



Vendor Case Study

Kokosing Industrial easily finds and manages bids with **Bonfire**

Kokosing is one of the largest water and waste-water general contractors and design builders in the USA and uses Bonfire to electronically find, manage, and respond to construction RFPs issued by Great Lakes Water Authority (GLWA) and other public sector organizations.

Better software to find and manage public sector bid opportunities

Using software to find, learn about, and submit to public sector bid opportunities can be an intimidating and frustrating experience, but it doesn't have to be. Bonfire is designed to make the RFP and bid submission process easy, cost effective, and accurate.

“We haven't had any hiccups or challenges with Bonfire. It's easy, straightforward, and uncomplicated.”

DENNIS TINKLER, PRECONSTRUCTION MANAGER AT KOKOSING INDUSTRIAL

“More often than not there are problems and issues when we use technology to submit a project,” says Dennis Tinkler, Preconstruction Manager at Kokosing Industrial. “There's a lot of moving parts that go into the proposal process but we haven't had any hiccups or challenges with Bonfire. It's easy, straightforward, and uncomplicated.”



Kokosing uses Bonfire to learn about and manage new business opportunities through the following steps:

1. Receive alerts through real-time email notifications when a project is advertised that fits their business offering, allowing them to get started right away and stay ahead of the competition.
2. Download all documents for free, then upload responses in sections to save and continue progress at a later time. As each document is loaded into the system, Kokosing receives a visual validation of a green checkmark to confirm the document was uploaded successfully.
3. Once the proposal is submitted, a submission receipt is sent via email with a timestamp, providing peace of mind that their complete response is in on time!

“Updating documents is simple,” says Dennis. “As information comes in from different subcontractors and you want to make edits, you can go back in the documents to edit, upload and save different versions.”

Bonfire’s centralized process provides a clear record to demonstrate the submission is complete, accurate, and on time.

A paperless process that’s straightforward with centralized communication

Submitting a proposal in Bonfire is straightforward because it is digital. With Bonfire, Kokosing doesn’t have to print multiple copies, use binding machines to make each copy presentable, or deal with the hassle of shipping a box of paper to their prospective client. Instead, everything is loaded once into the system so that the evaluation committee can easily find answers, information, and pricing, which ensures that Kokosing has put their best foot forward. “Going paperless is the way to go - it’s just so convenient,” says Dennis. “Plus, why kill a bunch of trees and waste paper when you can go electronic?”



For Kokosing, Bonfire also helps team members have visibility into the communications that have occurred between their team and the prospective client. "Communication is number one. If the tools are there to simply review and understand all the documents involved in a project, we're more cost effective and proposals get done in a much more efficient manner," explains Dennis. Leveraging Bonfire has helped Kokosing improve communication with their clients, leading to stronger client relations over time.

About the Bonfire Vendor Community

Vendors who use Bonfire can access opportunities and documents for free. A Premium Vendor subscription is an optional solution available for those who wish to gain exclusive access to Bonfire's hand-matching service, centralizing public sector RFP and bid opportunities that fit your business from across Bonfire's 300+ client base. Get notifications and expert help from Bonfire's on-call Support Team so you don't miss a deadline or critical update. And when you're ready to bid, count on a straightforward submission experience through the Bonfire platform, which is preferred by 9/10 vendors. Become a Premium Vendor today at gobonfire.com/premium-vendor.