

BID2WIN GIVES R. ZOPPO THE COMPETITIVE EDGE

R. Zoppo Corporation began in 1925 when its namesake, Rocco Zoppo, began contributing to the water and sewer infrastructure for the City of Boston. Later on, in the early 1930s, the company turned toward federal and state government contracts, providing specialized blasting work.

The solid reputation that Rocco Zoppo built doing this government work raised demand for his services in locations outside the Boston area, namely Vermont, New Hampshire, and Rhode Island. Today, R. Zoppo Corp. is headquartered in Stoughton, Massachusetts, and is aptly directed by co-chief executive officers—and third-generation Zoppo—David and Richard Zoppo.

What They Do:

A leader in the general contracting industry, R. Zoppo Corp. provides complete construction capabilities in the utility, environmental, marine, and heavy construction industries throughout New England. Its client list consists of both private and public agencies with projects that vary widely in both size and complexity.

Their Success Story:

After 79 years on the Boston-area construction scene, R. Zoppo Corp. has learned one thing for sure—being smart and working hard is a timeless formula for success that works just as well now as it did back in 1925. The company has also learned that part of that formula means using BID2WIN for all of its cost estimating and bidding needs.

Before standardizing on BID2WIN, R. Zoppo relied on Excel spreadsheets for estimating and bidding. But once the spreadsheet's limited capabilities no longer met its needs, the company began to search for a replacement in the form of an estimating and bidding software solution. "We'd evaluated just about everything in our search for estimating software," says Andy Greenlaw, the company's chief estimator, "but by far, BID2WIN was the best solution available."

Since the company first started using BID2WIN in 1997, it has become such an essential part of Andy's workday that there's never a circumstance in which he's not using it. "I even use it for pricing change orders," he says. "The company owners love the detail costing report—it makes for a much easier negotiating session." On the bidding side, he adds, BID2WIN makes the bid closing process considerably faster and easier.

Efficiency and accuracy—elements that are crucial to any construction company's vitality—are two more elements that have made BID2WIN such a steadfast element of R. Zoppo's estimating department.

How BID2WIN Brings Value to Their Business:

BID2WIN helps R. Zoppo beat the competition. "The Boston area is competitive to the point where it's almost cutthroat," Andy says. "We've maintained our edge because BID2WIN has allowed us to do a much better job of estimating project costs. Our risk is down, we're worrying less about contingency money, and we're able to be more aggressive on markup when we want to be."

Andy also sees the value that our expert technical support team provides him. "BID2WIN's support is unbelievable. Whenever I call, no matter who I talk to, they know exactly what they're doing and they know exactly how to help me out."

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