

WILLIAM CHARLES CONSTRUCTION SEEKS .NET TECHNOLOGY AND DISCOVERS BID2WIN ESTIMATING & BIDDING

In northern Illinois, William Charles Construction is known for its tradition of quality construction and integrity among customers, employees, and the community. Formerly known as Rockford Blacktop, the company's mission to always conduct business with integrity and honesty, while striving to maximize profitability has held true for over 60 years. Their recent investment in BID2WIN again reflects their quality-first approach and has strengthened their ability to bid with even greater confidence and success.

With eight estimators and over 350 skilled union workers adept at asphalt paving, earthmoving, and highway and underground construction, from residential driveways to interstate roadways, William Charles Construction's "best in the business" reputation is well-known throughout the heavy construction industry.



**William Charles
Construction**

Looking to maintain their solid reputation and to streamline operations while keeping pace with industry technology, chief estimator Gordy Berg faced a big decision when, after 14 years with Hard Dollar, the company decided to explore other program options.

"We were going to switch from [Hard Dollar's] EOS to their new Microsoft .NET program and thought since we were going to learn a new system anyway we should check out the competition," said Berg, a 33-year industry veteran. Berg researched BID2WIN, Hard Dollar and HCSS, and ultimately concluded that "BID2WIN uses a modern Microsoft development platform, plus we really liked the ease of use and the way the input screens were set up."

THE BIGGEST ADVANTAGE OF BID2WIN, "IS THE FACT THAT IT IS ALREADY UP AND RUNNING ON .NET AND SQL SERVER TECHNOLOGY AND THAT IT OPERATES SIMILARLY TO OTHER WINDOWS PROGRAMS THAT WE ARE ALREADY USED TO RUNNING," ENTHUSED BERG. "WE ALSO LIKE THAT IT EASILY EXPORTS/IMPORTS FROM OTHER PROGRAMS WE USE FOR JOB COST AND SCHEDULING."

BID2WIN Software, the first to embrace the Microsoft .NET technology suite for product development, consulted with thousands of estimators, managers and IT professionals when designing BID2WIN. The innovative new product is packed with more than 255 user-requested features and offers an unprecedented level of power, performance, flexibility and scalability.

To learn more about William Charles Construction, visit: www.williamcharlesconstruction.com

MAXIMIZE YOUR PROFITABILITY WITH **BID2WIN** & **BUILD2WIN**

