

Benchmark facilitates JMAC Constructions expansion



JMAC Constructions rapid growth

Brisbane based landscape construction firm, JMAC Constructions, are beginning to expand their business into new geographical areas. In the past 6 months they have opened an office in Townsville, started work in a number of Sydney locations, and are planning on opening a Sydney office in the near future.

Of the many challenges facing JMAC during this growth period, producing the right estimates is one of the most crucial. When moving business into new areas it is vital that estimating is accurate and timely to ensure profitability and viability over an extended period of time.

Benchmark facilitates expansion

JMAC Senior Estimator Tony Sharrock is already witnessing the benefits of Benchmark Estimating Software, which was purchased in August of 2005.

“Benchmark has definitely helped us expand through the ability to very quickly and accurately tender for work in each regional location. The Benchmark Item Library allows us to do this as we have very easily been able to set up different items for Brisbane, Townsville and Sydney” says Tony.

Features that improve JMAC's estimating

JMAC Constructions brilliantly utilize a wide range of Benchmark's features. They have quickly become competent using features such as;

1. Load Spreadsheet,
2. Auto Allocate,
3. Export to Microsoft Project, and
4. Benchmark's Reporting

The 'Load Spreadsheet' feature allows JMAC to load a client's schedule very quickly and easily into Benchmark to save typing and to minimise errors. Because JMAC Constructions do a lot of tenders for the same clients this feature is proving invaluable.

“Benchmark is the best thing we have done at JMAC for a long time.”

'Auto Allocate' matches Items in your client's schedule with items found in your library, which will save time and still provide complete accuracy. Tony says “Benchmark's Auto Allocate feature is fantastic, we have just started to use this and in some cases have used Auto Allocate to price 100% of the entire job in a fraction of the time it would have taken.”

Another key feature, that has improved marketing for JMAC, is Benchmark's automatic creation of a construction program in Microsoft Project. Tony says “This feature of Benchmark is a very valuable tool. It saves us time and we are including our schedule with our

tender to give the Client a heads up of the works program.”

One reason many people purchase Benchmark is for its powerful and transparent reporting. Depending on the purpose, JMAC utilizes a range of reporting options, including project review, summary reports, and the budgeting reports. Tony says the business is thriving off these reports, and “the boys are even using them when they get on site as a reference for the jobs to be completed”

Results for JMAC

Benchmark has assisted JMAC Constructions bid for projects in new areas with more confidence and accuracy. JMAC have been able to save countless wasted hours re-typing data and reinventing the wheel thanks to the Load Spreadsheet and Auto Allocate functions. They have also been able to value-add to their tenders with the export to Microsoft Project which gives the client an idea of the expected schedule.

Tony concludes, “Benchmark is the best thing we've done at JMAC for a long time”.



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