



## CASE STUDY

# Using Data To Make Better Decisions And Keep Projects On Track:

## Spreadsheets weren't telling the whole story

Messer Construction Co. won a multi-story hospital project funded by an unexpected donation, allowing the project to start years ahead of schedule. The Messer preconstruction project team provided a conceptual budget and received the green light to proceed.

The subsequent schematic design process uncovered some unforeseen obstacles, which added scope and, subsequently, higher estimates than the original conceptual design budget. Messer knew there was a real chance the project would be delayed for an extended time or canceled altogether if the team couldn't quickly create a plan to overcome the budgetary concerns.



## They needed a way to present complex data

With a \$26 million gap to close, Messer immediately went into a Target Value Design (TVD) exercise to explore ways to reach the desired budget. The team generated real-time options to maintain quality while meeting the necessary budget goals.

Messer had a plan to succeed but needed a better way to communicate the available options or risk losing more valuable time. Clarity in presenting the options was essential for the owner to be able to make an informed decision.

## Using data to make better decisions

Messer chose the Join platform over the traditional toolkit of Excel spreadsheets and complicated estimating systems to present the information. Messer's preconstruction team empowered the owner with the data to make the necessary decisions to move the project forward.

Instead of spending hours gathering and preparing data from estimates and spreadsheets to provide insights and formulate alternative solutions.

“Join allowed us to communicate all the options and make the decisions required to move the project forward. Traditionally, this would have taken weeks of back and forth with our old tools. I can't imagine getting alignment that quickly without a tool like Join.”



**Clint Berry**  
Senior Project Executive,  
Messer

**Want to learn how Join can help streamline decision-making on your projects? Book a demo!**