

BARLETTA SWITCHES TO BID2WIN FOR ITS WINDOWS-BASED INTERFACE

The history of Barletta Engineering Corp., based in Roslindale, Mass., dates back to 1914 with the first project of notable size being the \$612,000 construction of the New Neponset Valley Sewer Section for the Commonwealth of Massachusetts.

Since that time, Barletta's client base has remained close to home, scheduling an average of \$100 million in contracts annually. In 1998 alone, Barletta won \$130 million of work.

The company's expertise covers every phase of heavy and vertical construction, from highways and buildings to bridges and treatment plants, as well as superfund and environmental cleanup. It's no surprise that Barletta Engineering has successfully completed a broad range of projects, as the company is founded on a commitment to keeping pace with the changing construction industry. And a critical component of change has been technology.

About a year ago, however, technology was not treating Barletta very fairly. Says Estimator Tom Day, "We had been using a new Windows product from one of BID2WIN's competitors for about four months but it just was not working properly. It was constantly crashing our network and it was all code driven; then when we called Tech Support we used to get answers like, 'Oh, it's a bug.'"

Although Barletta was not actively shopping for a new software system, a quick demonstration of BID2WIN kicked the frustrated estimators into action. "We went to look at it and our eyes just opened wide," recalls Day. "The way it was laid out just like a Windows product was great, and we could tell it would be extremely user friendly." The pitch was quickly made to switch to BID2WIN. According to Day, "It took maybe a day, two days, to learn it and two weeks, tops, for all of us to get into a routine with it. We found that it's pretty much intuitive if you know Windows."

While Day commends BID2WIN's Technical Support team for being "solution-driven," he notes that calls to BID2WIN have been few and far between. Additionally, he says the software's live database makes updating of resources effortless, allowing his company to focus on the work at hand. "Construction is far too fast-paced to ever have to step back and work on a master estimate," he says. "There is plenty of other work to do."

To learn more about Barletta Engineering Corp., visit www.barlettaco.com.

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