

PETERS CONSTRUCTION CREATES ESTIMATES INFINITELY FASTER WITH BID2WIN ESTIMATING & BIDDING

Incorporated in 1954, Peters Construction Co. began as a small earthmoving contractor in Kalamazoo, Michigan. Today, the company holds expertise in earthmoving, road construction, sanitary sewer, storm sewer, and water main installation.



Prior to purchasing BID2WIN Estimating & Bidding, Peters Construction was using spreadsheets to manage their estimating and bidding, but were frustrated with the issues they were experiencing—estimators couldn't collaborate because they were unable to share files, and integration with other systems was nonexistent. The company knew that they needed to standardize the process, and after evaluating several solutions, felt confident that BID2WIN would address and solve all of their problems.

"TO BUILD AN ESTIMATE NOW, USING BID2WIN, IS INFINITELY FASTER," SAYS MARK HOWARD, PRESIDENT OF PETERS CONSTRUCTION. "THE IMPORT TOOLS, THE TEMPLATES AND RESOURCES IN THE DATABASE ARE A HUGE TIME SAVER FOR US. WE CAN GET AN ESTIMATE BUILT MUCH FASTER, AND UTILIZE THE TIME SAVED TO FINE-TUNE THE ESTIMATE—TO LEARN THE INTRICACIES OF THE PROJECT AND ADJUST THE ESTIMATE ACCORDINGLY."

Because BID2WIN is driven by a Microsoft SQL Server database, it can support one to thousands of simultaneous users working on small to extremely large estimates without any performance degradation—another advantage for Peters Construction.

"BID2WIN's technology is fantastic," explains Howard. "It allows all of our estimators to work together on a project when necessary. If we've got a large project that is complex and requires multiple people to work on it at a time, we can do that. It's fantastic."

Plus, BID2WIN integrates with the company's accounting, project management and scheduling programs from Foundation Software. "The job costing interface between Foundation and BID2WIN is really amazing," Howard says. "We load it, and in literally minutes, we have all of our costing in place. There's no duplication of effort, no redundancy. It's a huge time savings, and time is money."

And BID2WIN's powerful reporting is helping Peters Construction keep everyone in the loop. "There are reports to suit anyone's needs," says Howard. "It's important that our superintendents and project managers are able to extract that information from different estimators, and get it in the format that they need. BID2WIN has all of those reports built right in."

"I would definitely recommend BID2WIN for a business similar to ours," Howard continues, "As long as they're not in direct competition with us—because we'd love to keep that competitive advantage."

To learn more about Peters Construction Co., visit: <http://www.petersconstruct.com/>

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

