

BID2WIN DELIVERS ON ITS PROMISES TO K. BARNETT

Truth in advertising isn't something that any of the 150 employees at Clovis, New Mexico's K. Barnett and Sons, Inc. takes lightly. That's why it should come as no surprise that when it came time to implement an estimating software package, finding one that actually lived up to all of its promises was a top priority.

To guarantee such reliability in the past, the estimators at the 53-year old company had used a sophisticated in-house system developed by the owner's son. But while a homegrown program afforded the team much control, it also presented limitations that were too costly and time-consuming to overcome. The emerging electronic bidding trend further influenced the team to seek alternative estimating methods.

As longtime company estimator Terry Oliver recalls, BID2WIN entered the scene at an AGC convention in Seattle. Right away, he says, the system set itself apart from the herd with its true Windows foundation and user-friendly interface. Following such a positive first impression, a single online demonstration was all it took to prove that BID2WIN was a perfect fit for K. Barnett.

"After the demo, there was no doubt in anyone's mind that this was the software we wanted. We were able to reach a unanimous decision very quickly," Terry says.

Within a week of training, the company was up and running and bidding on jobs.

Terry reports that things have been on an upward swing since then, demonstrating a particular loyalty to BID2WIN's task templates feature.

"In fact, task templates are what initially drew me into the product," he reveals. "I've spent much of my long career building crews – now it's practically done for me. It gives me more time to go back and concentrate on other areas." He adds that embedded Excel spreadsheets have also helped him and the estimating team streamline the bidding process.

Terry is also quick to comment on BID2WIN's technical support. "As any estimator can tell you, problems or questions always seem to come up at the most crucial times. The support engineers at BID2WIN really understand the nature of the industry, and are quick to respond to your questions."

At the core of K. Barnett's fruitful three-year relationship with BID2WIN, however, is one simple fact: It's delivered on all it promised to be in those early days.

"It's just like you advertise," he confirms. "It's the real deal."

K. Barnett and Sons, Inc., a heavy and highway contractor, serves New Mexico and portions of western Texas in both the public and private sectors. The company has been in business for 53 years and is located in Clovis, New Mexico.

To learn more go to www.kbarnett.com.

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