

## SHERWOOD COMPANIES STANDARDIZE ESTIMATING ACROSS THREE STATES WITH BID2WIN SOFTWARE

Sherwood Companies, a leading Midwest organization with companies in Kansas, Oklahoma and Colorado, has over 75 years of experience in heavy grading projects, urban expressways, utilities and site development.

Prior to 2010, the estimating solutions used among each of the companies under the Sherwood umbrella was as diversified as the work types each company performs—ranging from complex Excel workbooks to simple Excel spreadsheets, Lotus and Quattro spreadsheets, to old-fashioned paper and pencil. One company had even purchased a standalone version of HCSS' Heavy Bid, but never got it off the ground.

Alan Farrington, Vice President of Construction at Sherwood Construction, explains, "Having multiple companies within the organization, each with their own location, identity, resources, wage schedules and equipment rates, the Sherwood Companies needed an estimating solution with flexibility and multiple database capabilities, yet still capable of being supported from a central location. Since many of our estimators were using Excel spreadsheets, seamless integration with Excel was very important. We found the only system that could satisfy our requirements was BID2WIN Estimating & Bidding's Enterprise Edition."



Since making the switch, Farrington sums up his experience with BID2WIN in one word—simplicity. "We have five companies with offices in six cities across three states all performing their estimating from a single server. All that is needed is a remote desktop connection; no individual computer/user specific software, USB keys, licenses, etc."

Data backups, system updates and fail-over systems are all performed at one location, but each company has a specific database for their own labor, equipment, crews and tasks. "The concurrent user licensing and security features simplify administration, and with the Enterprise Edition, available user licenses are good across all companies," Farrington explains.

Sherwood often bids work for the Kansas and Oklahoma DOT's, both of which have gone to mandatory electronic bidding in 2011. "The BID2WIN import and export features coupled with the DOT databases allow accurate and seamless integration with the DOT required bid files, enabling bid changes to be made up until the last minute."

"Whether it be training, bid preparation, importing/exporting, soliciting for quotes, or system administration; time savings are realized throughout all processes," says Farrington. "Time savings translates to increased bid accuracy, higher productivity, less user stress, and ultimately money savings."

To learn more about the Sherwood Companies, visit [www.sherwoodcompanies.com](http://www.sherwoodcompanies.com)

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