

The Wesson Group Saves Time and Preserves Capital With Bid Management

"ConstructConnect Bid Management helped us optimize bids and workflows, which saved capital by eliminating the need to hire additional estimators."

Jeff Lantiegne, P.E., VP of Sales and Technology, The Wesson Group

COMPANY INFORMATION

The Wesson Group
Established 2013

INDUSTRY SEGMENT

Civil & Infrastructure

COMPANY SIZE

150+ Employees

LOCATION

Johnstown, NY

WEBSITE

<https://twg.us.com> 

TAKE CONTROL OF YOUR BID PROCESS

CONSTRUCTCONNECT BID MANAGEMENT SOFTWARE

PROBLEM

As a streamlined operating team, The Wesson Group managed projects, bids, and estimates with very limited resources. Bulky Excel spreadsheets manually handled jobs and clients, creating cumbersome bid management. A single project consumed hours of productivity spent on uploading documents, managing contacts, and monitoring bid statuses. The workload exceeded the practicality of what one employee could accomplish effectively. The lack of streamlined communication on these ever-changing jobs was a continuous drag on production time.

FINDING SUCCESS WITH CONSTRUCTCONNECT BID MANAGEMENT

Between 2019 and 2021, The Wesson Group more than doubled revenue from \$36 to \$80 million in part to implementing ConstructConnect Bid Management into their preconstruction process.



Capital Savings



Bid and Workflow Optimization



Time Saved



Collaboration and Communication

SOLUTION



Save Time

By using Bid Management software, The Wesson Group simplified and streamlined the bid management process.



Centralize Project Management

Enabled a single platform to enter and oversee new projects and bid packages and collaborate with key stakeholders and team members.



Manage Bidders and Contacts

Centralized bidders lists and delivered access to the most comprehensive private and public project data.



Communicate Simply

Effectively created simple messaging with templates and filters that provided professional and efficient methods of communication.

OUTCOME

With ConstructConnect Bid Management, The Wesson Group:

- Centralized sourcing and bidding to optimize workflows and eliminate unnecessary work
- Saved capital by not hiring additional employees to perform estimates
- Improved coordination and communication across team members and subcontractors
- Streamlined sending invitations to bid, checking statuses, and document submittal and retrieval
- Synched vital project information in real-time, allowing access to key stakeholders and participants

ABOUT THE WESSON GROUP

Since 2013, The Wesson Group has provided the highest-quality contractor services for complex civil and infrastructure construction projects. With a focus on the Northeastern United States, The Wesson Group fuses the very best people with cutting-edge innovation to execute successful projects in design-build, site development, highway, heavy civil, and alternative energy. The Wesson Group has 150+ employees and project valuations in the range of \$60 to \$80 million.



Jeff Lantiegne, P.E.
Vice President of
Sales and Technology

"ConstructConnect Bid Management helps me to sleep better at night [and] survive the workday. It has made life so much easier."

Discover what ConstructConnect Bid Management can do for your business.

[Take Control of Your Bid Process](#)

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