

SITWORKS LANDSCAPE DEVELOPMENT UTILIZES THE HORSEPOWER OF BID2WIN TO BE COMPETITIVE FROM DAY ONE

As one of the top commercial landscape contractors in the Phoenix metroplex, SiteWorks Landscape Development has a history of completed work that demonstrates their commitment to service, and an end-product that provides their clients with more 'real value' than the competition.



When the company was founded five years ago, partners Chris Malham and Rob Spoor knew that in order to provide this value, they had to do things the right way, right from the beginning. This included finding an estimating and bidding system that would allow SiteWorks to quickly and accurately produce streamlined bids—and Spoor knew exactly which company to turn to.

"I HAD BEEN AT OTHER COMPANIES THAT USED EXCEL AND OTHER HOMEMADE ESTIMATING SOLUTIONS, AND BASED ON THE SHORT-COMINGS I WITNESSED WITH THOSE METHODS, I KNEW THAT SITWORKS NEEDED THE HORSEPOWER OF BID2WIN TO BE COMPETITIVE FROM DAY ONE," HE EXPLAINS.

SiteWorks was quickly up and running with BID2WIN, and began experiencing the benefits of the standardized estimating and bidding solution immediately. In addition to the security of the database, the company especially appreciates BID2WIN's ease of use—which makes it simple for the staff of one hundred to all be on the same page. "New employees pick it up in a very short period of time," Spoor explains, "And the option to print out reports in BID2WIN makes it easy for our project managers to follow the logic used by the estimators bidding the job."

Today Spoor is just as enthusiastic about SiteWorks' decision to purchase BID2WIN as he was five years ago, and says that the company has seen an immeasurable return on their investment.

"BID2WIN has made our jobs are more profitable, because of the thoroughness of the bids and the ease of transferring this information to our field staff. I cannot even begin to calculate the return we have received on our investment. It has paid for itself hundreds of times over!"

And if you thought Spoor was excited about the product, just ask him how he feels about the support behind it.

"BID2WIN Software has the absolute BEST customer service department I have ever witnessed with any product I have ever purchased! I remember calling the support line on a Sunday night, and Scott returned my call within five minutes from his home. I know he was in the middle of 'family time' and he still took the time to walk me through my issue. We won that particular job too!"

SiteWorks Landscape Development LLC is a commercial landscape contractor located in Tempe, Arizona. For more information, please visit <http://www.siteworksllc.net>.

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