

client success story

Frogmat Environmental score Benchmark a “ten out of ten”

Frogmat Environmental: Diverse and Quality Conscious Landscapers

Perth-based landscaping company, Frogmat Environmental, enjoys a reputation as one of Western Australia's most diverse and quality conscious participants in the landscaping industry. Frogmat performs construction and maintenance of civil and commercial landscapes, from small residential work through to highly complex, multi-disciplinary projects, often undertaken over several stages. Frogmat works for a diverse range of clients, including Western Australian State and Local Government organisations, property developers, construction companies, and civil engineering firms.



logic for creating estimates and knew it was what we were looking for.”

Benchmark's Service and Support: Ten out of Ten

Benchmark is dedicated to ensuring customers experience all of the benefits provided by their estimating system. Jane says the customer service and support provided by Benchmark is “excellent: ten out of ten. Their staff members have been very helpful on support calls whenever I ring them, 24/7.” Benchmark's commitment to Australia's West Coast has also been evident; “Benchmark have run several public training courses in Perth in the time since we purchased, and Benchmark's Marketing Manager Nigel came to our office last time he was in Western Australia just to ensure all was going well.”

Benchmark's Software: Share knowledge and make estimating easier

Frogmat is also reaping the rewards from a range of Benchmark's reports. As Jane explains, “the reporting options in Benchmark, particularly in the new Version 6.05, give us the ability to share knowledge about any particular job across the company. The Project Review report allows our project managers and field staff to understand what I have allowed for in the estimate, and the Quote with Options report

quickly and easily creates our quotes to our specifications.”

Benchmark is truly making estimating easier for Frogmat thanks to features such as the Item Library and Routines. Jane says “I will save our complex Items to the Library to save creating from scratch every time I use them. Also, we are using Routines to price those elements of a job we regularly complete, elements that never change from one job to the next. Things like mulching and soil conditioning are so easy to estimate using Benchmark's Routines.”

Frogmat are now successfully using Benchmark for all of their estimating

“Straight away I was able to follow Benchmark's logic”

Frogmat provide very high quality work and service standards to satisfy their clients, so in turn they use high quality products and services to get the job done. Frogmat searched for a better way to compile high quality estimates, and purchased Benchmark Estimating Software in March of 2006. Operations Manager Jane Le Grove says “We looked at some estimating packages and found Benchmark was definitely the easiest to use; you didn't need a degree to operate it! Straight away I was able to follow Benchmark's



“We looked at some estimating packages and Benchmark was definitely the easiest to use.”

and quoting needs. They have recently won several jobs in Benchmark, including Woodman Point Waste Water Treatment Plant, and Sea Scapes, a private development. Thanks to Benchmark, Frogmat have been able to speed up and enhance the process of delivering exceptional quality to their clients.

