

SWITCHING FROM SPREADSHEETS TO BID2WIN

In the rapidly changing heavy construction industry, most companies are realizing that estimating strictly with spreadsheets just isn't enough anymore. Estimating and bidding software saves time and is more accurate, so the question is really why wouldn't you want to use it?



"If you're detailing the cost of a project, spreadsheets are not the right solution," says BID2WIN Software president, Paul McKeon. "They can be inefficient and are only as good as the formulas someone writes in them, which can lead to costly errors. Plus, there is a degree of inefficiency because you cannot have more than one person working on a bid at the same time."

WHY SWITCH FROM SPREADSHEETS TO BID2WIN ESTIMATING & BIDDING

- **Standardization:** Costly errors in spreadsheets result from the failure to use a single, standardized, easy-to-use estimating solution. BID2WIN saves your company considerable time and money in two important ways. First, it provides estimators access to the same, automatically updated centralized cost resource database. Second, it uses the same simplified, formalized process to produce bids with as little or as much detail as needed.
- **Accuracy and Efficiency:** Producing bids that are accurate and timely can directly impact your bottom line. BID2WIN removes the worry associated with spreadsheets by providing a simplified, bulletproof framework and built-in calculations for you. You'll have the confidence to bid with assured accuracy and the efficiency to complete the simplest or most complex bids quickly.
- **Flexibility:** BID2WIN is infinitely scalable, allowing everyone to use the same system, no matter how large or small the job. The fact that it mirrors the Microsoft Office look and feel means it's more familiar, easier to learn, and requires less training than any competing system. Most customers create bids using BID2WIN the same week it's installed. All of this translates to a faster, more pronounced return on investment.
- **Management Information:** Through BID2WIN's extensive onscreen analysis and reporting capabilities, you'll have access to whatever summary or detail you need.
- **The Microsoft Windows Standard:** Anyone familiar with Microsoft Excel or Microsoft Word will find BID2WIN easy to learn and use right from the start. This is not an accident. BID2WIN was built from the ground up using Microsoft development tools, and was designed to conform strictly to Microsoft standards. It is widely regarded as the estimating and bidding solution that provides the familiar look and feel of Microsoft Office products.
- **Seamless Integration and Round-trip Information Flow:** BID2WIN was designed to integrate with industry-leading accounting, project management, and other software packages that you already use, so you can maximize your software investments. This integration results in a "round-trip information flow," which allows you to seamlessly export bid information to project management systems, as well as export cost information to job cost accounting systems.
- **Embedded Microsoft Excel:** Microsoft Excel spreadsheets lend immeasurable flexibility and efficiency to the bid-creation process. Penetrating deeper than just a cut-and-paste function, Excel is actually embedded within BID2WIN using OLE Automation, allowing you to upload your data from your spreadsheet right into BID2WIN.

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN & BUILD2WIN**