

CONTINENTAL PAVING SELECTS BID2WIN FOR ITS FLEXIBILITY AND INTUITIVE INTERFACE

Londonderry's Continental Paving has been performing site work and paving services for Southern New Hampshire's developments, roadways, highways, and airports for 22 years. In the peak season, Continental is "home" to approximately 250 employees.

Making the Switch

Estimating their work with spreadsheets was a satisfactory method for Continental's estimators, but it didn't allow them to easily tap into their prior estimating efforts. This limitation prompted a decision to switch over to estimating software, which was soon followed by an evaluation of several packages, including Hard Dollar and HCSS.

According to Continental estimator/project manager Bruce Bauer, the decision to switch also coincided with a visit from BID2WIN Incorporated's president, Paul McKeon, who introduced the team to the BID2WIN estimating system.

"We liked that BID2WIN was structured in a way that was very intuitive and allowed us to do our work the way we already worked," says Bruce.

He adds that the estimators were also attracted to the program's flexibility; they could use as many or as few of BID2WIN's features as they wanted, an option not totally possible with the other systems.

"We could literally realize a beneficial return in time savings from the day the program was installed – made possible only by the excellent industry-specific features and program flexibility," remarks Bruce.

The Winning Combination

Three years later, Continental is using BID2WIN to bid all of its NHDOT jobs. Bruce says one of his favorite features is the ability to generate the NHDOT bid forms, calling it the "single greatest bid day timesaver" and one of the biggest advantages of using the software.

The company also takes advantage of BID2WIN's ability to interface with Cheetah Advanced Technologies' StreetSmarts, its current job cost package.

"New project setup in Job Cost and Contract Management is now a matter of minutes regardless of the number of bid items," says Bruce.

This coming July, Continental will wrap up an \$17.8 million NH DOT project – won using BID2WIN – that involves 8 miles of highway on I-89 in New Hampshire.

The company is preparing for another successful construction season.

"We're especially looking forward to the new version," says Bruce in reference to the upcoming release of BID2WIN's next generation, which is built on Microsoft's latest technology initiatives, .NET and SQL Server. "We have followed Paul McKeon and his development team through several generations of the product and will continue to do so," he adds. "It's evident that they are hearing the developing needs of our industry and working hard to satisfy them."

To learn more about Continental Paving, visit www.continentalpaving.com.

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

