



## Eos Advisor Transforms Project Histories into a Strategic Corporate Asset

**“G**ood data can be hard to find,” says Nick Papadopoulos, President of Eos Group, Inc. “It exists in the minds of a few employees, on paper and it is also scattered across the operation within accounting, project management and estimating files. As a contractor preparing a GMP proposal, you don’t have time to gather critical data from all these sources. You need it now.”

Eos Group recognized ‘time-to-market’ as the driving factor in project feasibility. Fast-track construction and negotiated contracts are the norm. Contractors provide project estimates to owners on the basis of a sketch on a cocktail napkin. Construction often starts before the structure is completely designed. Fast, fast, fast.

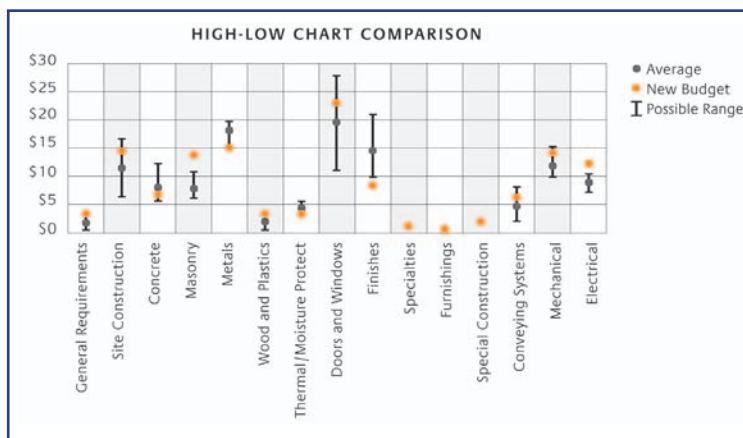
Today’s builder desperately needs a system that provides defensible project budgets based on sketches and the barest of descriptions. These budgets need to be ready in hours, not weeks. “That was the inspiration for Advisor,” Papadopoulos said.

Eos Advisor is a web-based budget estimating solution developed exclusively for the

preconstruction and design-build markets. According to the company, it’s an easy way to quickly access historical project data to establish conceptual or feasibility estimates and benchmarking studies. In just a few short steps, contractors can generate averages as well as ranges of normalized costs for each cost element of a given project.

“Eos Advisor enables organizations to capture historical data, experience and knowledge then share it with others across the enterprise,” Papadopoulos says. This technology enables organizations to learn from history and improve on it. It allows less experienced staff to make good decisions based on facts, not guesses. And it serves as a means to mitigate risk when a senior staff member retires or jumps to a competitor. Vital company history and intelligence are not lost.”

“Eos Advisor uses a simple empirical approach for estimating proposed projects,” Papadopoulos explains. “First, it identifies similar data and compiles accurate estimates from previous comparable jobs. We call this methodology

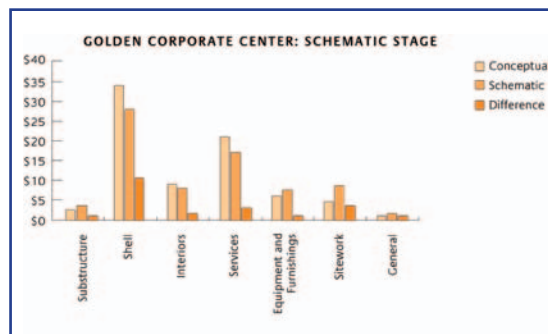


‘analogous estimating.’ Unlike traditional, bottom-up estimating systems that require detailed design, our approach allows esti-

imators, project managers and business development staff to quickly search past budgets and adjust them for inflation, job size and location.”

As a benchmarking tool, Advisor compares estimates in production with historical estimates and completed, actual-cost projects. “This ensures that every detail of every data point is benchmarked against the company’s historical costs,” Papadopoulos says. “Advisor enables contractors to create ratios and metrics that help them leverage their unique market advantages.”

“Contractors using Advisor have found they’re able to produce better estimates faster than the competition, less expensively,” claims Papa-



dopoulos. “They can respond to new business opportunities with defensible data based on past history and reduce risks by performing benchmark ‘sanity checks’ in minutes instead of hours or days.”

Eos Advisor provide enterprise-wide access to historical data through centralized storage of historical projects, giving contractors the ability to collect proprietary data in an open, common repository accessible by industry-standard tools. “Advisor makes the most of the contractor’s IT investments by leveraging existing data and technologies, and reducing costs through centralized management and a thin, zero-install client deployment.”



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