

THE HARPER CO. CHOOSES BID2WIN ESTIMATING & BIDDING; THE ONLY TRUE WINDOWS-BASED SOLUTION ON THE MARKET

Founded in 1938, The Harper Company was built on a deep commitment to quality, integrity and old-fashioned hard work. The heavy highway and concrete contractor is based in Hebron, Kentucky, and performs work throughout the state, as well as in Ohio, Indiana, Tennessee and South Carolina.

Prior to purchasing a standardized solution to manage their estimating and bidding process, The Harper Company was using Excel spreadsheets and longhand—a method that left a lot to be desired. “There was no continuity in the bidding,” explains Mike Shayeson, president of The Harper Company. “There was a propensity to make mistakes; it was too easy to forget things.”

After an extensive analysis of all the solutions on the market, including HCSS and Hard Dollar, The Harper Company could see that BID2WIN Software was ahead of the pack, with products and a development platform on the cutting edge of technology.



“This was about the time when people were going from DOS to Windows,” says Shayeson. “The competitors were looking like they were Windows-based, but when you really got into the nuts and bolts of them, BID2WIN was the only true Windows model. That’s what we wanted.”

BID2WIN’s Microsoft SQL Server database allows Shayeson to access the company’s bids anywhere in the world—whether it is from his home office, or a cruise ship in the South China Sea.

“WHEN THE GUYS ARE WORKING AT THE OFFICE AND PUTTING A BID TOGETHER, I CAN CHECK ON IT ANY TIME OF THE DAY OR NIGHT, WHETHER I’M AT HOME OR ON THE ROAD. MORE THAN ON THE ROAD—I’VE BEEN HALFWAY AROUND THE WORLD. I’VE BEEN ON A CRUISE SHIP BETWEEN HONG KONG AND SINGAPORE AND HAD THE ABILITY THROUGH AN INTERNET CONNECTION ON THE SHIP TO GET RIGHT BACK INTO THE PROGRAM AT THE OFFICE, AND SEE WHERE THE GUYS ARE IN DEVELOPING THE BIDS,” SAYS SHAYESON. “IT’S AMAZING, IT GIVES ME A LOT OF FLEXIBILITY.”

BID2WIN also makes it easy for The Harper Company to keep other departments in the loop—from foremen in the field to their accounting personnel in the office.

“When we are successful in a job, we send out a work order report so that each foreman knows exactly what they’re expected to do—it defines the makeup of the crew, the equipment, our expectations for production, and the like,” explains Shayeson. “Then, in a matter of keystrokes we can take the line items that are broken down into the various phases or tasks, and dump them immediately into our accounting software.”

Over a decade after purchasing the software, Shayeson is very satisfied with the company’s investment, and says he would absolutely recommend BID2WIN to others in the industry. “We are very supportive of BID2WIN and recommend it to anyone who asks.”

To learn more about The Harper Company, visit: <http://harperco.com/>

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