

Case Study: Cutting Quote Time by 90% for a Growing Waterproofing Contractor

About the Client

A NJ-based waterproofing company with **10 employees** and approximately **\$1M in annual revenue**. The owner was managing quotes manually, with support from field staff and one office coordinator. They handled both residential and light commercial jobs.

The Challenge

Before using our AI-powered quoting system, the team was spending **6–8 hours per commercial quote** and **2–3 hours per residential quote**. That included:

- Chasing vendors for updated material pricing
- Manually typing quotes in Word or Excel
- Double-entering job info into multiple systems
- Rewriting everything into internal job sheets for crews

Across the company, they were losing **180–200 hours per month** just preparing quotes — equivalent to a **full-time salary** worth of time and payroll.

The Solution

Custom Pricing

Uses **their exact pricing, labor rates, and markup**

Professional Output

Produces a **client-facing branded PDF**

Field Documentation

Auto-generates an **internal job brief for field crews**

Time Efficiency

Converts inputs from a smart web form into structured documents — in under **20 minutes**

No new hires. No extra software subscriptions. Just a focused system built for how contractors actually work.

The Results (First 90 Days)

Metric	Before	After
Avg. Quote Time (Commercial)	6–8 hours	20 minutes
Avg. Quote Time (Residential)	2–3 hours	10 minutes
Monthly Time Spent Quoting	180–200 hours	~20 hours
Jobs Quoted per Month	12–15	25+
Missed Deadlines	3–4/month	0

Result:

"We're quoting twice as many jobs, getting them out faster, and they look 10x more professional. Our close rate has gone up, and our crew doesn't call us confused anymore." — Owner, NJ Waterproofing Company



Want to See How It Works?

We now offer a version of this AI quoting tool to other waterproofing and service contractors:

[Try Our Waterproofing Quote Form](#)