

BID2WIN PROVES TO BE THE RIGHT SOLUTION FOR PACE CONSTRUCTION

St. Louis, MO-based Pace Construction Co. has provided Missouri's eastern half with heavy highway, bridge, and asphalt services since the 1940s. Between this location and a Poplar Bluff, MO office, 200 employees report to work each day at the company.

Pace's seven managers/estimators had previously been using Hard Dollar to bid their jobs. According to Phil Hocher, manager of the company's bridge division, they were unsatisfied with the system for a number of reasons.

"Basically, it was overkill," he said. "There were a lot of extraneous packages in there that we just didn't need. Features like custom reports, which we did need, weren't included." Phil adds that although Hard Dollar listened to its users' suggestions, the actual implementation of those ideas was slow to come, if at all.

He added that the managers/estimators were troubled by the fact that there was no way to access information kept in Hard Dollar if Pace decided to switch to another estimating system.

It soon became apparent that there had to be a better way.

Pace embarked on an estimating software evaluation that included both BID2WIN and HCSS. Immediately, the difference was clear.

"We liked that BID2WIN was Windows-based and easy to navigate," says Phil. "We were also drawn to the fact that custom reports were included in the package."

In spring 2000, Pace Construction made the switch.

Nearly two years later, Pace's estimators are still on the system, and using it with great results. As a company doing \$80 million to \$100 million per year, Pace is proof positive of BID2WIN's versatility.

"It works as well for a contractor of our size as it does for smaller companies," Phil notes.

For Pace, BID2WIN's major advantages include its ability to communicate with EBS in one simple, timesaving process, and the ease with which users can download to Bidtek. Among other favorite features is the ability to add conditions to a job, which Phil says comes in handy day in and day out.

But, he adds, the real value of working with the software isn't necessarily all related to its features.

"Everyone involved with BID2WIN is very receptive to ideas from its users," he says. "I've spoken with the development team several times about things I'd like to see incorporated into both the current version and the upcoming Microsoft .NET version of the software, and they've not only listened, but gone ahead to implement those changes. This receptiveness definitely gives BID2WIN the competitive advantage."

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