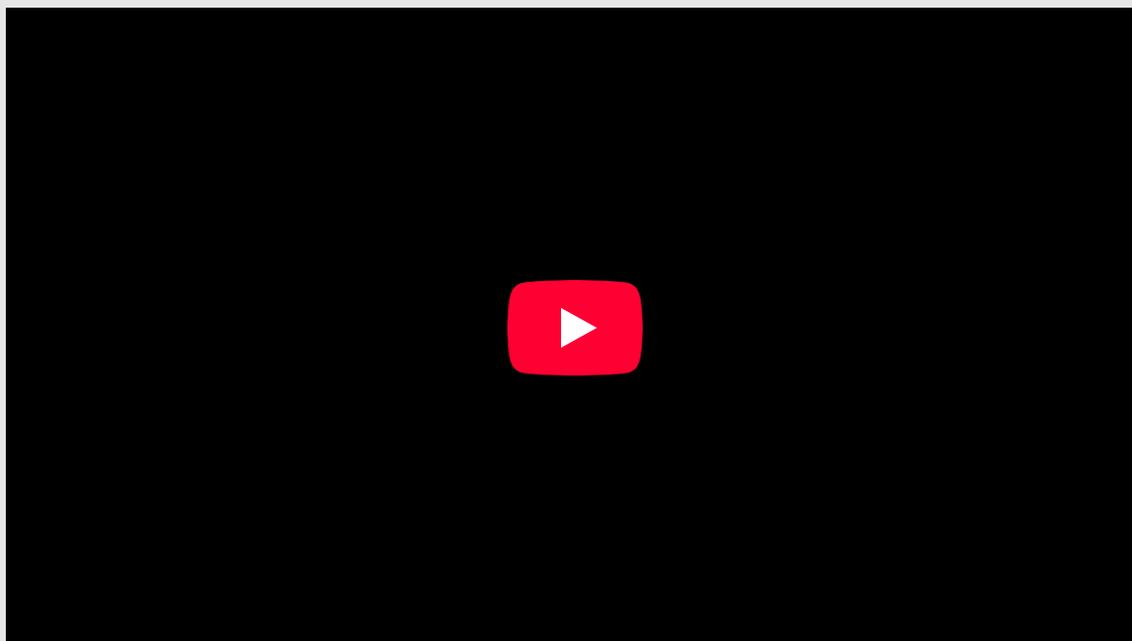


← How New Path Landscape Tripled Estimating Efficiency with Bobyard

In commercial landscaping, speed and precision can make or break a bid. For New Path Landscape, a Bay Area-based contractor, the challenge was simple: too much time spent on manual takeoffs, and not enough capacity to grow. That changed when they discovered Bobyard.

“Bobyard has been a game changer for us,” said Gino Borello, Co-Owner of New Path Landscape.

Watch the video below to learn how New Path improved their business with Bobyard.



Replacing Manual Work with AI-Powered Efficiency

Before Bobyard, New Path’s takeoff process was entirely manual—a time-consuming routine that limited how much their estimators could take on.



...Borello. ... meant spending full days on a single project. As Gustavo Fonseca, Project Engineer/Takeoff Engineer, explained, “Before, I’d spend my entire day doing a takeoff when now I can spend maybe like an hour doing the takeoff, and I can spend the rest of the day working on submittals and getting pricing for some sort of product that we’re going to need on a job.”

With Bobyard’s AI, what once took an entire day now takes about an hour. “Bobyard’s allowed us to become way more efficient just from an administrative standpoint,” Borello said.

Saving Time, Reducing Overhead, and Staying Competitive

In a market where “there’s extremely tight margins,” as Borello described, every minute and dollar counts. “Any opportunity we can save money from an overhead standpoint is a good advantage for us.”

By automating takeoffs, New Path has freed its estimators to focus on strategy, pricing, and vendor coordination instead of repetitive clicking. “I don’t have to focus strictly on doing takeoffs all day and clicking plants. We can kind of get bids out quicker now,” said Fonseca.

The impact shows up directly in their numbers. Borello explained, “We measure sales per estimator monthly, quarterly, annually. When that estimator can turn out three times, five times the sales volume than he could have last year, that’s huge.”

Built Specifically for Landscaping

Unlike other tools built for general construction, Bobyard’s AI is trained specifically for landscaping plans—something that made all the difference for New Path.

“It’s really the only [product] that I’ve seen that’s specifically driven towards landscaping,” said Fonseca. “I mean, you throw it in Bobyard, it’ll autofill the legend. I’m probably saving 12 hours. It’s a huge help to have the AI to go through.”

A Seamless Partnership and Scalable Future

Beyond the technology, Borello credits Bobyard’s team with making the transition effortless.

Made it super easy for us to make this part of our daily organization.



...and a more scalable, profitable estimating process—one that positions New Path for continued growth. “It’s exciting to be able to have this scalability to our estimating platform for sure,” said Borello.

Results at a Glance

With Bobyard, New Path Landscape has:

- Cut takeoff time from a full day to about one hour
- Increased sales volume per estimator by up to 5x
- Reduced overhead in a tight-margin industry
- Scaled estimating capacity seamlessly

“As far as the competition goes, I don’t really see any other ones that we could have gone to besides Bobyard,” said Fonseca.

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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