

## SPOKANE ROCK PRODUCTS IMPROVES EFFICIENCY AND BIDS MORE WORK WITH BID2WIN ESTIMATING & BIDDING

Spokane Rock Products, Inc. is a locally owned business with experienced crews that provide asphalt, concrete, sand and gravel for commercial and residential projects in the Washington area.

With over 200 employees, staying organized and streamlined is a big part of keeping the company running efficiently. That is why Spokane Rock counts on BID2WIN Estimating & Bidding to manage their entire estimating and bidding process.



Chief Estimator Ed Griner has seen firsthand the improvement in the quality of bids he is able to produce since Spokane Rock purchased BID2WIN in 2001.

**"I HAD BEEN USING EXCEL FOR FIVE YEARS PRIOR TO PURCHASING BID2WIN. I SWITCHED BECAUSE BID2WIN IS FASTER, MORE CONSISTENT AND BETTER THAN ANY SPREADSHEET COULD BE."**

Griner continues, "The biggest advantage of using BID2WIN is the time that I save in creating a bid. Having all of my customers, costs, materials, etc. one click away allows me to be more efficient and bid more jobs."

And bidding more jobs leads to more jobs won—in fact, Spokane Rock was recently the low bidder on a 3.8 million dollar paving project for the City of Spokane. "The project had subs in many fields such as concrete, electrical, excavation, signs and striping and traffic control," explains Griner. "This was the first big job that Spokane had let out for the season and we had received multiple bids for each division of work. The subcontractor management feature allowed me to track each sub quote, compare their scopes and choose the lowest complete bid."

He continues, "Many quotes come in at the last minute and subcontractor management allows me to see all of the quotes—and when I make my choice, one click puts it all into my bid without the risk of missing an item entry."

To learn more about Spokane Rock Products, visit: <http://www.spokanerock.com>