

Benchmark helps NorthPipe Constructions improve their win rate



Operating on the North Coast of New South Wales, Northpipe Constructions is a provider of high quality small to medium Civil services including pipelines, subdivisions, plumbing work, and plant hire. Dedicated to providing the highest possible level of service to get the best possible end result, Northpipe also provide

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innovative solutions to deliver the most cost effective solutions for their customers.

Northpipe Constructions realised a need to improve their estimating system, as their previous system

was not up to scratch. They needed a package that provided better detail but maintained ease of use, and Benchmark easily filled this gap.

After first noticing Benchmark at a Civil Contractors Federation meeting, proprietor Barry Hezlett decided Benchmark was the best choice as his estimating solution, and he has not looked back since. Northpipe Constructions is now using Benchmark for their estimating needs, and they have been very successful lately. Barry says “Our strike rate has been really good recently; we are winning all sorts of civil work in a range of different areas.”

Benchmark has benefited Northpipe not just as an estimating solution but also through providing good support services. Using their extensive industry experience, Benchmark

also helped Northpipe with the development of their corporate profile, which Barry says “has proven very handy. Many people want to see this document to help them with their selection process and to get an idea of our range of experience and expertise”.

“Benchmark are very helpful and responsive with their support services and software modifications”

Barry concludes “the overall experience with Benchmark has been very good. They are very helpful and responsive with support services and software modifications”.