

## BACCO CONSTRUCTION COMPANY FINDS A BETTER WAY OF DOING THINGS WITH BID2WIN AND BUILD2WIN FIELD

Founded in 1915 in Iron Mountain, Michigan, Bacco Construction Company has been prequalified with the Michigan DOT for over 70 years, making it the state's oldest prequalified contractor. The company provides a wide array of services to all of Michigan and Wisconsin, including paving, concrete, grading, sitework and underground utility.

Prior to partnering with BID2WIN Software, Bacco Construction had used Hard Dollar's estimating and bidding software for more than a decade, but had grown increasingly unhappy with the direction of the company and the product.



"It was our feeling that the estimating function was being put on the back burner, while the company prioritized their efforts in a different direction," explains President John Fortier. "We submitted multiple requests for enhancement, which were ignored. We were never able to export an estimating file into our accounting software. And the reporting functions were inadequate—we needed another third party software to handle our field reporting."

Bacco Construction researched several solutions, and was impressed by the features and capabilities of BID2WIN Estimating & Bidding. The company was also looking for a field tracking solution that would integrate seamlessly, and enable instant cost feedback in the field. In 2010 they purchased BID2WIN, along with BID2WIN Software's browser-based field tracking solution, BUILD2WIN Field.

"Obviously, after a 13+ year investment of time and money into a software as important to us as estimating, a switch like this is a radical move. BID2WIN Software had a better way of doing things. Implementation was easy and we went live a month earlier than we anticipated."

Built from the ground up using Microsoft's most advanced development tools to run on Microsoft's largest, fastest database, BID2WIN was designed to look and feel like a familiar Microsoft application—making it intuitive and easy to learn. Bacco Construction was able to standardize their estimating and bidding utilizing centralized resources, including reusable task and item templates for repetitive work.

**"BID2WIN HAS REDUCED THE AMOUNT OF TIME NEEDED TO ESTIMATE A PROJECT," FORTIER EXPLAINS. "WE CAN NOW EASILY TRANSFER DATA TO OUR ACCOUNTING SYSTEM, AND WITH BUILD2WIN FIELD, WE NO LONGER REQUIRE AN ADDITIONAL THIRD PARTY SOFTWARE TO HANDLE FIELD INPUT."**

BUILD2WIN Field's browser-based interface also allows Fortier and other executives, project managers, field engineers and foremen at Bacco Construction to view and track real-time status information about jobs without installing software on their computers. And the company saves time by importing data directly into their accounting software from Viewpoint, one of BID2WIN Software's development partners.

"BID2WIN Software was absolutely the right choice for us," says Fortier.

To learn more about Bacco Construction Company, visit: [www.baccoconstruction.com](http://www.baccoconstruction.com)

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

