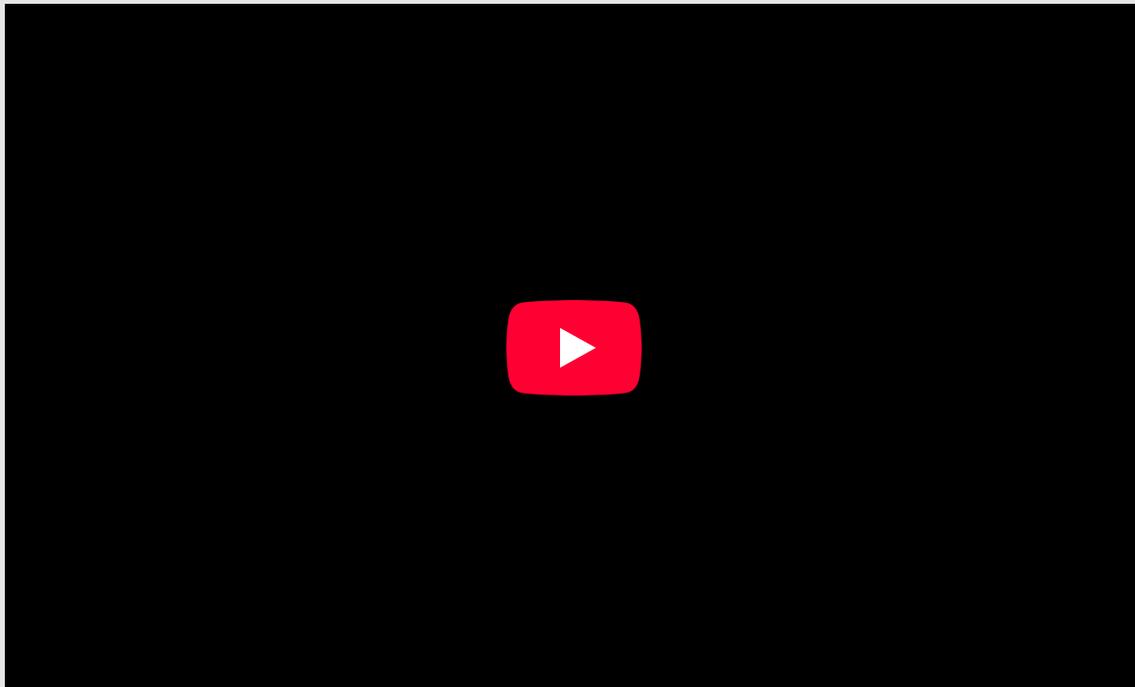


← K&D Landscaping Increased Estimating Efficiency by 50% and Revenue by 15%

At K&D Landscaping, technology isn't an afterthought, it's a pillar of how they compete and grow. That mindset led CEO Justin White and his team to Bobyard, and the results have been transformative. In a recent conversation, Justin and his estimator Rudy Prado shared how Bobyard's AI-powered takeoff tools helped them not only speed up their estimating process but also improve their client interactions.



- 65% reduction in time to place bids
- 27% increase in revenue profit
- \$1.1m increase in revenue per employee

Improving efficiency with AI-powered takeoffs

checking my work, and I'm checking it as well. And now that we have Bobyard, it's just easier for me to use the AI tools. I've seen quite a jump in my efficiency, by at least 50%



For K&D, that efficiency means more than just faster estimates—it's the ability to bid on more jobs, pursue more opportunities, and win more work. What used to take them a few days now takes just a few hours.

More time with clients, less time behind a screen

"Instead of our estimators being stuck behind a screen for 8 hours a day, they're spending two or three hours behind the screen and the other four or five connecting on a human level with our potential clients," Justin shared.

That's an unexpected benefit of AI: more human connection. With less time spent counting plants on a screen, K&D's team is spending more time building relationships, closing deals, and driving growth.

Rudy explained, "It almost feels like K&D and Bobyard are in it together, and I like that feeling."

10–20% revenue growth and counting

"I really, really like what Bobyard's doing, not just in what they've built, but what I know they're going to build," said Justin.

In fact, Justin shared that K&D's revenue has climbed by 10–20% thanks in part to Bobyard's impact.

See what Bobyard can do for your team

If you're looking to speed up your takeoffs, bid on more work, or just free up your team to focus on higher-value tasks, it might be time to see what Bobyard can do for you. Check it out for yourself and see how much more your estimating team could achieve.



Stop wasting hours on takeoffs.

Start winning more bids.

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