

## NORTH PINE AGGREGATE IS CONFIDENT WITH BID2WIN AND BUILD2WIN

North Pine Aggregate is one of the largest and most aggressive residential grading companies in Minnesota, predominantly serving the Twin Cities metro area and western Wisconsin. Moving ten to twelve million yards of dirt each year gives North Pine the competitive edge in the excavation business—and a wealth of grading experience combined with a large fleet of late-model equipment allows the company to meet client expectations with high value and fair pricing.



Staying under budget and ahead of schedule might be tough for some companies as large as North Pine, but the family-owned business stays organized and efficient with BID2WIN Software's estimating, bidding and field tracking solutions.

Prior to purchasing BID2WIN Estimating & Bidding in 2003, North Pine's estimators were using paper, pencil and calculators to manage the estimating process, and using Timberline to track their costs in the field—a system that had proven to be inaccurate and inefficient.

"It seemed like we were always guessing at what our actual costs were," explains Jake Jensen, Vice President of Operations at North Pine. "We never felt confident with the information we were getting."

**TODAY, THE COMPANY SAVES TIME BY IMPORTING THEIR ESTIMATES SEAMLESSLY FROM BID2WIN TO TIMBERLINE FOR ACCOUNTING, AND FROM BID2WIN TO BUILD2WIN FOR TRACKING DAILY FIELD ACTIVITIES.**

"We have won many multi-million dollar highway grading projects because of the ease of comparing different crews and scenarios. With BID2WIN, we are able to copy crews and add/delete equipment and operators with a few clicks of the mouse," he explains. "That simple task is extremely handy when we are competitively bidding, and are fine tuning a bid at the last minute."

"We have seen a very good return on our investment, because we are able to be extremely accurate," Jensen continues. "We used to have to wait a week or two, sometimes longer, before we were confident of how a particular pay item ended up. Now, we are able to see how that item is working out in the field nearly immediately. BUILD2WIN gives us an accurate measure of our costs on a day-by-day basis."

For more information, visit <http://www.npainc.net>

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

