

BID2WIN IS INSTRUMENTAL IN WINNING EVERY JOB AT EQUIPT, INC.

Daniel DiCarlo, President and founder of Ohio-based civil construction company Equipt, Inc., knows firsthand the importance of a streamlined estimating and bidding process. As a small company, Equipt Inc.'s profitability is dependent on its estimators' ability to get consistent and accurate bids out the door in the same timeframe as its larger competitors. In today's increasingly competitive bidding environment, this would pose a challenge to any small company—and seem virtually impossible for one with only three estimators. However, Equipt Inc. has no problem keeping up with BID2WIN Estimating & Bidding on their side.

EQUIPT, INC.

"I CAN'T IMAGINE EVER BEING WITHOUT BID2WIN," DICARLO EXPLAINS.

DiCarlo had been using Excel spreadsheets to manage the estimating and bidding process prior to purchasing BID2WIN in 2002, but found that a general lack of accuracy and consistency was holding his estimating team back.

He turned to BID2WIN Software Inc., makers of the first Windows-based estimating and bidding solution for the heavy construction industry, and knew immediately that BID2WIN Estimating & Bidding was the perfect solution to streamline his company's operations.

BID2WIN's centralized resource database—including labor, equipment, crews, materials, etc.—allows all estimators to work with the same standard cost information, as well as standard cost structures created by estimating managers.

Plus, the software's cost group functionality allows users to group like items and tasks, and then utilize a similar cost structure for all of them. This functionality adds even more flexibility and works with the way estimators really think about job costing; saving time and money.

Today, Equipt Inc.'s estimators are bidding more efficiently than ever before, and DiCarlo is more than satisfied with the return he has seen on his investment.

"I can't put a value on having BID2WIN," says DiCarlo. "I believe that BID2WIN has been instrumental in winning every job that we have won. I can't say enough good things about the product and the company."

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