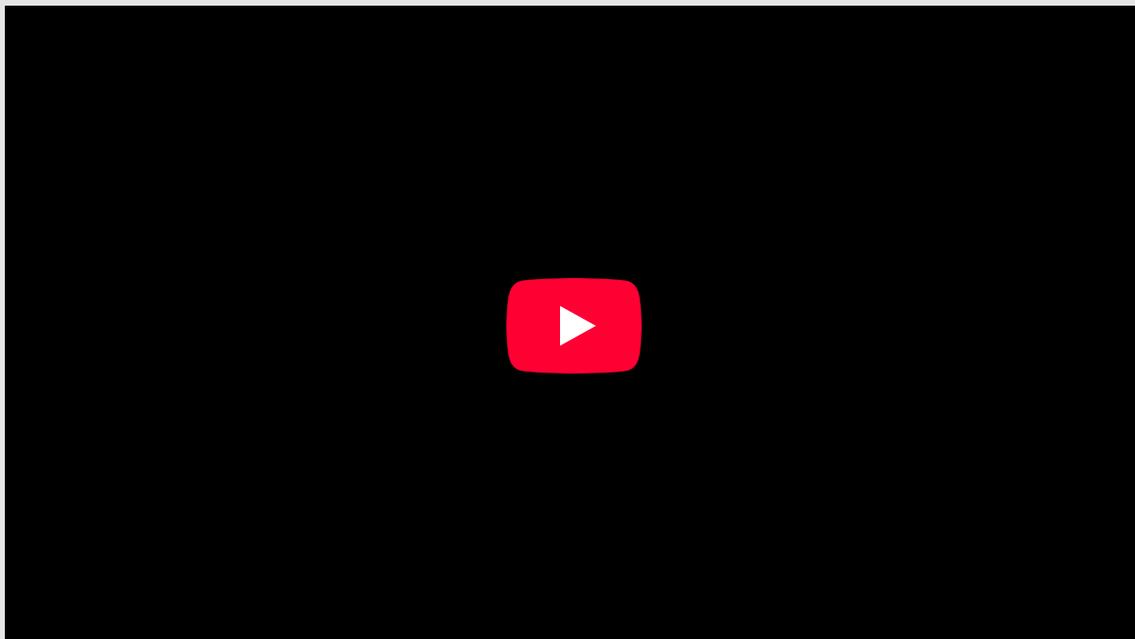


## ← How Green Landscaping Is Bidding 10x Faster With Bobbyard

When speed matters, preparation can be the difference between winning and losing work.

For Green Landscaping, preparing bids for complex, non-traditional properties used to mean hours—and sometimes days—of manual takeoffs and estimate prep. Today, that same work happens in minutes.

Watch the video below to hear Quint Henninger, Executive Vice President of Green Landscaping, explain how Bobbyard transformed their business.



### **The Challenge: Time-Intensive Takeoffs**

“We have a number of customers that have very unique needs on their properties that sometimes doesn’t look anything like landscaping,” explained Herring.



Herringer recognized that in order to beat the competition, they needed to find a solution that would help them move faster through the estimating process.

## The Solution: Generate Takeoffs in Minutes

With Bobbyard, Green Landscaping can upload an entire set of plans and generate a detailed takeoff in minutes.

Instead of breaking plans down manually, the team can quickly extract quantities, zoom into specific regions, and get far more granular than before—all without sacrificing accuracy.

As Herringer explained, this created, “faster generation of proposals, faster generation of results. Very specific regions. I could get really, really granular. That’s so much more than I could have done before.”

## The Impact: 10x Faster Bids

Compared to competitors, “They’ve got a day’s worth of work just in preparation. I’ve already compared a bid,” Herringer said.

Green Landscaping now produces bids up to 10x faster than competitors, allowing the sales team to be more strategic about where they invest their time and effort. That speed directly translates into revenue opportunity. When proposal volume increases, so does the ability to win work.

Herringer explained, “If you were to take and to generate a million dollars worth of proposals—and you could do that in a day or two—you know that probably within a week’s time you could generate half, \$400 to \$500 thousand dollars, worth of work for maintenance just in the efforts that you could invest in a couple of days.”

## The Result: A Tool They Can’t Live Without

For Green Landscaping, Bobbyard doesn’t just offer a productivity boost, it has created a fundamental shift in how they approach estimating and sales.

“It’s a tremendous tool. I would never go back to the way that we did it before,” said Herringer.

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[Free Demo](#) and see how much more your estimating team could achieve.



*Stop wasting hours on takeoffs.  
Start winning more bids.*

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