

EFFICIENCY TRANSLATES TO OPPORTUNITIES FOR JOSEPH MCCORMICK CONSTRUCTION CO., INC.

Pennsylvania-based heavy highway construction company Joseph McCormick Construction is dedicated to providing customers with top quality site development and asphalt paving services at a competitive price. Staying competitive means that the company needs to conserve time and money—which they do by utilizing estimating and bidding and field tracking solutions that keep everyone organized and up-to-date.



Prior to purchasing BID2WIN Estimating & Bidding and BUILD2WIN Field, Joseph McCormick Construction was using Excel spreadsheets and homemade calculations to create bids, and week-old data from accounting to manage and track their costs. However, the company was growing quickly and needed better tools to organize their estimates and bid more efficiently. They also needed a solution that would allow them to measure job progress and budgets in real time.

Project Manager Joseph Hosey remembers, "We came into BID2WIN Estimating & Bidding on the ground floor, when it was one of the only Windows-based systems available. We liked the workflow and layout, and it was very intuitive to use."

"It makes large, cumbersome bids easy to organize," he explains. "Subcontractor/Vendor management allows you to analyze quotes efficiently. You have the flexibility to construct a bid that is very detailed or very simple, depending on your needs. We bid more jobs in a fraction of the time and effort."

With BID2WIN, Joseph McCormick Construction can model their cost and reproduce it from bid to bid, even when the base conditions change. That reliability and repeatability allows estimators to focus on bid strategy and markup strategies that can yield higher profits and more bids won.

"Without a doubt, BID2WIN allows us to bid more jobs, and more complex jobs, while maintaining a fairly small estimating staff. We multitask easily with BID2WIN—all of our estimators are also project managers. When we purchased BUILD2WIN Field, it added even more benefits and increased our profitability."

BUILD2WIN Field allows Joseph McCormick Construction's project managers and superintendents to measure progress and budget on a daily basis, so they can make changes in crews, equipment, material or trucking when they see an item lagging.

"We've had some very tight budgets that have been successfully managed with BUILD2WIN Field. The data we have accumulated to date is allowing us to be more competitive in our bidding," explains Hosey. "The completed jobs can be referenced by estimators to gauge what is profitable and what is not."

"WE HAVE A HIGHER LEVEL OF CONFIDENCE," HOSEY CONTINUES. "IT'S LIKE GETTING A JOB REPORT CARD DAILY—SOMETIMES IT'S GOOD AND OTHER TIMES IT IS NOT. BUT WITHOUT THAT DATA, YOU COULD ALLOW A JOB TO FAIL AND NOT KNOW IT UNTIL YOU INVOICE IT."

For more information, visit www.jmccormickconstruction.com

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

