

Long term Benchmark user **Ganderton Civil** wins multiple jobs at one Council meeting

Ganderton Civil has been using Benchmark Estimating Software for all of their estimating needs now for 8 years. Ganderton Civil has been operating in the Shoalhaven region on the New South Wales coast for 17 years and now employs 21 staff. The main works they undertake include housing subdivisions and road construction.

“Benchmark allows us to work on our margins so we can be competitive and obtain the best profit”

At a recent Shoalhaven City Council meeting, Ganderton Civil's strong status was reflected by being the successful bidder on two jobs, having used Benchmark to estimate both of them. The first job involved road works at the Shoalhaven Lawn Cemetery, and the second job was to realign and resurface the 11km Forest Road, south of Nowra, and bring it up to an 80km/h sealed road standard.

How Benchmark has helped Ganderton Civil maximise profits

Ganderton proprietor Ian Ganderton first adopted Benchmark in 1998 and he realises that Benchmark has been an integral part of his business. Ian states “Benchmark has helped us grow as a company over the years by saving us plenty of time in estimating, as well as giving us the ability to do detailed work on our margins. This allows us to get the best price so we can be competitive and obtain the best profit.”

Benchmark's Libraries act as knowledge management tool for Ganderton Civil

Benchmark's use of Items is one area that Ian is particularly impressed with; “It is really easy to use all your prior job knowledge with the Items in Benchmark. We either copy Items to new jobs from other projects, or we save them to the Item Library and use them from there. I have also found it really easy to update the Resource rates, which ensures our Item prices are always accurate.” When you bring an Item into an estimate, Benchmark brings the attached Resources with quantities and prices into the estimate

as well. The Item Library is therefore essentially a database of corporate knowledge on how your business does its work.

“It is really easy to use all your prior job knowledge with Benchmark, and it is really easy to update Resource rates.”

New features continue to add value for Ganderton Civil

Over the span of the 8 years, Ganderton has implemented many of Benchmark's new features to further save time, create consistency, and better manage jobs. Ian says, “Terry O’Keeffe and I do the estimating and we now make use of developed features like the Cartage Distance function, the customisable quotes, and the ability to email quotes as a PDF straight out of Benchmark. We also use the Export to Microsoft Project® to develop our tender program for the job.”

8 years on and this successful relationship is still going strong.

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