

POE ASPHALT FEELS LUCKY TO BE USING BID2WIN ESTIMATING & BIDDING

Positive first impressions go a long way.

When Poe Asphalt had its first look at BID2WIN Estimating & Bidding at a WAPA conference back in the late '90s, the company wasn't yet ready to replace Bidtek, its then-estimating solution.



Still, something about BID2WIN resonated in the mind of estimator Jeff Williams. As fate would have it, Bidtek stopped supporting its estimating module a few years later, and Poe's estimators found themselves under a serious deadline to find a replacement that would surpass their previous method in functionality and ease of use. The BID2WIN presentation at the conference immediately came to mind.

"Throughout the entire evaluation process—which included Hard Dollar—our initial impressions were reinforced tenfold," Jeff remembers. "We had a really positive overall feeling about the company, and were comfortable that this was a product our estimators would be able to learn and use easily. It practically sold itself."

In the years that have followed the unanimous decision to bring BID2WIN onboard at Poe, happiness with the program only increases. Jeff remarks that everyone loves BID2WIN's true Windows base, and that they can't get enough of its reports.

"BEST OF ALL, WE CAN SET BID2WIN UP HOWEVER WE WANT TO," JEFF SAYS. "ITS FLEXIBILITY HAS ALLOWED US TO WORK THE WAY WE'VE ALWAYS WORKED. AS A RESULT, EVERYONE IS USING IT, WHICH HAS HELPED US TO GET TIGHTER ON THE PENNY WHEN BIDDING JOBS."

With a very short but extremely busy bidding season, maintaining that competitive edge is key, he adds.

Still, as it was in the very beginning, it's the positive feeling about the company behind the product that's really resonated with Jeff and his fellow Poe employees.

"Everyone there knows you by name," Jeff remarks. "From support to development, we know that our questions will be answered and our suggestions will be fielded. It's a good feeling to know you're valued as a customer."

"The responsiveness shows," Jeff continues. "We're lucky enough to be using a product that we also happen to really love! I can't say enough about it."

Poe Asphalt has been in the asphalt paving and sitework business since 1953, serving Washington, Idaho, Oregon, and Montana in both the public and private sectors. Headquartered in Clarkston, Washington, the company has additional offices in Post Falls, Idaho, and Pullman, Washington. Poe also has a stationary asphalt plant in Grangeville, Idaho.

To learn more about Poe Asphalt, visit www.poeasphalt.com.

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