

## TERRANE CONSTRUCTION BIDS MORE WORK, WINS MORE BIDS AND MAKES MORE MONEY WITH BID2WIN ESTIMATING & BIDDING

Terrane Construction Ltd., an earthwork construction company located in Pemberton, British Columbia, offers a broad range of services including excavation, land clearing, earth moving, pipe work, crushing, top soil production, aggregate sales, top soil sales, and trucking.



Prior to purchasing BID2WIN Estimating & Bidding, Terrane was using spreadsheets and notepads to manage their estimating and bidding process. But a lack of good templates meant that Terrane's estimators had to build new ones each time they put together a bid—wasting valuable time and increasing the risk of errors.

"We were in the process of setting up our new accounting software, which offered an estimating module," explains project manager Aron Griffiths. However, the company soon realized that this software lacked three key components—ease of use, detail and the ability to import and export to Excel. "I knew there had to be a better solution out there, so I started looking at different alternatives."

BID2WIN's ease of use made it a front runner in Terrane's evaluation, and its integration with all major accounting and project management packages made the decision a no brainer.

Terrane Construction purchased BID2WIN in 2007, and Griffiths recalls, "The installation was a breeze, and learning the software was effortless." Plus, BID2WIN seamlessly integrates with Terrane's accounting and project management software, Explorer Contract Manager.

**"THE ABILITY TO FINE TUNE OUR FINAL BID NUMBERS WITH EASE IS A HUGE ADVANTAGE TO US," SAYS GRIFFITHS.**

He remembers one job in particular, the RMOW Compost Facility, in which BID2WIN was particularly helpful. "The ability to paste bid information into Excel was a great advantage when it came to tender closing. The tender forms for this project required a lot more detail than what is typically necessary, and BID2WIN was able to provide the level of detail we needed."

Today, BID2WIN's streamlined estimating and bidding process allows Terrane to bid more work, win more bids and make more money on the jobs they win.

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN & BUILD2WIN**

