

RUPPERT NURSERIES CUTS ESTIMATING TIME IN HALF WITH BID2WIN ESTIMATING & BIDDING

With a 25 year background in the landscape contracting and nursery industries, the professionals at Ruppert Nurseries understand the business from every angle, and incorporate client perspectives to produce the best results. At the heart of this business culture is a strong value system, which guides Ruppert Nurseries toward their goal of becoming the premier landscape contractor on the East coast.



Ruppert Nurseries is one step closer to that goal with BID2WIN Estimating and Bidding on their side. For over 21 years the company had used SLICE to manage its estimating and bidding, but the program had proven to be inefficient, and the company knew that they needed a new solution to standardize the process.

In 2006, Ruppert Nurseries purchased BID2WIN, and had seven estimators up and running with only two days of training. The company's estimating team began bidding more efficiently right away with BID2WIN, says division administrator Lee Clark.

"OUR ESTIMATING TIME HAS BEEN CUT IN HALF, ALLOWING US TO PUT MORE BIDS ON THE STREET WITH THE SAME STAFF," HE EXPLAINS, "AND THE BIDS ARE MORE DETAILED AND ACCURATE WITH BID2WIN."

Clark says that their clients truly appreciate BID2WIN's proposal format—enough in fact, to select Ruppert over the competition when there is a close race for the low bidder.

"We were awarded an \$8 million landscape installation for a corporate campus because our BID2WIN proposal showed decision makers the detail and accuracy in our bid."

Plus, Ruppert Nurseries can now interface to their accounting and field tracking systems, loading job cost budgets and populating requisitions. This saves valuable time in an economy where lost moments can mean lost profits.

Ruppert Nurseries is headquartered in Laytonsville, Maryland, with offices in Georgia, Pennsylvania and Virginia. For more information, please visit www.ruppertnurseries.com.