

Construction of the Palm Beach International Airport and I-95 Direct Connect.



**Signal
Group
Inc.**

THE SIGNAL GROUP CONTINUES TO GROW ITS BUSINESS WITH BID2WIN

RECOGNIZED AS ONE of the most reliable companies in Florida's traffic transportation systems industry, The Signal Group Inc. (SGI) specializes in technically sophisticated transportation construction. This includes Intelligent Transportation Systems (ITS), traffic signalization, street lighting, bridge electrical systems, navigation and airport lighting and fiber optic communication.

When SGI decided to purchase BID2WIN Estimating & Bidding in 2003, a key factor in their decision was BID2WIN's ability to export in unit price budgets with unit costs to SGI's budgeting system—however, what really sold them was BID2WIN's ability to interface with other systems. BID2WIN allows SGI to manage their unit prices with customized mark-up schemes for their business, and provides a better interface with their scheduling software than the competition. In fact, managers at SGI calculate that they save roughly one day for every job won through BID2WIN's integration with accounting, operations and purchasing.

Over the past five years, SGI has trained not only its estimators, but staff in other departments too—including managers and project coordinators. Vice President Robert Higginbotham explains, "BID2WIN is user friendly, training anyone to learn the system is straight-forward, and the product is very easy to follow."

BID2WIN saves SGI both time and money. If a last minute price change is required, BID2WIN gives estimators the flexibility of updating the price quickly, allowing SGI to submit the bid

on schedule and under budget. Additionally, the estimate check wizard has saved SGI from making countless costly errors.



"THE ESTIMATE CHECK WIZARD HAS SAVED OUR BACKSIDES TEN TIMES MORE THAN WHAT WE PAID FOR THE SOFTWARE."

As a corporation that wants to do their part in saving valuable environmental resources, SGI found a perfect solution in BID2WIN. Making the best use of the latest technology, BID2WIN

allows users to create and send an estimate without using a single piece of paper. The fax and e-mail feature allows proposals to be sent with the click of a button. If a price is revised, the revision can be sent out immediately. Higginbotham especially appreciates the ability to transfer sensitive information directly to the recipient's e-mail, without having to worry that a fax that he's sent will be lost or abandoned on a central corporation fax machine (see **Figure 1**). He is frequently able to make updates while on the phone, send the revision, and discuss changes that both parties can view without ever having to leave their desks.

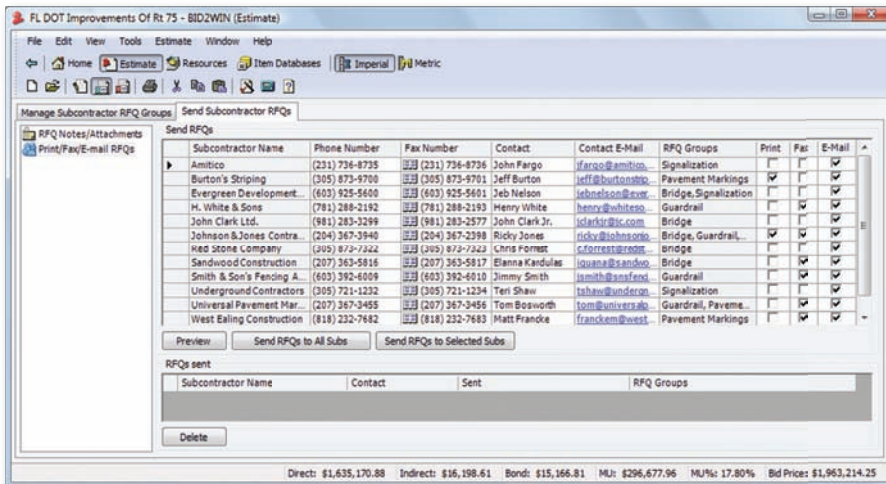


Figure 1 – Specify a method for sending RFQs for every vendor that is part of an RFQ group. You may preview and send RFQs from this page as well. RFQs, like bid forms, may be submitted to your vendors via print-out, fax, or e-mail.

“THE PRODUCT IS BULLETPROOF—MUCH LIKE THE LEGENDARY MAYTAG MAN—WE HARDLY EVER NEED SUPPORT AT ALL! WHEN WE HAVE HAD ISSUES, THE SUPPORT HAS BEEN PHENOMENAL. EVERYONE AT BID2WIN SOFTWARE IS HELPFUL, PERSONABLE, KNOWLEDGEABLE AND RESPONSIVE.”

Often, the most challenging aspect of switching to a new software package is the implementation process, and like many companies, SGI was a little apprehensive. However, Higginbotham says that he was thoroughly impressed with BID2WIN Software's implementation services. “It was better than we could have ever expected. We built all of our database information, including customers, vendors, crews and materials, into an Excel spreadsheet and BID2WIN Software imported it into their system, customizing everything to meet our needs. The entire process took less than two months. It took us a year and a half to perfect the last estimating software we were using.”

In addition to utilizing BID2WIN Software's training services once a year to refresh their product knowledge, SGI recently sent three users to User Conference 2009 in Bonita Springs, Florida—where they got an up-close look at BUILD2WIN Field Tracking, learned tips and tricks to streamline the estimating and bidding process, and received hands-on training for new features found in BID2WIN 2009. Rodney Wallen, estimator at SGI, explains, “The 2009 Enterprise version addressed virtually all of my questions and thoughts for improvements. I especially liked the ‘search’ and ‘find/replace’ features.”

In today's economy, where it is crucial to find savings in every department, SGI has found BID2WIN to be extremely cost-effective. It saves time, it saves resources, and the responsive support service has proven to be priceless—saving the aggravation that comes from downtime or stress when a deadline is looming. BID2WIN has given SGI the ability to grow their business, and the company looks forward to a long and successful partnership with BID2WIN Software.



Maintenance on a High Mast Light Pole at SR 714 (Martin Highway) and I-95.

CLIENT PROFILE

COMPANY

THE SIGNAL GROUP, INC.

LOCATION

JUPITER, FLORIDA

TYPE OF WORK

ELECTRICAL CONSTRUCTION

YEARS WITH BID2WIN SOFTWARE

SEVEN

CURRENT PRODUCTS

BID2WIN – ENTERPRISE EDITION

USER CONFERENCES

2006 – ORLANDO, FLORIDA
2009 – BONITA SPRINGS, FLORIDA