



Quasius Quarterly

Building Relationships Since 1891

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Technology Is A Wonderful Thing




Construction has seen its fair share of advancements over the years. From rough terrain forklifts and hydraulic scaffolding, to nail guns and cordless drills, the equipment on Quasius Construction's jobsites today is a far cry from what Great Grandpa George had on site in the 1890s. Our horsepower is no longer fed with oats! Utilizing these new technologies has allowed Quasius Construction to continually improve its field productivity and efficiency, which translates into cost savings for clients.

While the industry has a long track record of incorporating new equipment technology into the field, it had lagged behind in the office—that is, until recently. Improvements in scanning technology, wireless networking infrastructure and Internet-based collaboration tools have all created opportunities for efficiency improvements in the construction office. Quasius Construction is on the cutting edge. We have made a significant investment in our IT infrastructure and are utilizing some of the leading industry software available today.

When developing project budgets and

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	Online bid solicitation tool for electronic plan distribution to subcontractors and suppliers
	On-Screen Takeoff utilizes electronic plans to automate quantity takeoff and extension for estimating
	Estimating software utilizing Quasius' proprietary cost database

bids, our project management team uses applications to efficiently compile accurate cost information for our customers (see sidebar above).

It is this quick turnaround of detailed construction estimates that allows our clients to make smart, timely business decisions.

In addition to the estimating applications noted above, last year we developed and implemented a cloud-based Project and Customer Relationship Management tool based on the *Salesforce.com* platform. This customized system gives our project team global visibility of projects throughout development and construction and allows for a more streamlined process and better collaboration among the client, field personnel and project management.

What's really neat about all of this technology is that what's in place now is just the start of what's possible. The next generation of these applications will make the current ones look like an Apple IIe. (Boy, that was cool in 1982!) You can



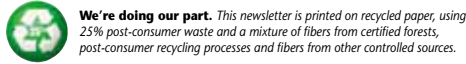
count on Quasius to stay on the cutting edge by continuing to evaluate new products as they come to market, and looking for new ways to improve project collaboration and communication, which translates into better information for better decisions throughout design and construction, which ultimately means a better building experience.



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BUILDING A DIFFERENCE.

Keeping Project Costs In Perspective

As I was preparing to write this article, I re-read our first three issues (which was fantastic reading, if I do say so myself). A common theme throughout our newsletters is Quasius Construction's focus on providing customers with cost-effective solutions for their facility needs. Our emphasis on front-end planning and the identification of design and construction options allows our customers to make smart business decisions.

It is with this in mind that I was reminded of something I saw posted at the U.S. District Engineering office in Philadelphia. It is titled "The High Cost of Paying Too Little," and I think it is an excellent perspective on the buying process, and especially applicable to construction.

The High Cost of Paying Too Little

From the wisdom of the past we can get a long view and recognize that the problems of today are often merely extensions of the past. Then we quickly realize that the solutions for today's problems lie in ageless principles. John Ruskin had a thought on costs which is as appropriate to industry today as it was in the 1800s. He wrote:

"It is unwise to pay too much, but is worse to pay too little. When you pay too much you lose a little money—that is all. When you pay too little, you sometimes lose everything, because the thing you



Families around Manitowoc enjoyed the first summer of the new Manitowoc Family Aquatic Center, which opened June 4th.

bought was incapable of doing the thing it was bought to do. The common law of business balance prohibits paying a little and getting a lot—it can't be done. If you deal with the lowest bidder, it is well to add something for the risk you run. And if you do that, you will have enough to pay for something better."

Lower costs are possible in every project in which we engage, but our primary obligation is to provide the best possible performance at the least cost commensurate with this obligation.

Our goal at Quasius Construction is not to build cheap buildings, or expensive structures, for that matter; we can do both if you'd like. Our goal is to identify innovative, cost-effective facility solutions that meet both your business needs and your project budget.

Matt Quasius



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