

HIGH CONCRETE GROUP SAVES TIME & MONEY WITH BID2WIN ESTIMATING & BIDDING

A subsidiary of High Industries, High Concrete Group is a Denver, Pennsylvania-based contractor that produces precast concrete structures including walls, architectural facades, and floor slabs, to create everything from office buildings to sports arenas. Combining innovation, proven technology, more than three-quarters of a century's experience as a building products company, and nearly 50 years as a precaster, High Concrete Group is committed to giving their clients the first-rate service, technical support, and precast products needed to bring their designs to life.



High Concrete Group purchased BID2WIN Estimating & Bidding in 2006, when it became apparent that their old system's cumbersome nature and out of date technology was keeping them from working as efficiently as possible. Estimating manager Jeff Walason had used BID2WIN at a previous company, and after researching multiple solutions, says the decision to purchase BID2WIN for High Concrete was an easy one.

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—so High Concrete Group's estimating team was up and running in no time. "We set up the product up, then the trainer came in and trained on our actual database," explains Walason. "He was able to show the estimators exactly what we've done and train them on the database that they were going to be up and using as soon as we went live."

"BID2WIN SAVES US A LOT OF TIME AND A LOT OF MONEY OVER OUR OLD SOFTWARE, SIMPLY BECAUSE ITS SO EASY TO USE" SAYS WALASON.

BID2WIN's SQL Server database supports multiple estimators working simultaneously with no performance degradation, and lets High Concrete's estimators work on bids from virtually anywhere using Mobile Estimating.

"We really like the mobility feature," he continues. "Being able to check out an estimate as read-only or a work copy allows the estimators to take bids home or work on them offline if the server is down for maintenance."

High Concrete's estimators enjoy BID2WIN Software's extensive reporting capabilities—but Walason says his favorite feature of BID2WIN is the custom reports that are available. "Anytime someone comes to me and says 'we want to see this on a report' or 'we want to see a different variation', I give the guys at BID2WIN a call and they tweak the reports. That is a great service and it's very helpful to us."

"I would highly recommend BID2WIN Software to just about anybody—the flexibility of the software far surpasses anyone else."

To learn more about High Concrete Group, visit: <http://www.high.net>

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

