

BID2WIN'S VERSATILITY INSTILLS CONFIDENCE IN BA BLACKTOP'S ESTIMATING AND BIDDING

As an ISO 9000 registered company, BA Blacktop believes that continual improvement is the key to providing superior quality products and services. This belief is applied to every aspect of their business, and the estimating department is no exception. However, estimators at BA Blacktop were finding it difficult to continuously improve their estimating and bidding process while using spreadsheets. "The spreadsheets were too time-consuming and any changes that needed to be made were very cumbersome," says estimator Martin Logan-Hill. The company needed a solution to increase the speed, accuracy and ultimately the quality of their bids.



After extensive research, BA Blacktop made the decision to purchase BID2WIN in 2001 and the transition was as smooth as the many roads the company has paved over the past 53 years.

"BID2WIN HAS FAR EXCEEDED ALL OF OUR EXPECTATIONS. THE SOFTWARE IS SIMPLE TO LEARN AND THE TRAINING FROM BID2WIN SOFTWARE HAS BEEN EXCELLENT—BOTH FOR NEW USERS AND WHEN WE UPGRADE TO THE LATEST SERVICE PACKAGES" LOGAN-HILL EXPRESSES.

Rod Stephens, manager and head estimator of the Martins Asphalt division of BA Blacktop, says BID2WIN has proven to be everything that they wanted it to be. "One of the features we especially appreciate is the subcontractor and vendor management—how you can extract and input the data with ease, and at the last minute be able to see who actually has the lowest bid." Stephens also values the customizability that the software brings, explaining that BID2WIN, "really can be used the way you think. Every estimator thinks a little differently, and they want the product to match their personality to some degree. I find that BID2WIN is able to do that."

Today the company is creating more complex bids and working with greater speed and efficiency than ever before. "BID2WIN has been great for our company," says Logan-Hill. "It instills confidence in our bidding—both in simple, day-to-day bidding and in very complex contracts. We find the software to be very versatile." And as a company that prides itself on continuous improvement, BA Blacktop appreciates BID2WIN Software's commitment to constant development. "The BID2WIN Software family listens—whether it's at the annual User Conference or on a service call," explains Logan-Hill. "They're very good at thinking about what's needed today and what will be needed in the future for their clients."

Eight years after purchasing BID2WIN, Logan-Hill says the software has been nothing but an asset to BA Blacktop—one that has given them the ability to bid more complex projects than ever before. "BID2WIN is a solution that has allowed our company and our estimating department to grow, while growing with us. I would recommend this system to anybody not competing against us in our market; it's a great system with great people and great technical support behind it."

Stephens agrees. "I would absolutely recommend BID2WIN, for several reasons. It's a great product with regards to time efficiency, which everyone struggles with today. It increases accuracy, so every time you close a bid you can feel confident that it's accurate. And the BID2WIN Software staff and the whole organization give you a feeling of confidence and professionalism."

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