

Small Fixes with Big Impact

How Takeoff Efficiency Fueled Bright Idea Electric's Growth with PlanHub 2.0.



SUMMARY

Bright Idea Electric, an Atlanta-based commercial electrical company, was struggling with manual cost calculations, disjointed communication, and project management inefficiencies. These challenges impacted their bottom line and growth potential. After adopting PlanHub they improved estimate accuracy by 40%, reduced takeoff time by 50%, boosted project management efficiency by 30%, and increased weekly bids from 4 to 15. By expanding their use of PlanHub's Takeoff, Estimation, project management, and networking tools, they anticipate further gains in efficiency, precision, and growth.

“Before PlanHub 2.0, we were sending out 2-4 bids per week. Thanks to its efficient takeoff and estimation process, we send 10-15 bids weekly—a **200% increase** in our bid output.

BIE Weekly Bidding Output



THE CHALLENGE

Before discovering PlanHub, Bright Idea Electric's takeoff and estimation process was a huge stumbling block in their path to success. Relying on an unconnected myriad of manual tools and cumbersome software, the team's bid submissions were stressful, time-consuming, and full of errors.

"We were using multiple platforms for takeoffs and estimating and trying to bring those together. Things would get lost, things would get missed, things wouldn't get calculated correctly, and it really caused some issues on job sites. This not only affected our bottom line but also damaged our reputation when it came to client trust."

Bright Idea Electric faced challenges transitioning from old-fashioned tools to fragmented tech solutions, with each pricey platform offering mixed results. DiCamillo shared, "A lot of time, we were just doing takeoffs by hand... Then we started using some of the higher-end platforms, but we ended up spending a lot of money on multiple platforms that we didn't necessarily get to utilize a hundred percent."

Beyond their budgetary struggles, Bright Idea Electric's biggest pain point was the constant wasted time that could have been spent networking, finding new projects, or submitting bids faster. Ken explained, "We felt that doing the takeoffs manually was a waste of time and effort, double-checking, triple-checking, and writing everything down manually so you don't make mistakes. It felt like we were constantly putting out fires rather than focusing on growth."



THE SOLUTION

Bright Idea Electric needed a system upgrade, and they found it with **PlanHub**.

Ease of use

DiCamillo quickly realized the platform was intuitive and easy to use, especially compared to other software. "I was impressed with how easy it was to learn and use compared to some of the other platforms. What I also liked about it was that if it was that easy for me to learn, it would be easy for us to teach new people that we brought in."

"With some of the other platforms I've tried, it seemed like the deeper you went into it, the more intense that it got. With PlanHub 2.0, the deeper you went, the easier it got, and if you did get stuck on something, all you would do is just email your representative, and within moments, or at least by the end of the day, you would have someone helping and guiding you."

Faster Takeoffs

DiCamillo was impressed by the performance of PlanHub's takeoff tools "Having all the designations and being able to follow and pinpoint and highlight all of your different measurements has been much, much better in managing time. A 2,500 square foot space used to take 1.5 to 2 hours manually—PlanHub cut that time by 50% easily'.

Simple Bid Management

Ken and his team quickly discovered that PlanHub 2.0 streamlined their entire preconstruction process, including bidding. "Submitting bids through PlanHub 2.0 has been very helpful. We've reduced coordination issues and tight timelines, and I love the feature that automatically shares bids with GCs we didn't originally list—no need to go back and check,"

Better Connections

With a more efficient process, Ken can now focus on building valuable connections—something PlanHub 2.0 makes even easier. "PlanHub has helped us build great relationships with general contractors. We can filter who we connect with and find both local and national general contractors in the Atlanta area. They'll contact us and say, 'Hey Ken, we've got a job on PlanHub that we'd like for you to go look at'. We'll save it to our favorites, and then we'll start doing our takeoffs and estimating."



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THE RESULTS

Switching to PlanHub 2.0 transformed Bright Idea Electric's productivity, accuracy, and growth. By streamlining project discovery and bidding, the team significantly boosted their output and profitability.

“When we were doing takeoffs manually... we managed 2-4 jobs a week. With PlanHub, that jumped to 10-15 projects weekly.”

KEN DiCAMILLO
BRIGHT IDEA ELECTRIC

PlanHub's precise tools improved accuracy, reducing costly errors:

“PlanHub 2.0 makes it much easier for us to review our work. Everything is organized, detailed, and clearly itemized. It's helped improve our accuracy, which builds trust with general contractors. It also keeps our crew informed, boosting productivity in the field and increasing profit margins. Overall, it's reduced our estimation errors by about 40%.”

The ultimate impact? Massive revenue growth: “PlanHub has increased our financials by 50%. We increased our staff to manage the work. We've surpassed our projected growth”

KEY TAKEAWAYS



50% revenue growth with staff expansion.



50% reduction in takeoff time



40% decrease in estimation errors



30% boost in project management and team coordination efficiency

Ready to boost your productivity, reduce costly errors and take your revenue to new heights? Learn more about PlanHub 2.0's all-in-one platform at [PlanHub.com](https://planhub.com).

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