

GEDDIS PAVING & EXCAVATING BIDS MORE WORK AND WINS MORE BIDS WITH BID2WIN ESTIMATING & BIDDING

Geddis Paving & Excavating is a complete site development contractor who takes pride in being family owned and operated, and considers it a privilege to have served the Toledo, Ohio area for over 60 years. The company, which started out with only a backhoe and a dump truck in 1946, now consists of an entire fleet of paving, excavating and utility construction equipment. One thing that has not changed, however, is their commitment to delivering high-quality service and end product to their customers.

As Geddis Paving & Excavating has grown, so have their software needs. When spreadsheets could no longer effectively manage their estimating and bidding, the company decided to look for something more seamless and professional. In 2007, they purchased BID2WIN Estimating & Bidding, a Windows-based solution from BID2WIN Software Inc.



Built from the ground up using Microsoft's most advanced development tools to run on Microsoft's largest, fastest database, BID2WIN was designed to look and feel like a familiar Microsoft application. Despite its power and feature-rich functionality, it installs easily and is intuitive and easy to learn, so the company's estimators were up and running right away.

Bob Geddis, president and estimator at Geddis Paving & Excavating, describes the company's return on their investment as, "Huge. We are bidding more work and winning more bids because of BID2WIN."

IN FACT, THE COMPANY RECENTLY WON A \$4.9 MILLION RECONSTRUCTION JOB WITH THE HELP OF BID2WIN. "GLOBALLY MANAGING PRODUCTION, CREW SIZES, TRUCKING ROUND TIMES, SUBCONTRACTOR COMPARISONS—ALL OF THESE WERE, AND ARE, A TREMENDOUS HELP WITH BIDDING AND CLOSING," EXPLAINS GEDDIS.

And BID2WIN's extensive reporting capabilities are allowing the estimating department at Geddis Paving & Excavating to pass information to management, field staff and accounting—through integration with the company's solution from Foundation—more quickly and easily. "The ability to track cost by item is a huge benefit," explains Geddis.

"BID2WIN Software's 24/365 technical support team is absolutely astounding," he continues. "One of the best that I have ever dealt with."

To learn more about Geddis Paving & Excavation, visit: <http://geddispaving.com/>

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

