



MCR SERVICES, INC.
MANAGEMENT • CONSTRUCTION • RENOVATION

638 East Fifth Avenue
Columbus, OH 43201-2965



(614) 421-0860

(614) 421-0865

www.mcrservices.com

BACKGROUND

In 1995, we were getting requests to estimate diverse types of projects—including infrastructure, utilities, process and building construction. We needed a high-quality estimating solution, flexible enough for our immediate customer demands and for our future growth.

After much research and interviews, we settled on a WinEst, a new entry into the construction software industry. After meeting with Ammon Cookson of Solid Solutions International, we were offered the software at a discount, with direct access to the WinEst programmers.



TEAM

Solid Solutions International
WinEstimator, Inc.
MCR Services, Inc.

CHALLENGES

Trials & Promotion of a New Software

As we used the software ourselves—and as the relationships blossomed with both Solid Solutions and WinEstimator, we were recruited to participate in software demonstrations throughout the Eastern US—some of which were large, interactive settings:

- ⊙ 2 Year Training Participation
- ⊙ High Marks from the Participants, including our delivery style
- ⊙ Traveled throughout the Midwest and Southeast to provide our services on behalf of our clients

FEATURES

Solutions Provided to Many Different Companies Across the Eastern US

- February 19-26, 1996 in Akron, Ohio
- ⊙ City of Akron, Bureau of Engineering
 - ⊙ 24 Students

- April 26-30, 1996 in Atlanta, Georgia
- ⊙ Catapult Software Training Centers
 - ⊙ 15 Students

- Some of the participants included:
- ⊙ Forsythe Technical Community College
 - ⊙ The Tennessee Valley Authority (TVA)
 - ⊙ Ashland Chemical

RESULT

Benefits of True Collaboration

Working with Solid Solutions helped us to expand the market for this Dayton, Ohio-based company.

By using the software ourselves—and helping others train, purchase and implement WinEst, we became trusted advisors and helped WinEst improve their software solution through upgrades and newer releases.

As a result, we also fully developed our own estimating process at MCR and became expert estimators.



Solid Solutions

WINEST SOFTWARE TRAINING
— AKRON, OHIO —
— ATLANTA, GEORGIA —

**PROJECT
PROFILE**

1996.010