

## CUSTOMER TESTIMONIAL

# Byard Construction uses Rockpile Solutions to improve their Project Estimating speed and efficiencies.

### COMPANY INFO:

Byard Construction LLC is located in Clarksville, Tennessee and was officially assembled in 1997. As a local family owned service company, Byard Construction LLC got its start in 1993 when James Byard purchased a Backhoe and began working residential excavation projects. His son, Chad, joined him several years later.

With over fifty employees now, Byard focuses on commercial sites, residential subdivision projects, and public utility work. Byard's expertise in Construction Software has set the company apart as a technology savvy organization that manages all aspects of the construction process with best-in-class data modeling tools and techniques.



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*Initially I did not want to purchase an add on to TBC to get my job done – however now that I have done so, I am so glad that I did, I use these tools every day and I can for sure get my job done faster and more easily than before. Now I can't imagine doing my work without the RPS commands.*

**THOMAS SWINK**  
Survey Manager &  
Estimator, Byard  
Construction



## PROJECTS INFO:

Oct 2020 – Survey Manager & Estimator Thomas Swink is not only responsible for estimating many of the civil projects for Byard Construction LLC, he's also in charge of providing stakeout and grade control data to eleven crews who are typically all on separate projects. Thomas has been using Trimble software for over 12 years (originally Terramodel and then TBC), so he's no stranger to the core TBC functionality. He purchased the Rockpile All Tools add-on commands service hoping to speed up some of the more time consuming components of the TBC estimating process. "At Bid Stage we always receive PDF drawings as a minimum but that is often supported by CAD data also. In our bid process we clean up the CAD data if available and supplement with digitized or extracted vector data from the PDF".



## THE ROCKPILE SOLUTION:

Byard purchased the All Tools commands and Thomas started using the RPS takeoff and estimating optimization tools right away. He now uses many of the RPS commands on a daily basis. Thomas has found the RPS Quick Line and the new Takeoff Lines invaluable – The ability to draw 2D or 3D lines, with or without curves and being able to add in elevations wherever needed made the cleanup process much easier and faster. Since most of the files that he starts with are CAD files, commands like the RPS Crop Crossing tool allows him to strip away contours between curb and gutter sections rapidly to get to ideal takeoff models faster, eliminating a huge bottleneck in the TBC CAD file conversion process

## RESULTING BENEFITS:

The Rockpile TML commands for takeoff and estimating have optimized the bidding process for Byard Construction. Since Byard is using TBC for all parts of data management (Estimating, Takeoff and Data Prep), additional time is saved because the data flows seamlessly between work steps. Other RPS commands like Convert to Linestring and Show Line Direction are just standard practice today. Thomas is an active participant in the Rockpile Online and Power User Group (PUG) Training sessions. He is a "Power User" of TBC already, but there is always something to pick up in the sessions that can even make expert users more productive.



### ROCKPILE PRODUCTS & SERVICES

Trimble Business Center TMLs:  
**\$885.00 /yr.**

Over 80 TBC Commands to make takeoffs & modeling quicker and easier.

Training - Scheduled Online Classes & Class Videos:  
**\$1,000 /yr.**

Access to our online live training classes every month. Access to our previously recorded training classes on our community page.

Technical Support - Phone, Email, & Online Support:  
**\$595.00 /yr.**

Phone & email support to help you with your projects, how to use our commands, and general questions about how to use TBC.

### COMBO SPECIALS

TML's & Training Classes:  
**\$1,385.00 /yr.**

TML's, Training Classes & Technical Support:  
**\$1,780.00 /yr.**



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Ready to work with us? Request a quote at [quotes@RockpileSolutions.com](mailto:quotes@RockpileSolutions.com) and learn how we can make you more competitive.

#### RPS HELP AND ASSISTANCE

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Phone  
(720) 797-8001

#### HELPFUL LINKS

Website  
[www.RockpileSolutions.com](http://www.RockpileSolutions.com)

Library  
<https://myrockpile.retrieve.com/#/4>

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<https://community.myrockpile.com/>