

Fragmented Tools to Integrated Growth

How PlanHub Helped Southern Environmental Services Inc. Double Revenue in 12 Months

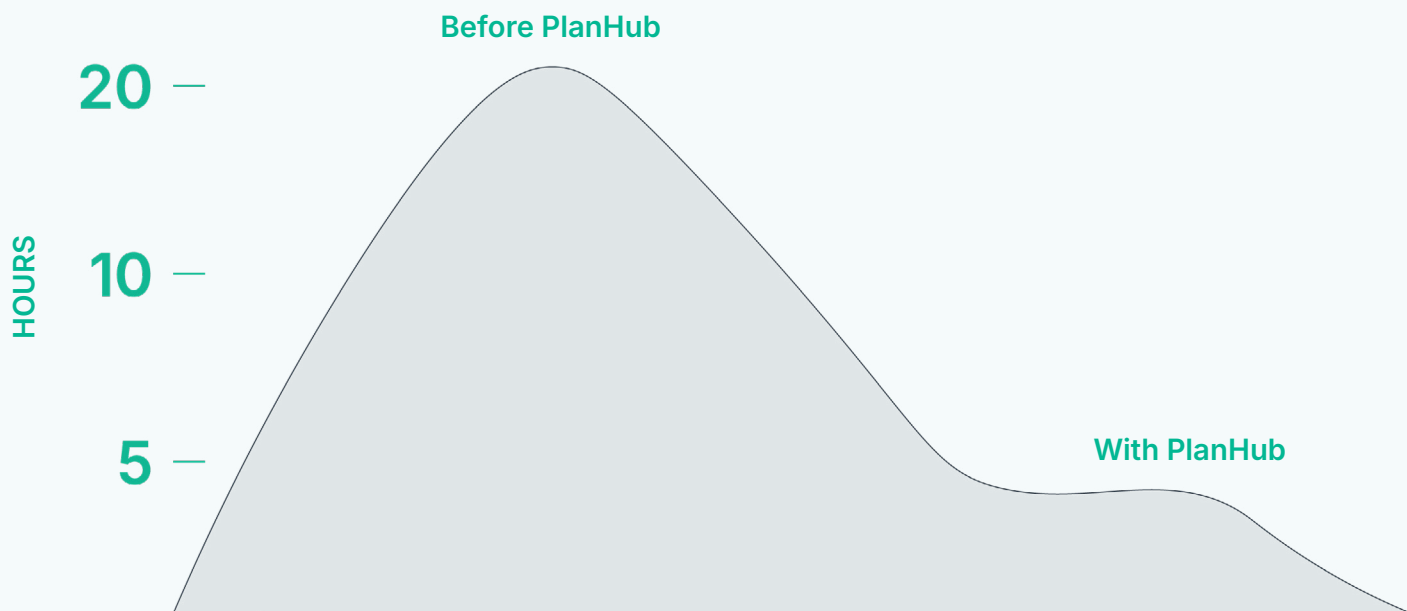


SUMMARY

Southern Environmental Services, Inc. (SESI), a 31-year-old abatement and demolition company based in Marietta, Georgia, struggled with multiple, unconnected bid management and takeoff tools that wasted hours daily and limited their ability to handle more bids. By switching to PlanHub's all-in-one platform, they streamlined their takeoff process, reduced bid times by 75%, and nearly doubled won projects within a year.

“**[Bids]** that took me two and a half days now take me **four hours**.”

SESI Bidding Process - One Project



THE CHALLENGE

Before adopting PlanHub, SESI relied on old-fashioned measuring tools, scaled-down printouts of full-size drawings, manual calculations, and handwritten notes. This inefficient approach not only slowed their bidding process—often requiring at least two to three days of work per proposal, but also increased the risk of human error due to manual measuring and record-keeping.

"Before PlanHub, doing takeoffs was a challenge. You had to order full-size drawings of everything or do a lot of math to scale it down to whatever size you printed it out to. We used a construction ruler, which is awful and takes an incredible amount of time to get things done with. It's not recording those measurements anywhere."

On top of that, SESI relied on multiple platforms to network and manage bids, adding to their inefficiencies. "Every service wants a set of information that has to be filled out manually. Every password has to be saved. Then when you're logging back in, you're stuck sometimes going through the whole thing of verifying who you are, why you're there, your site, your information," says Doug.

These challenges slowed SESI's growth and limited their revenue potential.

