

From Frustration to Full Coverage:

How Emerald Coast Constructors got immediate results with PlanHub



SUMMARY

Emerald Coast Constructors, a commercial general contractor based in Pensacola, Florida, was struggling to get enough quotes to submit competitive bids. Relying on outdated contact lists and time-consuming online searches, the team wasted hours chasing subcontractors—often with little to show for it.

But just three months after adopting PlanHub, they saw a **25–30% increase** in bid coverage. In some cases, it even doubled. With more time, more quotes, and a better shot at winning jobs, Emerald Coast Constructors is now bidding smarter, faster, and more confidently.

25% - 30%

“With PlanHub’s broad reach across trades and subcontractors, we’re seeing **25–30%** more bids on average—and sometimes even twice as many as before.

ABOUT THE CUSTOMER

Emerald Coast Constructors is a general contractor based in Pensacola, FL, specializing in government and commercial projects up to \$10M across six counties in the Florida Panhandle. Their small but experienced team handles everything from renovations to new builds.

THE CHALLENGE

Emerald Coast Constructors faced a common issue: too few bids, and too much time spent trying to track them down.

"We were using a database of subs we'd worked with before—but we knew we were missing out. There were trades and suppliers out there that we just couldn't reach."

Without access to a broader network, their estimates lacked competitiveness. The team needed a tool that could help them discover and connect with reliable subcontractors, especially for niche trades or hard-to-source scopes of work.

THE SOLUTION

When they found PlanHub, Emerald Coast Constructors saw the potential immediately. The platform gave them access to a vast directory of subcontractors, along with tools to track activity and manage outreach—without the manual effort.

"Every project we bid now goes into PlanHub. We're getting quotes from subs we'd never have found otherwise."

PlanHub's automated Invitation to Bid (ITB) system ensures their projects reach a wider audience, while the activity tracker lets them monitor exactly who's viewing, downloading, and quoting.

"We watch how many subs look at the job, how many plan to bid, and where we might still be short. By bid day, we've usually got all our bases covered."

Even for hard-to-fill scopes, PlanHub delivers.



THE RESULTS

In just three months, the difference was clear.

"We saw a 25–30% increase in quotes right away. And sometimes, we're getting twice as many bids as we used to."

The improved bid coverage didn't just help with numbers—it freed up time and resources.

"Thanks to PlanHub, I don't have to spend hours chasing subs before bid day. I'm really happy with the volume and quality of quotes we get through PlanHub. It gives you good market penetration, it helps you get a comprehensive bid package put together, and you don't have to spend a lot of time on it. It's like having another person on the team—without the extra payroll."

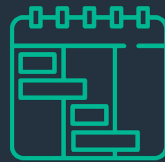
KEY TAKEAWAYS



25–30% more bids per project—sometimes even double



Eliminates need to hire extra staff to chase quotes



Easier access to hard-to-find trades for unique or specialty scopes



More confident bidding, with better visibility into project coverage

PlanHub has been a game-changer. It gives us real market coverage, helps us put together strong bids, and saves us time.

MARK TOLER
EMERALD COAST CONSTRUCTORS

Ready to simplify your bid process and win more work like Emerald Coast Constructors?
Learn more about PlanHub at www.planhub.com