

STANSELL ELECTRIC COMPANY WINS MORE BIDS WITH BID2WIN ESTIMATING & BIDDING

Founded in Jimmy Stansell Sr.'s garage in 1940, Stansell Electric Company has grown into a highly respected electrical contractor specializing in commercial and industrial electrical work. As a result of this growth, Stansell Electric has wired many of the commercial and industrial buildings found throughout Nashville and central Tennessee.



With almost 70 years of experience, Stansell Electric understands that the key to any successful project depends on a combination of skilled and professional field personnel, and a commitment to staying up to date with emerging technologies. When the company decided to upgrade from Excel spreadsheets to a more technically advanced solution, they knew that they needed one which would automate the estimating and bidding process, keeping all 100 employees on the same page.

The company evaluated BID2WIN Estimating & Bidding, a Windows-based enterprise class solution designed to manage the entire estimating and bidding process. Driven by a Microsoft SQL Server database, it can support one to thousands of simultaneous users working on small to extremely large estimates without any performance degradation.

Stansell Electric purchased BID2WIN in 2004, and was up to speed in just one day thanks to the BID2WIN Software implementation and training teams, and BID2WIN's intuitive, easy to use interface.

BID2WIN integrates with all major accounting and project management software packages to quickly and easily transfer estimate information to other systems—including Viewpoint, Stansell Electric's accounting and project management software. "The import between BID2WIN and Viewpoint has allowed us to break down our costs more thoroughly since we don't have to input all of the data by hand," explains project manager John Bartleson. "This is a huge timesaver for our company."

HOWEVER, BARTLESON SAYS, "THE BIGGEST ADVANTAGES WE HAVE EXPERIENCED WITH BID2WIN ARE THE STREAMLINING OF OUR METHODS, THE IMPROVEMENT IN FLEXIBILITY AND THE INCREASED LEVEL OF DETAIL WE CAN NOW SHOW IN OUR BIDS."

He continues, "The ability to break down our estimated costs in such detail has certainly shaved many dollars off of our estimates and won us many jobs over the years."

Stansell Electric Company is located in Nashville, Tennessee, and provides a variety of electrical services to commercial, industrial, residential and governmental clients. For more information please visit www.stansellelectric.com.

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN & BUILD2WIN**

