



Jennings & Woldt Remodeling Stands Out with Xactremodel®



Case Study: Jennings & Woldt Remodeling

For Jennings & Woldt Remodeling, a top-500 remodeler based in Sun Prairie, Wisconsin, winning a job takes more than simply being the lowest bidder.

These days homeowners who are planning to modernize their properties are much more sophisticated than their counterparts of 10 years ago. They're extremely savvy and want the bids they receive to have as much detail as possible about the proposed remodel. Securing the contract and gaining the customer's confidence requires speed, precision, and flawless presentation during the bidding process.

"There are probably five or six bidders out there for one project," said Dave Weinberger, General Manager at Jennings & Woldt. "If you don't get your bids done on time, you have a chance of actually losing the bid because somebody has gotten there faster." Jennings & Woldt stands out from the crowd and wins more jobs by using Verisk's remodel estimating software, XactRemodel, to quickly produce professional-looking estimates.

"XactRemodel is very efficient, it's very accurate, and all our clients just love it," said Jeremy Woldt, President of Jennings & Woldt. "I don't know what else I would do without it."

Industry
Remodeling services

Implementation Partner
Verisk

Solution
XactRemodel

Key Challenge
Produce reliable, professional-looking estimates that make a strong impression and win more bids.

Results
By using XactRemodel, Jennings & Woldt can quickly create detailed estimates that distinguish the company from competitors.



“XactRemodel saves me hours, even days, on estimates compared to the way I did things years ago.”

Founded in 1997, Jennings & Woldt initially specialized in remodeling but soon expanded into insurance repair work. During that time, the company became familiar with Xactware’s line of products and services that help insurance professionals estimate and manage repair work. Eventually, Jennings & Woldt decided to return to its origins and concentrate wholly on renovations. It was then that Jeremy learned about XactRemodel.

XactRemodel is Xactware’s software solution designed specifically to help remodelers quickly and efficiently estimate the cost to renovate residential and commercial structures. Among its time-saving features is Xactware’s patented Sketch technology, which allows estimators to draw complete floor plans in a matter of minutes. The Sketch feature also helps assure the accuracy of bids by automatically calculating the square footage of floors, walls, and ceilings as well as linear perimeters of rooms and structures.

Since Jeremy was already used to Xactware solutions, he had no trouble mastering XactRemodel, and the rest of the company easily picked it up as well.

“You can train anyone to use it,” Jeremy said. “I actually had a guy I just hired a couple years ago. He picked it up lickety-split.” With XactRemodel in place, Jennings & Woldt has developed an approach to estimating and bidding projects that is much faster and far more reliable than when the company wrote bids using a pencil and paper.

“XactRemodel saves me hours, even days, on estimates compared to the way I did things years ago,” Jeremy said. “On a major remodel, I would almost spend five days doing an estimate. With XactRemodel, I can get it done in an hour.”

Customers are impressed with how rapidly Jennings & Woldt can provide bids for proposed remodels. They also appreciate the comprehensive, professional-looking estimate reports they receive. “They’re floored by how fast we can get it back to them,” Jeremy said. “Most days when we go out in the morning, we can have an estimate back by the end of the day.”

“They like how detailed it is when they get the presentation,” Dave added. “It really breaks down the work versus other bids that are just a piece of paper with a dollar amount. It helps the customers know what they’re going to get.”

The way a remodeling company presents itself during the bidding process largely determines whether they will get the job. By using XactRemodel, remodelers can make a lasting impression and win more bids without having to spend late nights at the office.

“If we didn’t have XactRemodel, we’d be working longer hours,” Dave said.



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