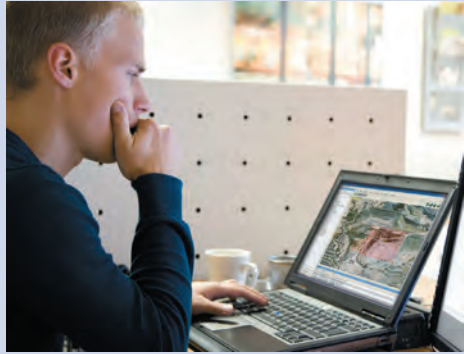


# CUSTOMER STORY

## TRIMBLE TECHNOLOGY PUTS IRISH CONSTRUCTION COMPANY ONE STEP AHEAD OF COMPETITION



Decision makers in the office can review what is happening in the field in real time and take immediate action, if necessary.

### PROJECT HIGHLIGHTS

- Trimble Construction Manager helps Maveric Contractors keep track of more than 30 employees across 10 or more different job sites
- The asset management software enables managers to see exact equipment location, run times, idle times, speed and more, all via a web browser
- The owners of Maveric Contractors estimate that this technology helps them reduce overall costs by as much as 15 percent

**MAVERIC CONTRACTORS HAS A DIFFERENT WAY OF LOOKING AT THE CONSTRUCTION INDUSTRY—ONE THAT INCLUDES IMPLEMENTING THE LATEST TECHNOLOGY INTO EVERYTHING THEY DO. AS A RESULT, THEIR FRESH PERSPECTIVE IS HELPING THEM NOT ONLY COMPETE, BUT THRIVE IN BUSY INDUSTRY.**

**CUSTOMER: MAVERIC CONTRACTORS, IRELAND**  
**PROJECTS: M6 MOTORWAY, DUBLIN TO GALWAY: JANUARY 2007 TO PRESENT**  
**GALWAY AIRPORT: MARCH 2008 TO PRESENT**

From conception to completion, the four-year-old civil engineering company based in Galway, relies heavily on technology. In fact, Maveric Contractors utilizes the most advanced solutions available at every step—from survey to site assessment and development, to handing the project over to the client.

Trimble's asset management solution—Trimble Construction Manager—helps Maveric prove its value to both current and potential customers.

"With fuel and labor costs on the rise, it's important for us to keep a close eye on our cash flow, expenses and potential profit per job," said Philip McNamara, marketing director at Maveric. "Our clients are also more cost-conscious these days, and with Trimble Construction Manager software, we can provide them with very precise data about job progress and costs."

With the Trimble Construction Manager solution, Global Positioning System (GPS) hardware is mounted onto Maveric's construction equipment, which includes all company vehicles, excavators, motor graders and bulldozers.

Back in the office, supervisors access information from Trimble Construction Manager via their desktop computers. The Trimble Construction Manager software displays information about their equipment in real time, including precise location, speed, idle times, cycle times, maintenance alerts and more.

In addition, Trimble Construction Manager provides a highly accurate cost assessment tool that enables Maveric to more accurately bid on projects.

"Many of our competitors use historical productivity measurement data to estimate production rates and movements," said McNamara. "At any given time, we can log in—or even allow our clients to log in—to view details like truck trips, time between loads, how much material was moved and the exact cost.

"This level of transparency," McNamara continued, "provides us and our clients with real-time updates of productivity and castings. It also provides us with very accurate data that we utilize to bid on future projects."

In addition to more accurately bidding on jobs, Trimble Construction Manager is making it easier for Maveric managers to keep track of their many employees spread across as many as 10 different job sites throughout the country.

From the office—or anywhere in the world—Maveric decision makers can tell where its machines are located, when they were turned on, how long they're idling and whether operators started work on time that day.

In addition to monitoring what's happening on the job site, supervisors can also manage what's happening on the road. One of Maveric Contractors' principal company values is worker and public safety. To this end, Maveric sees the value of Trimble Construction Manager with regard to speeding.

"All company vehicles—even the owners' vehicles—have Trimble GPS receivers in them, and the Trimble Construction Manager software will automatically notify us when someone is speeding,"



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said McNamara. "Our policy on speeding is firm, and technology like this makes it easy to enforce."

And, according to McNamara, employees have been quick to adopt the new technology and have readily accepted the increased visibility that owners and managers now have into the construction site and on the road.

"it's a new era for construction companies," said McNamara. " our employees and existing clients appreciate that this technology is working for our company, and that we will continue to win business because of it. Clients are now requesting the GPS-enabled excavators and dozers over the traditional ones!"

The maintenance-tracking component of the software is also paying off for Maveric. While most companies estimate when a piece of equipment needs maintenance, or keep track of it in a notebook, Trimble Construction Manager automatically sends an e-mail to managers on maintenance due dates. This functionality alone is paying dividends because Maveric can have its equipment serviced precisely when it needs it and there are fewer breakdowns, thus keeping the equipment uptime to a maximum.

McNamara estimates that the company's use of technology enables them to reduce their costs on each project by as much as 15 percent, and he's sure that it helps Maveric win new business.

"We always knew technology would differentiate us from the competition, we just didn't realize how much," he said. "Trimble is the best that's out there, so working with them was an easy choice to make. Now, we're always looking for a way to make it even safer and more productive."



All of Maveric Constructors' equipment is outfitted with Trimble hardware and is managed via Trimble Construction Manager software.

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