

## BID2WIN ESTIMATING & BIDDING KEEPS SOMMERS ENGINEERING A LOW BIDDER IN A TOUGH ECONOMY

A significant advantage of BID2WIN Estimating & Bidding is its scalability—the enterprise-class solution supports one to thousands of estimators simultaneously with no performance degradation.

This level of flexibility makes BID2WIN ideal for large companies who need to have multiple estimators working on the same estimate at the same time. However, Sommers Engineering and Construction Inc. is proof that BID2WIN is just as powerful for small companies in need of a standardized estimating and bidding solution.

With just twelve employees and two estimators, the Michigan-based grading and excavation contractor had been using Excel spreadsheets to manage their estimating and bidding process. The company knew that it was time to upgrade, and wanted a simple solution in which they could configure and track the usage of their crews, while distributing costs across their estimates.

BID2WIN Estimating & Bidding quickly became a front-runner in the search for a standardized solution. BID2WIN's centralized resource database—which includes labor, equipment, crews, materials, etc.—allows all estimators to work with the same standard cost information, as well as standard cost structures created by estimating managers. Plus, the company liked the ability to define a distribution strategy for indirect cost, but then override the default distribution settings on a per-indirect item basis. This would allow Sommers Engineering to customize the distribution of specific indirect items.

The company purchased BID2WIN Estimating & Bidding in 2008, and estimator Doug LeMoine is happy that they made the switch when they did. BID2WIN helps estimators bid competitively in any economy, and Sommers Engineering is thankful to have the solution on their side during these uncertain times.

**“TIMES ARE TOUGH IN THE CONSTRUCTION INDUSTRY RIGHT NOW. IT'S EXTREMELY COMPETITIVE, AND BID2WIN ALWAYS KEEPS US RIGHT IN THERE WITH THE LOW BIDDERS,” EXPLAINS LEMOINE.**

But LeMoine knows that even the best product is nothing without a great support system—and that's just one more reason why he would recommend BID2WIN Estimating & Bidding to anyone looking to standardize their estimating and bidding process.

“BID2WIN Software has top of the line support—it is hands down the best support I have ever received. I've used a fair amount of software for surveying and quantity measurement, and I've never received the 'piece of cake', 'easy no problem' kind of support I get from the BID2WIN Software staff,” he explains. “Even when it is eleven in the evening, their team is always right there to help me with any questions.”

