

BID2WIN EASILY PAYS FOR ITSELF AT THE WANASEK CORP.

The growth of Wanasek Corp. is a story of foresight and adaptation. From its inception as a blacksmith shop, through its success as a welding and emergency repair business, and final evolution into an excavation corporation, the company is a reflection of the Wanasek family's recognition of the needs of Southeast Wisconsin and the shaping of a company to meet those needs.

An important aspect of the company's evolution has been continuously adapting to the technological advancements of the times—after all, the industry has changed quite a bit since the company's founding in 1903. This is especially true in the estimating and bidding department, where Wanasek's estimators have upgraded from pencil and paper, to Excel spreadsheets, and most recently, to a standardized estimating and bidding solution from BID2WIN Software Inc.



Since purchasing BID2WIN Estimating & Bidding in 2002, estimator and project manager Rob Slauson says that the biggest advantage that the company has experienced is the speed and accuracy with which they can produce bids. And in today's economy, where a lost moment can mean lost profits, Slauson says that the software was worth every penny.

"BID2WIN HAS EASILY PAID FOR ITSELF," HE EXPLAINS.

Slauson remembers one project in particular, the Carrol Beach storm sewer, for which BID2WIN played an especially critical role. "We were originally going to pass on bidding this project because of time constraints, but we had a similar bid in the system and BID2WIN made it very quick to drag and drop items to the new bid. We finished it in time and were the low bidder."

Plus, BID2WIN's reporting capabilities are allowing Slauson and the estimating and bidding department at Wanasek to communicate information to management, accounting and field staff more quickly and easily—which means they can spend less time configuring reports, and more time winning bids.

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