



Client Story

Winning government contracts with an easy-to-use bidding solution

Bonfire Premium Vendor & Bird Mechanical Ltd.

Bird Mechanical Ltd., located in Newmarket, Ontario, is a niche service provider in a highly specialized industry. They regularly undertake a wide range of mechanical and construction projects every year across Ontario and Atlantic Canada, and have won numerous large-scale government construction contracts. Bird Mechanical has worked with postsecondary education institutions (including Queens University, the University of Toronto, Toronto Metropolitan University, Seneca College, and Humber College), hospitals (including Etobicoke General Hospital, The Hospital for Sick Children, and Sinai Health), and government buildings and courthouses (including Toronto's Old City Hall, Milton Courthouse, and Newmarket Courthouse). With services ranging from mechanical, plumbing, HVAC/R, fabrication, civil construction, and more, they've continued to expand operations without compromising quality since their inception in 1971.

Beverly Nice is the Proposal Manager for Bird Mechanical. Having been with the company for seven years, Beverly and her team handle proposals and bid submittals for all of the company's subsidiaries and departments, making sure their offers get into the hands of project solicitors properly and are completed on time.

Often challenged by other bidding solutions—both paper-based and digital—Beverly was in need of a user-friendly, online bidding solution that made the process of finding relevant bids, then bidding on them, straightforward and clear. Once she discovered Bonfire Premium Vendor, she never looked back.

Since using Bonfire Premium Vendor, Beverly has seen first-hand how modern, easy-to-use online bidding tools have enabled Bird Mechanical to grow.

Challenge

Slow, confusing bidding processes cost time and money

When it comes to mechanical and construction jobs, it's imperative that Beverley and her team get their completed bids out the door in a timely manner. Missed deadlines mean lost business—and clunky, outdated bidding systems were stressful to use.

The archaic paper bidding process has proved to not only be costly, but also time consuming. As the specific cost of a job doesn't come together until very late in the submission window due to subcontractor and supplier pricing (sometimes even in the last half hour), Beverley used to require an employee to spend a large part of their day waiting on-location for those essential numbers to arrive before their bid could be submitted.

"We had to send a person to wait for those numbers, write them in, then hand [the bid] off physically," she explains. "With online bidding, you don't have to waste that one person's day and we can use the time saved to bid on other projects instead."

When Beverley uses the required digital bidding solutions on the market for certain vendors, they can be far from perfect. To her disappointment, Beverley found that each platform she used varied in how they required bids to be submitted. Some only required one document, while others needed more than one. Certain platforms allowed you to submit your bid in a zip folder, while others forbid it. Some bidding platforms even had hidden fees that made the bidding process costly.



KEY CHALLENGES

- Antiquated, manual bidding processes took valuable time away from the team.
- No single way to become aware of new government project opportunities fit for Bird Mechanical.
- Other digital solutions were inconsistent in their requirements for bid submission.
- Convolved, confusing processes caused stress when trying to meet deadlines.

KEY RESULTS

- Bonfire Premium Vendor streamlined the online bidding process, allowing Bird Mechanical to be alerted of new relevant bids meeting their criteria and submit proposals faster than ever before, resulting in a stunning 94 bids and 32 wins through Bonfire in just two years.
- Daily bid recommendations delivered to Beverley's inbox saved her team countless hours searching the web for new opportunities.
- The clear, straightforward navigation of Bonfire Premium Vendor eliminated confusion around bid requirements and documents.
- Bonfire Premium Vendor's personalized dashboard allows Bird Mechanical to easily view and edit their account settings, bid recommendations, bids in progress, and bids awarded.

Solution

User-friendly online bidding optimizes the vendor experience

Beverley and her team knew there had to be a better solution out there somewhere. Years of dealing with confusing processes and wasted hours meant she was ready for a change. What was needed was a straightforward online bidding solution that:

- **Provided an easy, transparent way** to find open solicitations that met Bird Mechanical's project criteria and efficiently kept track of existing bids.
- **Made the process of submitting bids stress-free and simple** so they could meet deadlines with confidence.

Beverley's first encounter with Bonfire Premium Vendor involved bidding on a project on the University of Toronto campus, and it quickly became her favorite platform for finding and submitting bids. Having suffered through digital bidding solutions with inconsistent instructions and confusing navigation, Bonfire Premium Vendor's clarity and ease of use immediately stood out as the ultimate bidding solution.

"Bonfire Premium Vendor sends us daily alerts about new bids that meet our needs straight to our email—which means we don't have to go searching for them all over the internet. To-date, it's funneled us 94 relevant opportunities and we've won an astonishing 32 of them! That's a win for our business and a win for the governments, citizens, and communities our work benefits."

" [With other bidding tools] the instructions could be very unclear [as to] what you're supposed to click on to successfully upload things," Beverley says. "All of these tiny, near-invisible tasks that need to be accomplished can be an awful experience when you're under pressure to submit a bid on time."



Result

Bonfire Premium Vendor makes government bidding a breeze

Today, Bonfire Premium Vendor is Beverley's go-to tool for finding new projects and bidding on government business. They look forward to using Bonfire as the core solution to fuel business growth, and hope that more organizations follow suit.

When looking for open bids, Beverley typically searches for retrofit or replacement mechanical-led projects, preferring opportunities that require an addition or replacement to an already-existing building. With Bonfire Premium Vendor's smart tools, she can easily search the platform's 25,000-plus active construction opportunities by geography, keyword, commodity code, industry, project type, and more. Those that match her bid criteria are delivered daily to her inbox. Real-time alerts allow Beverley to stay up to date on bids she's interested in as well as get reminders on upcoming deadlines. Her personalized bidding dashboard makes it quick and easy to navigate to her account settings, jump back into bids in progress and view any of the roughly 10,000 bid recommendations Bonfire Premium Vendor supplies to a paying subscriber each year.

"It's so clear and easy to use," Beverley says. "You have green and red [bid statuses], [so you] know where you stand. There's no extra clicking around."

Once she clicks on a solicitation, all the necessary information is handily displayed in one place for quick reference.

"It's easily laid out when you're searching," Beverley continues. "It has all the information there. You don't have to download a bunch of documents only to find out they're not what you're looking for."

Beverley began to have such confidence in Bonfire Premium Vendor's clear, concise user journey, she would often trust another member of her team to submit a bid even if she wasn't there.

"Oftentimes," says Beverley, "when we go to estimating courses or 'lunch and learns', they'll ask what sites we're using. Bonfire Premium Vendor is the one I recommend the most to everybody."

If you're ready to take your bidding strategy to the next level, subscribe to **Bonfire Premium Vendor** today. It's the ultimate government bidding solution for construction firms who are looking to win more government business.

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