



## Diversified Landscape Uses ProEst® to Create a Paperless Estimating Process - and Complete Takeoffs 75% Faster

### The Challenge

Diversified Landscape is a commercial landscaping firm serving the Southern California area. Founded in 1989, Diversified currently has 100 employees and \$15M in annual revenues. As much as 80 percent of its business is derived from public works projects, primarily for Caltrans, California's department of transportation.

With an established reputation for positively impacting the landscape industry, Diversified continually strives for excellence - in the office as well as the field. It was this commitment to quality that led Chief Estimator Rick Bean to replace the company's manual process with industry-specific estimating software. Creating 300 estimates each year using spreadsheets and manual takeoff tools was time-consuming for Diversified's two-person estimating team, and also prone to errors. They needed a more efficient and accurate system for handling the estimating and takeoff volume.

### The Solution

After researching industry-specific solutions, Diversified chose ProEst Estimating. After a short training class and help from ProEst to set up their database, the company implemented the software on a limited basis, using it for one division on a pilot program basis. "Once we saw how great ProEst worked, we were ready to take it full scale," Bean says. But it was the addition of ProEst Takeoff that would fully revolutionize Diversified's estimating system.

While Diversified was completing their full implementation of the estimating software, ProEst released the latest version of its takeoff software, which incorporates on-screen takeoff capabilities. Bean recognized the potential of this new technology to further increase efficiency and

### At-A-Glance

#### Company:

Diversified Landscape Co.  
Location: Winchester, CA  
Industry: Specialty Subcontracting (Landscaping)  
Employees: 100  
Number of estimates each year: 300

#### Challenge:

To find a more efficient and accurate system for handling the company's estimating and takeoff volume.

#### Solution:

ProEst Estimating and ProEst Takeoff with paperless takeoff technology.

#### Results:

- > Creation of more accurate, competitive estimates
- > Confidence in bid numbers reduces risk
- > 75% faster than using a digitizer and paper plans
- > Paperless estimating process reduces printing costs
- > Integration with accounting saves time, eliminates errors
- > Measures productivity across the organization



accuracy, and added ProEst Takeoff to his company's new estimating system. "Today, we open plans on-screen in ProEst Takeoff, perform our quantity measurements using a mouse and then seamlessly transfer the numbers to ProEst estimating," Bean explains. "Having the ability to do takeoffs digitally has truly changed the way we manage our estimating process."

### The Results

Although Bean expected ProEst Takeoff to improve the estimating experience - and save his back from bending over the digitizing table - his department has realized bigger benefits than he first anticipated.

**"Performing takeoffs on-screen with ProEst Takeoff is about 75 percent faster than using a digitizer and paper plans. With just two estimators, we're doing 300 very accurate takeoffs each year and bringing in \$15M worth of work. I think that speaks volumes about the efficiencies we've gained from the software."**

**Rick Bean, Chief Estimator**  
Diversified Landscape Co.

**More accurate, competitive estimates.** ProEst Takeoff allows Diversified to create more detailed takeoffs than they used to, which produces more accurate quantity lists and measurements. This saves time when ordering pipe and other materials because the lists are already created in the program. But that's not all. "With ProEst Takeoff, accurate numbers allow us to be more competitive," Bean says. "If we need to lower a bid to get a job, we know with absolute accuracy how tight we can go."

**Confidence in the numbers.** For Bean, accuracy is all about confidence. "When we're putting a bid out the door, ProEst Takeoff gives us the confidence to stand behind the number," he says. This protects the company from the risks of underbidding a project - or overpricing a job and losing the contract to a lower bidder.

**Faster estimates.** Using ProEst Takeoff is simply faster than doing manual takeoffs. Diversified uses big, widescreen monitors for optimal visibility of electronic plans, and to make it easy to switch back and forth between different plan sheets or even different estimates. "Performing takeoffs on-screen with ProEst Takeoff is about 75 percent faster than using a digitizer and paper plans," states Bean. "With just two estimators, we're doing 300 very accurate takeoffs each year and bringing in \$15M worth of work. I think that speaks volumes about the efficiencies we've gained from the software."

**Decreased printing costs.** Paperless takeoff technology has also allowed Diversified to reduce the costs associated with printing plan sets. Bean uses Caltrans to illustrate this point. "We download plans from the Caltrans Web site, open them up in ProEst Takeoff and perform our measurements in the program without ever touching a piece of paper," he explains. "We even send out proposals electronically. We've truly created a paperless estimating process."

**Integration with Accounting.** ProEst Estimating also integrates with Diversified's accounting program. This allows estimate details to be seamlessly transferred to accounting for easy job setup. "In the past," Bean says, "someone had to sit at a keyboard and enter lines of estimating data into accounting. In that situation, mistakes are made. And that's a problem. Now, I just push a button to transfer the information. It's a huge time-saver."

### The Bottom Line

Now that Diversified's entire estimating process has been automated with ProEst Estimating and ProEst Takeoff, Bean can't imagine going back to his paper-based manual system. "ProEst improves the company as a whole," he states. "Not only does it tell us how we did on a bid, it tells us how our guys are doing in the field. ProEst is really a tool for measuring productivity across the entire operation."