

BID2WIN AND BUILD2WIN FIELD EFFECTIVELY CUT COSTS AT ROMERO GENERAL CONSTRUCTION

Founded in 1992, Romero General Construction has established itself as a leader in the Southern California construction industry by continuing to deliver on-time, on-budget grading and excavation projects to government agencies and reputable contractors.

Since partnering with BID2WIN Software in 2001, staying on-time and on-budget has been significantly easier for the San Diego-based company. They were looking for a software package that would provide a centralized database to compartmentalize their resources and keep them organized, and found the perfect solution in BID2WIN Estimating & Bidding.

BID2WIN has allowed Romero General Construction to standardize their estimating and bidding process, keeping all of their estimators on the same page and eliminating the risk of errors, says senior project manager Devin Heid.

"When we have updates to our labor and burdens, we are able to make those quickly and efficiently, and the changes are effective immediately on all of our bids going out." He continues, "With the built in error checking in BID2WIN, we're able to quickly determine if we've omitted any costs or aspects of the bid that we easily could have missed before."

Romero General Construction is also saving time and money with BID2WIN's ability to update a specific part of the bid globally. "We do that a lot when material changes or a when a specific labor or equipment rate changes. We're able to go into a very large bid proposal and update the new material price, and have that take effect throughout the entire project," explains Heid. "With that, we're able to play out different scenarios and see what will happen throughout the course of a project with price escalations and things of that nature, and that's been really helpful to us."

In fact, the company was so happy with the software that they decided to streamline another area of their operations, and eliminate redundant data entry in the field with BID2WIN Software's browser-based field tracking solution, BUILD2WIN Field. In the past, foreman reports were filled out in the field and faxed into the office, requiring someone to transcribe the report and enter it into their accounting system.

"Now with BUILD2WIN Field, we're able to skip a few of those steps and eliminate a lot of data entry, and utilize those personnel in other areas that are more beneficial to us," says Heid.

"ONE OF THE THINGS THAT HAS BEEN MOST BENEFICIAL TO US IS THE ABILITY TO ATTACH REPORTS ALONG WITH OUR JOB SET UP," HEID CONTINUES. "WHEN THE FOREMEN GET OUT IN THE FIELD AND AS THEY HOP FROM JOB TO JOB, THEY'RE ABLE TO PULL UP THEIR JOB REPORT WITH ALL OF THE BUDGET INFO, THE COST CODES AND THE DIRECTIVE ON THAT SPECIFIC JOB, WHICH IS UPDATED ON THE FLY AS CHANGES ARE MADE TO THE PROJECT."

But the best part, according to Heid, is BUILD2WIN Field's seamless integration with BID2WIN, especially during the change order process. "We've found that it's very easy to go back to BID2WIN, create the change order or make the adjustments necessary, then transfer those automatically to BUILD2WIN, which creates a new report and feeds it down to the field. It's been a seamless integration for us and one that's invaluable."

"I wouldn't hesitate to recommend BID2WIN Software to some of our colleagues in the field—in fact, we've done so in the past—and the reason is that we've found it to be a very effective tool in cutting our costs."

To learn more about Romero General Construction., visit: <http://www.romerogc.com/>

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