

EASTERN INDUSTRIES, A BID2WIN PIONEER

How It Began

Seven years ago—a lifetime in the high-tech industry—buying an unfinished software program was a risky thing to do. But that's exactly what Eastern Industries did in 1997 after seeing a demonstration of BID2WIN while it was still in development.

Mike Sedlock is a project manager who's been with Eastern Industries for over 25 years. He oversees jobs from beginning to end, making sure that his projects are built the way they're bid. He was there when Eastern Industries decided to switch from a manual estimating and bidding system to an automated one, and he participated in the review of Hard Dollar, HCSS, and BID2WIN. "After an exhaustive review of the popular heavy estimating and bidding packages, it was refreshing to see BID2WIN," Mike recalls.

Mike says that a key factor in their decision to choose BID2WIN was that it was Windows-based, while the others were still using DOS. Although Microsoft Windows wasn't yet a household name, savvy companies such as Eastern Industries knew that Windows was the way the industry was headed.

The Right Decision

The leap-of-faith that Mike's company took in 1997 has paid off many times over. The list of jobs they've won using BID2WIN includes a \$22-million project to reconstruct six miles of highway through Pennsylvania's state route 147. They won the bid by a slim .0005% margin. "It all happened in the blink of an eye," Mike says. "That was by far the closest we've ever come on any job."

BID2WIN Brings Value to Their Business

While the estimators at Eastern Industries appreciate the ease and flexibility of BID2WIN, the IT team swears by the top-notch technical support they know they can depend on. "BID2WIN's support services can not be beat," Mike says emphatically. "Our IT people deal with many software companies every day, but none of them can compare to BID2WIN's." He agrees with them wholeheartedly, adding that the level of service he's received has not changed since day one. "If I run into a problem on the weekend, or even at night, I don't have to wonder whether or not I can get help," Mike says. "It's never a concern."

Mike is eagerly awaiting the final release of Epiphany—the next generation of BID2WIN—and predicts that it will be even better than anyone has envisioned. He and five others from his team attended the 2003 BID2WIN User Conference where Epiphany Beta 1 was unveiled. They look forward to the Epiphany training sessions at this summer's conference, which is scheduled for the end of August.

More About Eastern Industries

Eastern Industries has been serving Pennsylvania for over 60 years, with offices across the state. Its two divisions—construction and mining—employ over 700 people, including eight estimators. The company is proud to be able to offer its customers warranties that extend as long as five years. To learn more about Eastern Industries, and to meet the company mascot, Seymour Dunright, go to: www.eastern-ind.com.

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