

BITUMINOUS ROADWAYS ELIMINATES THE PAPER TRAIL WITH BID2WIN & BUILD2WIN

Founded in 1946, Bituminous Roadways Inc. has been at the forefront of the asphalt industry since its inception. As a company that started out as a three-man crew doing residential asphalt work in South Minneapolis, Bituminous Roadways has grown considerably over the years. Today, the company employs over 100 people and performs work solely on commercial and industrial projects throughout the greater Twin Cities area.

In the past, Bituminous Roadways had used spreadsheets to manage their estimating and bidding, but as the company's workload increased, so did the complexity of their bids. They needed a solution to standardize their bids, with reporting capabilities that would allow management to quickly view estimate summary information from across the company.



Bituminous Roadways purchased BID2WIN Estimating & Bidding in 2006, and John Anderson, estimating coordinator, says the company saw an immediate return on their investment. Because BID2WIN was built from the ground up using Microsoft's most advanced development tools to run on Microsoft's largest, fastest database, the software was designed to look and feel like a familiar Microsoft application. Despite its power and feature-rich functionality, BID2WIN installs easily, and is intuitive and easy to learn, so Bituminous Roadways' estimators were up and running in no time.

"The biggest advantage of BID2WIN is having a live database to work with, and the seemingly unlimited types of reports available to us," says Anderson.

In fact, Bituminous Roadways was so satisfied with the software that two years later, when they found themselves in need of a field tracking and analysis solution, they knew exactly who to turn to. The company had been using pencil and paper for too long—they knew that they needed to clean up the paper trail and find a solution that would improve their cost tracking ability.

BID2WIN Software's browser-based field tracking and analysis solution, BUILD2WIN Field, was exactly what Bituminous Roadways was looking for. It seamlessly transfers baseline estimate information from BID2WIN, and allows tracking of reported production quantities, labor hours, equipment hours and material quantities against estimated values.

Using a browser-based user interface, Bituminous Roadways' executives, project managers, field engineers and foremen can view and track real-time status information about jobs without installing software on their computers. And accounting personnel can quickly and easily transfer reported hours to their accounting solution, Maxwell Systems StreetSmarts & Smart Traxx (formerly Cheetah).

"WE NO LONGER HAVE FIELD LOGS THAT ARE MISSING, OR LOST IN THE INTERCOMPANY MAIL," EXPLAINS ANDERSON. "THE ABILITY TO TRACK OUR PRODUCTION RATES IN REAL TIME, AND TO BE ABLE TO INCORPORATE THAT DATA INTO OUR BIDS GOING OUT THE DOOR, IS PRICELESS."

To learn more about Bituminous Roadways Inc., visit: <http://www.bitroads.com/>

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

