search capabilities, SLS Construction now can estimate insurance work up to 20 percent faster than with previous methods, and the company's estimates are all within $100 of final project costs.

"I really liked the Sketch feature, especially for insurance work," said Sean Lintow Sr., owner of SLS Construction. "It saves hand-drawing and helps prevent errors."

SLS Construction is a family-owned construction company in northern Alabama that offers services ranging from small kitchen remodels to total home renovations. SLS Construction prides itself on having a reputation for high-quality work that is delivered on time and within budget.

SLS CONSTRUCTION
www.sls-construction.com

CHALLENGE
Sought to improve accuracy and efficiency of repair cost estimating.

SOLUTIONS
Xactimate

IMPLEMENTATION
Sean Lintow Sr. of SLS Construction enrolled in Xactware's three-day classroom training to learn the program.

RESULTS
After implementing Xactimate, SLS Construction can now estimate insurance work 20 percent faster than previously, and the company's estimates are all within $100 of final project costs.

About three years ago, SLS Construction decided to enter the insurance repair industry to increase its business portfolio. At the time, SLS Construction utilized a spreadsheet-based system to estimate the cost of proposed repairs. Whenever a prospective customer would ask for a project bid, Sean would scope the site and then use the spreadsheet to calculate the quantity of material and labor required to complete the job. Although this system worked, Sean continually sought new solutions that would help him improve efficiency.

After evaluating 15 other software programs, Sean decided to integrate Xactimate into SLS Construction's business model. As the standard for insurance loss estimating software, Xactimate is loaded with features geared toward helping users accelerate estimation and enhance accuracy. Chief among its features is Xactimate's patented Sketch technology, which enables users to quickly create detailed graphical floor plans of proposed repairs in a matter of minutes. Once completed, Sean can view sketches in 3D or plan view. Xactimate also gives SLS Construction access to a comprehensive pricing database that contains local pricing research for more than 11,000 structural repair and cleaning line items.

"I decided to purchase Xactimate because it met my needs the most," he said. "The Sketch feature figures out square footage and everything else for you and spares you the trouble of manually calculating dimensions and accidentally transposing a number or typing something wrong on the calculator."

"The three-day basic training was $750, and I got my money's worth on just the first day"

While integrating the software was relatively easy, Sean knew that success depended on having an in-depth understanding of Xactimate's features. To accomplish this, he enrolled in Xactware's classroom training, which gives students an opportunity to learn how to get the most out of Xactware's products and services.

"The three-day basic training was $750, and I got my money's worth on just the first day," Sean said.

"On larger projects, I can save anywhere from five to 10 hours … Xactimate is a perfect fit for my business needs"

Since integrating Xactimate, SLS Construction has experienced significant improvements in its ability to estimate remodels and renovations. The program's sketch capabilities and item searches help Sean save up to 20 percent of his time estimating repair costs. Pricing data research from Xactware helps provide a baseline of local costs that can be adjusted to match job conditions and company standards. With Xactimate, Sean has been able to estimate project costs to within $100.

"On larger projects, I can save anywhere from five to 10 hours," Sean said. "Overall, I'm pretty pleased with the results. Xactimate is a perfect fit for my business needs."

The take-home message: by taking full advantage of Xactimate's time-saving and accuracy-enhancing features, contractors can spend less time estimating and spend more time focused on renovating and remodeling tasks.

For more information, please visit: Xactware.com