

PALMER CONSTRUCTION GROUP WORKS MORE EFFICIENTLY WITH BID2WIN SOFTWARE

Since 1965, Palmer Construction Group Inc. has been serving Sault Ste. Marie and the surrounding area with quality performance and leadership in the construction industry. In the early years, the company focused on small commercial grading and paving projects, and has since branched out to include larger scale road building and asphalt paving, as well as sewer and water main construction and concrete work.

As the company has grown, so has the need to standardize their estimating and bidding process. Prior to 2009, Palmer Construction had tried several solutions, including Lotus and Excel spreadsheets, and a program called Chief Estimator. However, the company needed a more up-to-date solution with a centralized database; one that could grow with them and remain on the cutting edge of technology.



The company was impressed with BID2WIN Software's Microsoft-based solution, BID2WIN Estimating & Bidding. President Terry Rainone explains, "Some of our competition in the area was already using the software, and they had good things to say about it. When I compared all of the competing systems out there, it was an easy choice to go with BID2WIN."

Palmer Construction Group was up and running in no time thanks to BID2WIN Software's professional implementation team, and knew right away that they had made the right decision. BID2WIN's centralized SQL server database supports multiple users working simultaneously on small to extremely large estimates with no performance degradation, and provides reusable task and item templates for repetitive work. Plus, BID2WIN's extensive reporting capabilities keep everyone at Palmer Construction on the same page.

"We use several reports from BID2WIN to give our crews an idea of the project timeline, of how we've built the job and how we expect it to be executed. Of course that gives feedback between the field crews and the estimating office and makes our jobs more efficient."

Rainone continues, "One of the things I like best about BID2WIN was building our pay item database. Where those items are repetitive—we're using them again and again in our estimates—I can bring in the items, I know roughly where the estimate is going to be dollar-wise, and then we start fine tuning it from there."

Palmer Construction Group has also recently purchased two modules from BID2WIN Software's BUILD2WIN Integrated Construction Management Suite—BUILD2WIN Field (field tracking & analysis module) and BUILD2WIN Logistics (resource planning & dispatching module)—and Rainone says he would absolutely recommend BID2WIN Software's products to any of his colleagues.

"IN FACT," HE EXPLAINS, "ONE ESTIMATOR I TALKED TO FROM THE COMPETITION AND I BOTH AGREED THAT WE WISH ALL OF OUR COMPETITORS USED BID2WIN, SO THAT THEY WOULD BE BIDDING PROPERLY, AND SO THAT WE WOULD ALL SEE BETTER ESTIMATES AND BETTER JOBS."

For more information, visit: <http://www.palmergroup.ca/>

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