

WINVAN COMPLETES ESTIMATES IN HALF THE TIME WITH BID2WIN ESTIMATING & BIDDING

With over 40 years of experience serving British Columbia's road building and paving needs, Winvan Paving Ltd.'s service oriented work ethic has earned them a reputation of being "the good guys" in the industry. Annually, the company performs approximately 400 jobs and employs 120 people—so keeping their estimating and bidding process streamlined and organized was no easy task for this large company. Until they invested in BID2WIN Estimating & Bidding twelve years ago, that is.



Bob Lachance—a former HCSS user—joined Winvan in 2003 as an estimator and project manager, and was pleased with the flexibility and accuracy that BID2WIN brought to his new job.

"MOVING TO BID2WIN FROM HCSS WAS QUITE EASY," HE SAYS. "I HAD NO FORMAL TRAINING, AND I WAS UP AND RUNNING WITHIN ONE DAY."

He continues, "The ability to make quick changes to costs and margins using global edit and distribution strategy is a huge advantage. And the ability to quote a large volume of work and fine tune estimates has increased the amount of work orders we do. The time we now save on estimating is in excess of 50%".

BID2WIN proved to be particularly helpful during a recent project, says Lachance. "The Burnaby Major Road Network milling and paving program comes out every year, and has very similar units over a large number of streets. The ability to copy and paste the applicable items from one estimate to another, and do global edits for labor and material rate changes saves time that can be spent massaging productions on the various streets," he continues.

However, as any good business knows, there is always room for improvement. So even after more than a decade of successes with the product, Winvan felt that they could advance their estimating and bidding even further. They attended BID2WIN Software's 2010 User Conference in February, where they got hands-on training with the latest features found in BID2WIN 2009 Service Pack 1.

"We went to the User Conference for the first time this year, and found it to be very good. It made us aware of the capabilities and features in BID2WIN that we were not using," Lachance explains. "The training was excellent—a lot of material was covered during the sessions, and the BID2WIN Software staff were very helpful in answering all questions."

To learn more about Winvan Paving Ltd., visit: <http://new.winvan.com/>

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