

REYNOLDS BROTHERS EXPERIENCES SIGNIFICANT TIME SAVINGS WITH BID2WIN ESTIMATING & BIDDING

Reynolds Brothers hired Brett Nielsen in July 2003 as an estimator and project manager for its new utility division. Prior to joining them, Brett had spent 11 years working for another local construction company where he'd used BID2WIN for the last two of those years. At the time Brett was hired, Reynolds Brothers was using spreadsheets for its estimating and bidding and hadn't given serious consideration to upgrading to a professional system.

"It wasn't until after I changed companies and had to go back to using spreadsheets to create estimates that I truly appreciated the power and time savings that BID2WIN had provided me at my last job," explained Brett. "I missed having the database of materials and task templates in BID2WIN. I also missed the reporting capabilities that I had become so accustomed to using." Brett was pleased to learn that his fellow estimators were as eager as he to switch to a professional estimating and bidding system. It took very little time to persuade them to try BID2WIN, and even less time for them to choose it as their estimating and bidding solution. "I'm looking forward to showing my co-workers the power of BID2WIN," said Brett. "And I'm really excited about using it again."

The time it takes the estimators at Reynolds Brothers to create an estimate and deliver a bid has decreased significantly since they switched from spreadsheets to BID2WIN. Instead of spending time worrying about complex formulas and the possible inaccuracy of their data, they can now devote their time and energy to creating estimates and winning bids while feeling confident that the data they're using is accurate and up-to-date. The more time they save, the more time they have available to bid on new projects, and that ultimately means more profit for their company.

Before, when the estimators encountered an error in a spreadsheet's formula, there was a risk that the error would affect the entire bid. Now, with BID2WIN, the formulas and data they use are built-in and only editable by those who have been given access to resources by the company's administrator. And when they have a question or a problem, they have confidence in knowing there is an expert BID2WIN technical support team available to them twenty-four hours a day, seven days a week. "The support offered by BID2WIN has to be one of the best there is," said Brett. "Every time I have a question or a problem—no matter how complex or simple it is—the support staff offers me an immediate and cordial response."

BID2WIN's flexibility benefits the estimators by allowing them to create an estimate as detailed or simple as they choose. And instead of being hindered by the limited reporting capabilities of a spreadsheet, Brett and his team enjoy the benefits of more than 60 reports that come with BID2WIN.

For more information, visit: <http://www.reynoldsbrothers.com/>

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