

BID2WIN HELPS STAVOLA CONTRACTING INCREASE PROFIT PERCENTAGES IN THE PRIVATE SECTOR

Two years ago, Senior Estimator Vincent Padula worked on estimates and bids with paper and pencil. Today, his pencil sits idle while he uses BID2WIN software to draft private and public sector bids for Stavola Contracting, an asphalt paving and milling company headquartered in Tinton Falls, NJ.

The switch to BID2WIN in 2002 has made a significant impact on Padula's estimating practices. Where he once spent painstaking hours preparing each bid, he finds it takes much less time with BID2WIN. With paper and pencil, Padula had to manually locate paper files with past bids and historical cost information. Now, BID2WIN automatically saves his estimates and bids, and all costs are stored in one location – the application's centralized resource database.

"BID2WIN provides me with speed, accuracy and uniformity," Padula said. "Having all the estimates that I've done in the last two years on my desktop and at my fingertips is a huge help."

He's not the only one who thinks so. According to Padula, John Molaro, Stavola Contracting's accountant, enjoys greater efficiency in his job because of BID2WIN.

"It's been a tremendous benefit to John in time savings," Padula said. "He can now quickly pull in cost information from the bids right into his spreadsheets. He's been extremely happy with this functionality."

Stavola Contracting's profit percentages in the private sector have increased as a result of Padula using BID2WIN. Although he cannot directly attribute it to the software, Padula said they've also seen an increase in the volume of bid requests over the past two years.

Padula, along with Mike Waters, vice president, and Kevin Nolan, senior engineer, evaluated BID2WIN, Hard Dollar and HCSS when their search for an estimating program began. Padula was quick to become a BID2WIN advocate after seeing how intuitive and flexible the software was, and his colleagues soon agreed it was the better choice over the competition.

"At the end of the selection process, BID2WIN was the unanimous choice due to its user friendliness and overall look and feel," Padula said.

In 2002, Padula set up and entered all costing info including crews, templates, tasks, etc. in BID2WIN. He said the support was excellent during that process; and he is looking forward to getting BID2WIN 2005, the Microsoft .NET/SQL Server version, up and running early this year. He is also planning to launch a direct interface between BID2WIN 2005 and Cheetah, once the accounting software is fully deployed at his company.

About Stavola Contracting

The Stavola companies, a 50-year-old, family owned business headquartered in Tinton Falls, NJ, operate two quarries, asphalt plants in six locations, recycling yards for concrete and asphalt, and Stavola Contracting – a construction company specializing in asphalt paving and milling. www.stavola.com

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