

Power Routines helps GW & BR Crameri win major annual tender

At the National Construction Exhibition in November 2005, spray seal and road construction specialists GW & BR Crameri were so impressed by what Benchmark Estimating Software had to offer their business that they purchased it on the spot.

Having been in business for around 25 years, and currently employing 10 staff, GW & BR Crameri are vastly experienced and highly competent in the road construction industry. The family-run business has been built from the ground up and is respected as a leader in their field due to both their professional approach and work quality.

As with all superior businesses, GW & BR Crameri recognise the need to continually evolve. They saw Benchmark as the ideal way to not only improve estimating efficiency, but also as a vital component of long term growth.

Time savings, ease of use and flexibility

GW & BR Crameri undertake a wide range of work, which includes day-to-day quotes, construction jobs of



small to large scale, and long term maintenance work

All of these require an accurate and flexible estimating method. Estimator, Janine Crameri, says "We purchased Benchmark because it would provide a more cost-effective and efficient method of quoting compared to our existing spreadsheet system. Benchmark is also extremely easy to use and covered a broad range of quoting needs."

Immediate Success using Power

"Benchmark and Power Routines definitely helped us secure the contract"

Routines

In today's high-tech business world, it is certainly rare to find instances where the integration of a new business system delivers immediate results.

In December of 2005, one month after purchasing Benchmark with Power Routines, Janine pronounces "we were able to put together a quote for the Indigo Shire works, and GW & BR Crameri were selected as the successful tenderer for

this major contract just weeks after we decided to buy Benchmark!"

The Indigo Shire Council, located in north eastern Victoria, put out for tender the Annual Resealing Program which contained the resealing of over 175,000 square metres of road in 30 separate locations.

The new Power Routine module of Benchmark Estimating Software makes it possible to estimate a major maintenance tender such as this in a matter of minutes, by answering simple questions regarding the specifications of each job. It was used by GW & BR Crameri to stunning and immediate effect in this instance.

Janine concludes "Benchmark and Power Routines most definitely helped us secure the contract; it worked out the prices much faster and gave a more accurate indication of what each element of the job was worth. The resultant estimate was also more transparent"



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