

LOVE AT FIRST SITE FOR **BOGG'S PAVING**

"Love at first sight" is how Greg Miller describes his relationship with BID2WIN.

"We were literally struck by it the first time we saw the program in action," says the chief estimator from Monroe, North Carolina's Boggs Paving. "Once we saw that demo, the other 'suitors' didn't make it much farther in the evaluation process."

Those suitors included Boggs's longtime estimating solution, Hard Dollar. According to Greg, the program had too many bells and whistles that the estimators didn't use at all. Moreover, the company was concerned that it would be too difficult to learn for the group of new hires recently brought on board. The sentiment changed, however, when BID2WIN entered the scene.

"Right away we could see that BID2WIN was far more tailored to our needs," says Greg. "The program had a simpler interface, it flowed better, and plain old made more sense. We knew the junior estimators would be able to grasp it easily." Even more importantly, he adds, they had a good feeling about the company and the product throughout the entire course of their software evaluation.

One unanimous decision later, all of Boggs's estimators were 100% on the program.

"From the start, the flow of the program took us right through," recalls Greg. "Combined with our outstanding training experience, it took no time at all for everyone to get acclimated."

Today, Greg says, the flame is still burning strong. Topping the favorite features list is BID2WIN's unique item database, which has been instrumental in helping Boggs to bid on DOT jobs, and the import/export feature, which Greg hails as "amazing." He says the estimators are also partial to the program's markup features.

For Greg personally, BID2WIN's treeview has saved him considerable time when reviewing bids. Another big winner on the timesaving side is the interface existing between BID2WIN and Boggs's accounting package, Dexter + Chaney.

"No more manual data entry!" Greg exclaims. "Now we just hit a button and everything is set up for us."

Of course, if anything stands in the way of letting Boggs use BID2WIN the way they need to, BID2WIN's support staff is there.

For Greg, this service is second-to-none. "I can't think of any other program I've used that has such a responsive tech support team," he says.

With over \$20 million worth of DOT work alone under their belts for this season, everyone at Boggs Paving knows one thing for sure: Confidence in your numbers goes a long way.

"We know that what we're putting out there is solid," says Greg. "That kind of comfort isn't something you can get just anywhere."