

BID2WIN LEADS TO A BIG JOB FOR STEED & EVANS

Steed & Evans Ltd., a Kitchener, Ontario-based firm specializing in roads, sewers and highway work, recently put BID2WIN to the test and achieved outstanding results, serving as proof that BID2WIN is a force to be reckoned with in the heavy-construction bidding game.

After having used the software since the beginning of this year, Steed was awarded a \$2.7 mm bid in late March. According to Gerhard Ens, senior estimator for the company, this success was sweeter than most. For the first time in its history, Steed & Evans was granted the annual paving contract, a close game for the company. "We were only \$15K lower than the second bidder," Ens reported.

"BID2WIN REALLY TAKES THE ANXIETY OUT OF CLOSING A JOB, ESPECIALLY WHEN YOU'RE ADDING PRICES OR ITEMS AT THE LAST MINUTE," HE SAID.

The estimating staff had been using a 20-year-old in-house system - "glorified spreadsheets," according to Ens - before making the switch to BID2WIN.

"It's very handy," he said, "all your resources are right at your fingertips."

To learn more go to www.steedandevans.ca.

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