



## WAIWARD CONSTRUCTION MANAGEMENT INC. SAVES IMMEASURABLE TIME WITH BUILD2WIN FIELD TRACKING

WAIWARD CONSTRUCTION MANAGEMENT Inc., a leader in Canada's earthworks and waterworks industry, is committed to completing high quality projects on time and on budget. As a BID2WIN Estimating & Bidding client, they are able to quickly and easily produce accurate bids—but in today's competitive economy, winning the bid is just the beginning. Profitability depends on how well the project adheres to the estimate's costs and time schedule after the bid is won, and Waiward Construction needed a solution that would allow their job site foremen and field managers to track real-time production quantities, labor hours, equipment hours and material quantities, and compare them against the original estimate.

BUILD2WIN Field Tracking's seamless integration with BID2WIN made it a front-runner in Waiward's search for a solution, and its real-time reporting capabilities have proven to be its biggest advantage since the company made the switch in early 2009.

Estimator and Project Manager Shaun Andreas explains, "We can now run reports on everything from labor hours, to per diem allowances, to hours on machinery—allowing more users to take advantage of the information in our field logs" (see **Figure 1**).

Because BUILD2WIN is browser-based, these reports are all available in real-time—with on-screen dashboards

providing instant detailed analysis of the data using charts and graphs (see **Figure 2**). And BUILD2WIN allows seamless transfer of baseline information from BID2WIN, so Waiward's field personnel are always up to date on the production and related requirements for each part of the job.

**"THE SEAMLESS INTEGRATION FROM BID2WIN TO BUILD2WIN HAS SAVED US IMMEASURABLE AMOUNTS OF TIME," ANDREAS CONTINUES. "PLUS, BUILD2WIN HAS ALLOWED US TO GO PAPER-FREE WITH MOST ASPECTS OF THE JOB."**

BUILD2WIN was particularly helpful during the company's work on Enbridge's Alberta Clipper Line project, explains Estimator and Project Manager Terrence Pasemko. "The Clipper Line project required a minority and non-minority contract, and BUILD2WIN's reporting capabilities allowed us to easily provide all of the information requested by Enbridge."

And BID2WIN continues to help Waiward stay ahead of the pack during the estimating and bidding process, proving to be especially crucial on a recent residential servicing project.

“This market has turned to companies bidding very aggressively, doing the work for little or no profit in some cases,” explains Pasemko. “BID2WIN allowed us to be competitive, taking money out of other areas while maintaining profitability.”



Figure 1 – BUILD2WIN comes with many reports and dashboards. You can set up report subscriptions to have BUILD2WIN deliver any report—or even a dashboard—to any user on a specified schedule.



Figure 2 – The BUILD2WIN home page includes a customizable digital dashboard which allows you to drill down to any level of job performance detail on-screen.

Waiward maintains their competitive advantage by staying up to date with all of the latest product releases and new features—including attending BID2WIN Software’s 2010 User Conference, where BID2WIN 2009 Service Pack 1 and BUILD2WIN Version 2.0 were debuted.

“User Conference 2010 was excellent. I did not realize how user-based the software is!” says Pasemko. “I was quite surprised that in the middle of a session, someone would suggest something and it was asked if people agree, and then notes would be taken for changes in the program. I could not believe that a software company listens to its users to that extent.”

“The quality of the service at BID2WIN Software and the knowledge of the support staff never ceases to surprise and amaze me,” agrees Andreas, who also attended UC2010. “They are always willing to lend a hand, whether it is seven in the morning, eight at night, or later.”



Sanitary sewer and road replacement in Edmonton, Alberta.

## CLIENT PROFILE

### COMPANY

WAIWARD CONSTRUCTION MANAGEMENT INC.

### HEADQUARTERS

EDMONTON, ALBERTA

### TYPE OF WORK

- LARGE SITE PREPARATION
- WATER & SEWER
- SITE RECLAMATION
- CONTAMINATED WASTE HANDLING & HAULING
- DEMOLITION

### YEARS WITH BID2WIN SOFTWARE

FIVE

### CURRENT PRODUCTS

- BID2WIN – ENTERPRISE EDITION
- BUILD2WIN FIELD TRACKING
  - (BUILD2WIN 2.0 BETA USER)

### USER CONFERENCES

2010 – BOCA RATON, FLORIDA