

MILLER PAVING LIMITED CHOSSES BID2WIN FOR ITS EASE-OF-USE AND WINDOWS INTERFACE

Solid, old-fashioned business values may be what's kept Miller Paving, Limited in operation since the 1940s, but it's the company's willingness to embrace innovation that's kept it at the top. And ultimately, it was that quest to stay on the cutting edge that led Miller Paving to BID2WIN Software Inc.

At one time, estimating and bidding at the 3,000-person company meant using an in-house system built on FoxPro, a Microsoft database program. Miller Paving's vice president, Joe Gurowka, notes that although the in-house system served the estimators well, it was becoming evident that the dawning of the Windows era would soon render it obsolete. "We knew that our system would need an extensive rewrite to keep it sharp," says Joe. "We agreed that to stay current with the industry, we'd need to look to someone who actually develops estimating and bidding programs themselves."

Miller Paving investigated several options in the way of such developers—including BID2WIN Estimating & Bidding and HCSS. After using both packages side-by-side, the team there easily reached a unanimous decision. "We chose BID2WIN because hands down, it was easy to use, and the Windows interface was something familiar to all of us," Joe recalls.



"BID2WIN'S SIMPLIFIED DATABASES AND CREW ASSEMBLIES HAVE GONE A LONG WAY WITH THE ESTIMATORS HERE," JOE REPORTS. "AND WE'RE ALL ENAMORED WITH TASK TEMPLATES AND EMBEDDED EXCEL SPREADSHEETS," HE ADDS. "EVERYTHING ABOUT THE PROGRAM CONTRIBUTES TO ITS EASE OF USE."

As the company brings on new estimators along the way, such ease of use becomes of particular importance. "Within a day or so of practice, they're up and running full speed," says Joe. "On those occasions when either procedural questions arise amongst the estimators or technical support is required, BID2WIN's support staff has been terrific. They're always there with a great attitude, ready, willing and able to help in any way," Joe is quick to note.

Quite possibly the only thing that rivals Miller Paving's happiness with BID2WIN's features and support is the company's happiness with the product's continual state of development. "We're extremely impressed with how energetically the development team attacks the enhancement of the software," Joe remarks.

For these reasons, Miller Paving has trusted their estimating and bidding to BID2WIN for over a decade, and looks forward to another successful decade with BID2WIN Software Inc. as their partner.

Miller Paving Limited—headquartered in Markham, Ontario—is one of the most technically advanced vertically integrated road-building companies in Canada. With offices across the country, the company employs roughly 3,000 construction professionals and has been in business since the 1940s. Miller's construction operations spread across Ontario and the Maritimes, with additional work undertaken in Quebec and the southeastern United States.

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

