

ARAPAHOE TURNS TO BID2WIN TO REDUCE THE RISK OF COSTLY MISTAKES

Based in Englewood, CO, Arapahoe Utilities and Infrastructure (AUI) offers water, sewer, storm and concrete services to both private and public sectors in Colorado. The company has 230 employees, and has been in business since 1987.

Making the Switch

Until last year, AUI was estimating jobs using Excel spreadsheets. Although this method served the estimating department well enough, the risk of miscopying a formula or referencing the wrong cell was too great and had the potential of becoming a very costly mistake. At that time, the company turned to the world of computerized estimating for answers.

After intensely evaluating both BID2WIN and HCSS, it was clear to AUI that BID2WIN was the only solution that would help achieve the desired level of standardization and control the company's five estimators needed, recalls Dan Classen, Vice President of Operations. Furthermore, the software allowed AUI to upload its projects into the job cost accounting program, CCAS.

The Winning Combination

Today, all of AUI's estimators use BID2WIN to bid their jobs. The software's friendly user interface and formal training sessions made for a seamless transition from spreadsheets to BID2WIN. Among the estimators' favorite features are global edits and Crystal Reports, both of which have had a significant impact on their ability to do their job more easily and efficiently.

Because BID2WIN can be altered to fit the needs of individual industries and companies, the AUI estimators are using a tailor-fit estimating program that allows them to work the way they've always worked. They continue to easily upload bids into CCAS, which Dan says is a huge timesaver.

"WE'RE VERY EXCITED ABOUT THE FUTURE OF BID2WIN," SAYS DAN.

To learn more go to www.auiinc.com.