

FLOYD JOHNSTON CONSTRUCTION DITCHES DOS-BASED SOFTWARE AND BIDS MORE EFFICIENTLY WITH BID2WIN

Floyd Johnston Construction Company knows from experience that an efficient estimating and bidding system is integral to profitability in the heavy construction industry. However, the Fresno, California-based utility company didn't always have a streamlined estimating and bidding solution on their side.



Prior to 2004, Floyd Johnston Construction had been using a program called Symphony to manage their estimating and bidding process. "It was a custom program designed just for our company," explains estimator Scott Baize. "We used that method for about 10 years, but it was in DOS format, and it was just not practical anymore. It was so slow to operate, and not very flexible."

The company knew that it was time for a change. They evaluated BID2WIN Estimating & Bidding, and were impressed by the solution's ease of use—BID2WIN was built using Microsoft design standards, so its interface looks and feels like other popular Microsoft applications.

"BID2WIN IS THE MOST FLEXIBLE AND USER FRIENDLY SOLUTION THAT WE CAME ACROSS," SAYS BAIZE. "IT MAKES IT MUCH FASTER AND EASIER TO CREATE BIDS."

Floyd Johnson Construction purchased BID2WIN in 2004, and was up and running in no time with a little help from the BID2WIN Software training team. "The trainer was extremely helpful. We didn't have a lot of experience with newer software, but she knew how to explain things so that we would understand."

Today, Baize and the other estimators at Floyd Johnson Construction are bidding more profitably than ever, and the company has seen an excellent return on their investment.

"BID2WIN has more than made our money back. With the costing features that the software offers, we have been able to create more detailed estimates, which allows us to bid much more efficiently," Baize explains. "We have won many jobs because of BID2WIN's ability to evaluate our costs in so many ways, and manipulate our bids on so many levels."

Plus, BID2WIN's reporting capabilities are allowing Baize to communicate information to management, accounting and field staff more quickly and efficiently. "The reports are easier to read and understand, and they contain more valuable information than our old software."

And after five years, the company is still learning new ways to improve profitability with BID2WIN. "We attended the 2008 User Conference in San Diego, and gained an invaluable amount of training and insight into the software," says Baize.

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

