

WINDSOR INDUSTRIES WINS \$12 MILLION BID USING BID2WIN

Having the right tools has paid off for Windsor Industries (formerly Combat Corporation) of Merrimack, N.H.

The company, which specializes in site work, excavation, and utilities, was recently awarded a \$12 million commercial building site job using BID2WIN, Windsor's estimating solution of choice since November 2000.

"BIDDING IS JUST A LOT EASIER NOW," SAID RICK BACHAND, THE ORGANIZATION'S PROJECT MANAGER. "WE'VE GROWN VERY COMFORTABLE WITH HOW THE PROGRAM WORKS."

Like many estimating teams, Bachand and his fellow estimator had previously used Excel spreadsheets to create bids, causing a substantial time problem. "Now we have the ability to go back and review the estimate," he said. He noted that it's saved him a considerable amount of time.

The company plans to make even more use of its software investment with its anticipated move into state work. "BID2WIN will really benefit us here because we'll be able to bid jobs using different wage rates. It will be much more efficient," said Bachand.

BID2WIN has streamlined not only Windsor's bidding process, but also its efficiency elsewhere.

"We just had an interface with Microsoft Project," according to Bachand. "We had one-day BID2WIN training, and we're already seeing that the interface is going to save us a huge amount of time in terms of putting together a schedule." Bachand added that everyone at Windsor is looking forward to the next update, including an interface to the company's accounting package, Computer Ease.

To learn more go to www.windsorindustriescorp.com.

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