

## RIPA & ASSOCIATES IMPROVES EFFICIENCY WITH BID2WIN ESTIMATING & BIDDING

Ripa & Associates is an experienced and successful, privately owned civil construction company located in Tampa, Florida. As a leader in Central Florida, Ripa has effectively completed hundreds of commercial, industrial and public sector projects ranging in size from \$100,000 to greater than \$20 million, specializing in earthwork, road building, infrastructure and utility work.

Thomas Butler began working in estimating and GPS machine control at Ripa & Associates in 2008. As an HCSS Heavy Bid user at his previous company, Butler was pleasantly surprised at the easy transition he was able to make to Ripa's estimating software—BID2WIN Estimating & Bidding.



**"BID2WIN IS MUCH MORE USER FRIENDLY," HE EXPLAINS. "THE SOFTWARE MAKES IT EASY TO MODIFY EXISTING BIDS TO FIT THE NEEDS OF OUR PROJECT MANAGERS."**

In fact, this feature helped Ripa win a recent job—the Concord Station, phase 1 unit G. "The ability to quickly see and modify cost, production, etc. was critical on this project," explains Butler.

"The software has very good reporting capabilities, which allow us to pass information to our management and accounting staff more quickly and efficiently."

Butler also recently attended BID2WIN Software's 2010 User Conference, where he got a hands-on look at the upcoming releases of both BID2WIN and BUILD2WIN. "Great location, coursework and activities," he reports. "The course layout was very good, and the ability of the presenters to adapt the course to answer questions from the users made it even more useful. I hope to attend next year."

To learn more about Ripa & Associates, visit: <http://www.ripatampa.com/>