

STANDARDIZATION INCREASES PRODUCTIVITY FOR KIMMINS CONTRACTING

Kimmins Contracting Corp has a long and distinguished history in the contracting industry. In 1923, William Kimmins founded the company with the spirit of family infused into every aspect of the organization.

Kimmins is dedicated to achieving the high standards that the company has become known for. Their stability and solid reputation within the industry coupled with over 80 years of experience has earned the company a proven track record for completing large and challenging projects on time and within budget.

For Tom Harrington, vice president and chief estimator, one of the biggest advantages of using BID2WIN is "the ease and ability to modify, customize and tailor to fit job requirements and then manage or edit within the bid process". This standardization increases estimator productivity and accuracy. Originally, Kimmins estimators were using spreadsheets for their estimating and bidding needs. Since switching to BID2WIN in 2002 the company has seen incredible improvements. "We have increased our number of jobs bid per estimator by a minimum of 50% per man; increased the quality and detail of each estimate; and reduced the number of errors made," says Harrington.

With a workforce of over 400, Harrington knows that communication is the key to success.

"WHEN A BID IS TURNED OVER AS A JOB TO THE PROJECT MANAGER, ALL THE DETAIL IS RETAINED, MAKING THE UNDERSTANDING OF THE ESTIMATE BY MANAGER AND SUPERINTENDENTS ALMOST IMMEDIATE."

Today, with BID2WIN's cutting edge technology at their fingertips, Kimmins looks forward to new and challenging projects and opportunities that await their creative teams in the 21st century.

To learn more go to www.kimmins.com.

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