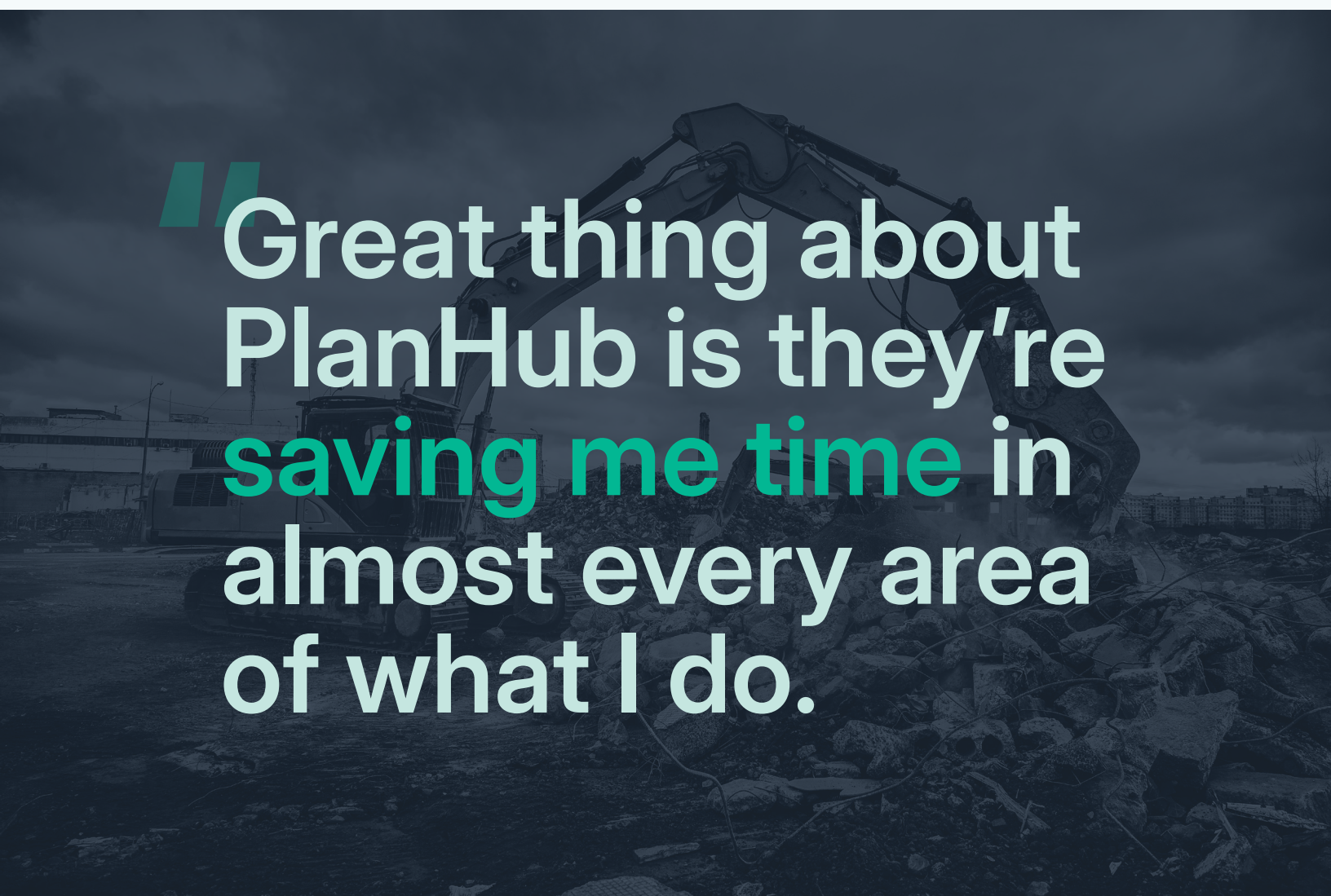


THE SOLUTION

SESI knew they needed a new day-to-day process for takeoffs and other areas of the preconstruction process to increase their productivity, so they began experimenting. After hitting a variety of dead ends with other platforms, they learned about PlanHub from a colleague who was using it to discover new project listings. As Doug Conforti put it, “I had tried probably eight different sites before I got to PlanHub and was not impressed.” But once they gave PlanHub a shot, the rest was history.

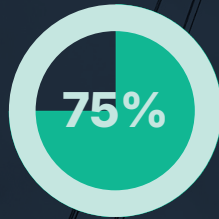
Doug and his team were able to learn and benefit from PlanHub almost immediately, thanks to the platform's intuitive tools. “I was using every tool they had to offer within five minutes and knew how to use it and was competent in how I was using it. Of course, as time went by, I tweaked those things a little bit more and learned a little bit more and got even quicker and faster at it.”

Expanding beyond takeoffs to leverage PlanHub's bid management and networking tools, the SESI team have discovered opportunities to save more time with every new feature they've adopted, especially on bids.



“Great thing about PlanHub is they’re saving me time in almost every area of what I do.”

THE RESULTS



With PlanHub by their side for the past 14 months, SESI has experienced enormous improvements in speed and efficiency that have allowed them to increase their revenue by nearly 100%. By reducing the overall time it takes to produce a bid by an astounding 75%, the team has been able to submit proposals more quickly, giving each of them a greater chance for success.





PlanHub has helped me almost double my business.

DOUG CONFORTI

SOUTHERN ENVIRONMENTAL SERVICES, INC.

Additionally, the team's newfound efficiency has allowed them to free up several hours each day to pursue more existing projects and make new connections with general contractors they discover while reviewing project listings, all of which contribute to their game-changing growth.

KEY TAKEAWAYS

-  Consolidated takeoff, bidding, and networking workflows into one platform, eliminating the need for manual tools and fragmented tech stack.
-  Reduced overall time needed to perform takeoffs and submit bids by 75%.
-  Increased year-over-year revenue by nearly 100%.
-  Streamlined networking by providing easy access to general contractor contact information.

Ready to save time, create more winning bids, and supercharge your success like Southern Environmental Services, Inc.? Learn more about PlanHub's all-in-one platform.

[Get Started](#)