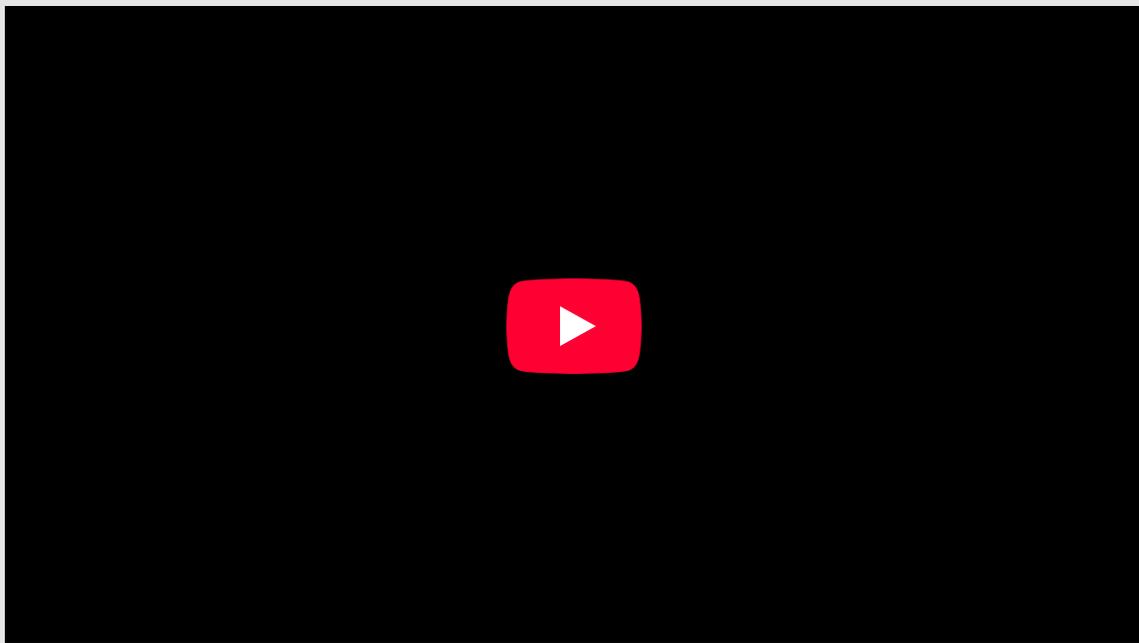


← How Smith & Enright Transformed Their Bidding Process with Bobyard

For Smith & Enright Landscaping, precision and speed are everything when it comes to estimating new projects. As their business grew, their manual takeoff process started slowing them down—costing time, and sometimes, opportunities. That's when they turned to Bobyard.



AI Takeoff Software That Cuts Estimating Time from Hours to Minutes

Before Bobyard, Smith & Enright's team relied on manual takeoffs that could take hours to complete.

"Before Bobyard, our process was standardized in a way where I would have to in that viewer do takeoffs by hand. It was a pretty slow process relative to the efficiency of Bobyard," said Nick Somes, Project Manager and Estimator.

greater consistency and accuracy.



Some shared, "Now that we're using Bobyard, one sheet takes me a minute. 10 sheets takes me 15 minutes."

How Automating Takeoffs Helped Win More Landscaping Bids

The time savings haven't just improved efficiency, they've opened the door to more opportunities.

"The biggest impact that Bobyard has for the business would be in the opportunity cost of being able to focus on other bids," said Some. "Instead of having to turn some bids away because we no longer have the time to estimate them, we now have opened ourselves up to be able to not turn people away."

Now, instead of spending hours on manual work, the team can quickly prepare accurate takeoffs and send estimates to vendors faster than ever.

"I'm able to go into Bobyard, get the takeoffs quickly, get everything to my vendors, get all my estimates out accordingly," Some explained.

Boosting Competitiveness with Faster, More Accurate Estimates

For Herren, the impact has been felt across the business. "From a business perspective, it's definitely saved us a lot of time. It's helped us stay competitive and be able to put more bids in the pipeline and win more work," she said.

Why Landscaping Companies Choose Bobyard for AI Takeoffs

A key reason the team has embraced Bobyard so quickly is because it's trained specifically for their industry.

"Bobyard's AI model being trained specifically for landscaping has been super helpful specifically for the count and area takeoffs," Some noted. "It's able to do a count takeoff in seconds once you set up your legend very quickly and it's been very helpful."

Results: Faster Takeoffs, More Bids, and Stronger Growth



- Reduce takeoff time from hours to minutes
- Increase accuracy and consistency across bids
- Take on more projects without adding staff
- Stay competitive in a fast-paced bidding environment

Somes' advice to others in the industry? "I would strongly recommend Bobyard just because of the time saved, the accuracy, the efficiency."

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.*

[Book a Demo](#)

Learn more about Bobyard's \$35M Series A! We are hiring →



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