

BID2WIN MAKES BRENNER EXCAVATING MORE COMPETITIVE IN AN INCREASINGLY TOUGH BIDDING ENVIRONMENT

Nick Ginsberg, estimator and project manager at Brenner Excavating Inc., knows firsthand how competitive the infrastructure industry has become in today's economy. Luckily, the Michigan based excavation company is able to continue to bid not only competitively, but with accuracy and profitability—thanks to a streamlined estimating and bidding system from BID2WIN Software Inc.



Brenner Excavating was using Excel spreadsheets to manage the estimating and bidding process prior to purchasing BID2WIN Estimating & Bidding in 2005, but the company knew they needed a solution that would ensure more accuracy and efficiency. "Getting up and running was quick and painless," Ginsberg says, and states that the company has seen significant return on their investment based on the fact that they can bid more work and receive more contracts.

"BID2WIN NOT ONLY SAVES ME ENORMOUS AMOUNTS OF TIME, BUT ALSO ALLOWS ME TO BID MORE PROJECTS WITHOUT COMPROMISING ACCURACY," EXPLAINS GINSBERG.

In an economy where competition for the most profitable jobs is based on a company's speed, accuracy and dependability, saving time and avoiding costly errors is more important than ever.

But BID2WIN doesn't just save time during the bidding process—the application also integrates with all major accounting and project management software packages to quickly and easily transfer estimate information to other company systems. "BID2WIN easily interfaces with our accounting software, Spectrum by Dexter Chaney," says Ginsberg. "In minutes it sets up job costs based on our phase codes, contracts and subcontracts. This process took hours prior to using BID2WIN."

Brenner Excavating also utilizes BID2WIN's numerous report formats, which allow estimators to pass information to the accounting department and company owner quickly and efficiently.

"BID2WIN allows easy comparison between multiple subcontractors and vendors allowing us to choose the lowest bids for each and every estimate we submit. This has made Brenner Excavating much more competitive in an increasingly tough bidding environment." Plus, Ginsberg praises, "The 24 hour technical support that BID2WIN Software offers is incomparable!"

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