

LANDMARK CONSTRUCTION TRIPLES BID OUTPUT WITH BID2WIN ESTIMATING & BIDDING

Based in Charleston, South Carolina, Landmark Construction Company, Inc. has been a leader in the low country's construction industry for almost fifty years. As one of the top sitework and industrial contractors in the area, Landmark has completed projects of every kind and size, from roadways and utilities to mass pour foundations.

A family owned business from the start, Landmark now employs close to 150 professionals in virtually every area and phase of the construction process. The company prides itself on a long safety record, and assures that every project receives the outstanding quality, attention to detail, timeliness and considerations to cost that Landmark has become known for.

Prior to 2007, Landmark had used a solution from another vendor to manage their estimating and bidding process, but felt that the company had a lack of commitment to the product. The company decided it was time for a change, and began searching for a robust, flexible solution that would standardize their work across the enterprise. They found it in BID2WIN Estimating & Bidding, a Windows-based solution from BID2WIN Software Inc. Jeff Bailey, senior estimator and long-time employee at Landmark, explains that the company was up and running quickly thanks to the solution's intuitive user interface, and BID2WIN Software's impressive implementation services.



"BID2WIN is so easy to learn," says Bailey. "Our first and only training was at the 'expert' level, and it was very well done. Once we had databases built to our liking, we were bidding from day one."

And the bidding hasn't slowed down since, according to Bailey. In fact, the company's bid output has nearly tripled since purchasing BID2WIN.

After the bid has been awarded, BID2WIN's extensive reporting capabilities allow Bailey's estimating team to quickly and easily share information with Landmark's management, accounting and field personnel. Plus, BID2WIN integrates with the company's accounting and project management system from Viewpoint.

"EVERYONE LOVES THE REPORTS, WHICH MEANS THEY MAKE REAL USE OF THEM," EXPLAINS BAILEY. "AND INTERFACING WITH VIEWPOINT SAVES US HOURS AND HOURS OF TIME."

Today, Landmark continues to submit more bids, win more jobs and increase their profitability with BID2WIN Estimating & Bidding on their side. As a valued partner, the company also enjoys access to BID2WIN Software's renowned support services, which, according to Bailey, have definitely lived up to their reputation.

"BID2WIN Software's 24/365 technical support services are so far above the rest that it's not fair to the others," says Bailey.

To learn more about Landmark Construction, visit www.landmark-sc.com

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