

PME INC. CHOOSES BID2WIN FOR ITS EASE OF USE AND ADVANCED ARCHITECTURE

Strategically located in Fort Saskatchewan, Alberta, PME Inc. is a group of industrial construction companies serving the needs of clients in the petrochemical, oil and gas, mining and power generation industries throughout Northeast British Columbia, Alberta and Saskatchewan. Through their ability to self-perform many of the civil requirements, the company is able to minimize the number of subcontractors on client projects, reducing costs and improving overall work coordination and execution.

In the past, PME had used Excel spreadsheets to manage their estimating and bidding process, but when the company added a new construction division and began to evaluate their existing systems, they realized very quickly that this method was not going to allow them to grow efficiently.

PME researched five companies that offered estimating software, and also considered building a proprietary system. In the end, the decision was made to go with BID2WIN Estimating & Bidding for its ease of use, flexibility, and advanced architecture.

Chief estimator Randy Pepler explains, "We felt the software was mature enough to have the features we needed, but young enough to be built on the latest technology platform. We also felt that BID2WIN was the most user-friendly system around," he continues. "A user could get to various parts of an estimate or resource libraries without having to go through a myriad of drop down layers."

PME purchased BID2WIN in 2008 and was up and running right away, thanks to the software's intuitive Microsoft-based interface, which looks and feels like other familiar Microsoft applications.

"Because of the user friendliness and intuitiveness of the system, we can bring inexperienced people up to speed quickly. This allows them to spend more time learning the business and receiving good experience, as opposed to spending their time learning which buttons to push."

BID2WIN's flexibility has proven to be especially helpful in PME's industry, where varying job sizes and RFQ styles are a constant consideration.

"WE LOVE THE FACT THAT WE CAN THROW TOGETHER A SMALL BUDGET PRICE OR BID VERY QUICKLY IN A PROGRAM THAT JUST AS EFFECTIVELY HANDLES A \$25M PROJECT," HE SAYS. "OUR WORK IS NOT 'OFF THE SHELF' PUBLIC BIDDING, AND BID2WIN GIVES US THE FLEXIBILITY TO ESTIMATE THE WAY OUR CLIENTS PUT OUT THEIR PACKAGES. WE CAN USE THE TOOL TO MEET OUR NEEDS—INSTEAD OF ADJUSTING THE WAY WE ESTIMATE TO FIT THE TOOL."

"We have been able to continue to grow, even through the recession years."

To learn more about PME Inc., visit www.pmeinc.ca

