

## BID2WIN CONTINUES TO IMPROVE PROFITABILITY FOR GERBER CONSTRUCTION

When Mark Nielsen joined Gerber Construction as an estimator and project manager five years ago, he was pleased to find BID2WIN Software's standardized solution, BID2WIN Estimating & Bidding, already in place at the Utah-based sitework and utility company.



Joining a team of six estimators, Nielsen was able to produce bids quickly and easily using BID2WIN's centralized resources and reusable task and item templates. However, Gerber Construction's estimating and bidding process was not always quite as streamlined.

Nine years ago, the company was looking for a solution that would improve profitability through more efficient and accurate estimating and bidding. After evaluating Timberline, Gerber Construction thought they had made a decision, but decided to give BID2WIN a shot. They soon learned that BID2WIN is optimized for multiple users, allowing any number of estimators to work on the same estimate at the same time with no performance degradation—a major benefit for a company with over 100 employees. Plus, BID2WIN includes a comprehensive security system to control access to each area of the product, as well as limit the amount of information each user can see.

Gerber Construction purchased BID2WIN in 2000, and almost a decade later, the company continues to stand behind its decision. Nielsen says that getting bids put together quickly is the biggest advantage that the company has experienced with BID2WIN.

### "IT HAS DEFINITELY IMPROVED OUR PROFITABILITY," HE EXPLAINS.

He recalls one project in particular for which BID2WIN was especially helpful. "We were bidding an upgrade to a waste water treatment plant in Idaho, which was to be bid lump sum. When a job is bid lump sum, we like to break it down into CSI divisions—BID2WIN makes it very easy to do that and to keep the bid organized." He continues, "The project also had deductive alternates to go along with the base bid and BID2WIN handles alternates very well."

As a long term client, Gerber Construction stays up-to-date with the frequent updates and enhancements to the software by attending BID2WIN Software's annual User Conference—a three day event that allows clients to enhance their product knowledge, network with industry colleagues and provide feedback to the entire BID2WIN Software team.

"I've attended several User Conferences and have always come away with new knowledge of the product," says Nielsen.

And between conferences, the company knows that BID2WIN Software's renowned 24/365 technical support team is always there to help. "I haven't had to use it much," admits Nielsen. "But when I have, I have always received timely help. My experience with BID2WIN Software's support services has been very positive."

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