

- CLIENT:** Neal Electric
Poway, CA
- MAIN CONTACT:** Dennis Ramsey – Chief Estimator
- PROJECT FOCUS:** Software Development and Business Intelligence / Process Automation Tools
- PROJECT TIMELINE:** July 2007 – July 2008
- OVERVIEW:** Neal Electric provides high quality electrical services to clients of various sizes and in various industries. The primary Neal Electric business groups generate over a thousand job estimates per year, many of which become successfully Neal-managed projects. Neal Electric was relying on an Excel and paper-based business workflow for its job estimation and tracking process. FSI was tasked with creating an advanced software system to replace the manual, Excel-based bid management and tracking process
- OBJECTIVES:** The project had the following objectives:
- Eliminate the reliance on multiple Excel spreadsheets to track a job through its complete lifecycle (from bid initiation to project close out).
 - Provide a robust search capability to find bids satisfying a given criteria
 - Provide comprehensive line-of-business reports on historic and upcoming bids to give insight into and uncover trends in the bidding process
 - Allow multiple employees to access the system but limit their interactions based on their functional role
- RESULTS:** FSI designed, built and deployed JobTracker, a Web-based, multi-user online bid management and tracking system:
- Modern Web application with an intuitive user interface based on the Microsoft .NET technology stack
 - Scalable and robust SQL Server-based database backend
 - Data import tool to import historic bids from Excel into the new system
- JobTracker completely replaced the legacy Excel and paper-form based system used in the bid initiation and tracking process. It gave Neal Electric employees fast and easy access to up-to-date bid information from any Web browser. It also allowed the employees to collaborate during the bidding process by adding and reviewing comments on each bid item as it progressed. Additionally, JobTracker provided a robust set of reports to give Neal Electric executive enhanced insight into the bid pipeline as well as metrics on past bids (such as win/loss percentages, biggest competitors, etc.) The system has been in active use at Neal Electric since its initial deployment in Q4 2007 and has undergone several upgrades and enhancements since then.