

## W.C. SPRATT ONE OF BID2WIN'S EARLY ADOPTERS

Just as Doug Tait reached the end of his rope with the error-prone, non-systematic ways of spreadsheet estimating, an up-and-coming construction estimating package called BID2WIN entered its beta-testing phase.

Some might call this a coincidence, but Doug, president of Fredericksburg, Virginia-based W.C. Spratt, Inc., calls it fate.

Circumstance met opportunity when an industry colleague suggested Doug have a look at PowerBid, BID2WIN's predecessor for the paving industry, hailing it as "idiot-proof." Although the program wasn't tailored specifically for the kind of work W.C. Spratt does, it impressed Doug enough that he called BID2WIN Software's president, Paul McKeon, to discuss the details about BID2WIN's development and how it might work for a company like W.C. Spratt.

Having been promised many things by many software developers with products in their early stages, Doug admits he was slightly gun shy at the start.

"I knew very little about BID2WIN Software, its leadership, or its products," says Doug. "But Paul gave me a beta demo of BID2WIN, and, along with the development team, listened to what contractors like us would ideally like in an estimating program, and went on to implement those suggestions. There's a lot to be said for that."

From a beta-tester to a three-year user to the self-proclaimed role of BID2WIN Poster Child, Doug has found this kind of close interaction between user and developer to be constant and a definite factor in his company's happiness with the product.

The years have also highlighted the many advantages of taking BID2WIN's easy-to-use, standardized approach to estimating.

"I'm two clicks away from everything I need to see to get my job done," says Doug. "I can review a bid in less than an hour, figure out how many days we'll need to spend on a project in no time, and manipulate items without any trouble – the whole program makes everything so much more efficient and supports the timeline we need to work within."

Among other favorites, Doug lists global edits, materials resources usage reports, bid vs. takeoff quantity analysis, and detailed costing reports. And of course, there's the software's ease of use.

"We just brought people onboard that had absolutely no bidding experience, and within two months, they were using BID2WIN extremely well, with virtually no learning curve involved," Doug reports.

Such quick understanding has paid off – W.C. Spratt had an especially aggressive bidding season with BID2WIN this year – \$35 million to be exact – and has recently taken on several new projects, including a \$2 million project for the U.S. Navy.

"BID2WIN's got everything we need, and it's easy to use on top of that. I don't know of any other system that can offer that guarantee," Doug says.

Located in Fredericksburg, Virginia, W.C. Spratt, Inc. serves the immediate Fredericksburg area in all areas of sewer, water, utilities, earthwork, and demolition.

To learn more go to [www.wcsprattinc.com](http://www.wcsprattinc.com).

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