

UNITED COMPANIES CHOOSES BID2WIN OVER OTHERS FOR ITS EASE-OF-USE

With a main office in Grand Junction, CO, and remote offices in Rifle, Montrose, and Gunnison, CO, United Companies, Inc. has been providing Western Colorado with heavy highway construction services since 1953. United, which has 250 employees, is part of Oldcastle Inc., a parent company to approximately 100 construction firms nationwide.

Making the Switch

When United Companies joined Oldcastle, Inc. four years ago, the Oldcastle Mountain Group had many different offices. This translated into many different estimating procedures. Seeking standardization for the whole enterprise, Oldcastle Mountain Group began evaluating estimating software packages for all its locations. United's estimators had been using Cheetah's cost estimating software package, Estimate, with satisfaction. Although they knew they had to switch to something new, they were reluctant to bring in software that would force them to drastically change the way they estimate.

According to Pete Siegmund, a Vice President at United Companies, word of BID2WIN came through another Oldcastle company, Jack B. Parsons, which had been using the product and liking it very much.

"We evaluated both BID2WIN and HCSS," says Pete, "but found HCSS to be way too detailed and complicated to use. On top of that, its DOS format was difficult to get through."

It didn't take long before United Companies joined Jack B. Parsons and adopted BID2WIN as its estimating solution of choice.

"THE PRODUCT IS EXTREMELY USER-FRIENDLY. AFTER TRAINING, WE WERE UP AND RUNNING IN FOUR HOURS," SAYS PETE.

The Winning Combination

Four years later, all seven estimators at the Grand Junction location are using BID2WIN 100% for all of their projects. According to Pete, it's especially helpful in maintaining communication throughout the sister companies.

"In best-practice scenarios, it's great to have everyone using the same system," he says. "It really facilitates sharing ideas on ways to improve."

Pete also noted that although the product gets more detailed every year, it doesn't inhibit the way the estimators are using it; they can still use it as simply as they'd like.

"We've been using this product the same way as we did when we first got it," he remarks.

Along with the basics, United also takes advantage of BID2WIN's interface with Bidtek for job costing, saving a substantial amount of time.

The Future for United Companies and BID2WIN

United is going into this season with the largest backlog of jobs it's ever had, making a dependable enterprise-wide estimating package more important than usual.

To learn more about United Companies, visit www.united-gj.com.