

Case Study

PaveCo sees 375% ROI from Joining the Building Engines Vendor Partner Network

About PaveCo

PaveCo National is a provider of asphalt, paving, concrete, and parking lot maintenance services. The Florida-based company specializes in providing top-of-the-line services to property managers throughout North America. PaveCo. strives to provide the best quality work while staying within their clients' unique budgets.



STORY AT A GLANCE

Client

PaveCo | Jessica Ebra, National Manager

Website

www.paveco.com

Opportunity

Workflows for sourcing a majority of their jobs became too manual and time-intensive.

Solution

Building Engines Vendor Partner Network to find new projects easily and to help grow their business faster.

Results

A 3-step automated workflow that brought PaveCo 45 new RFPs and earned the company a 375% ROI.

The Opportunity

In the past, PaveCo used a database of recurring clients from which they would source the majority of their jobs. Additionally, the company used business development representatives (BDRs) who would spend hours searching LinkedIn and Google for prospective clients. They would then conduct cold outreach to these prospects in the hopes of finding potential jobs.

These efforts were manual, time intensive and did not result in guaranteed work, or in work of meaningful quality. As the company continued to expand, they knew they needed more than inbound leads and jobs coming from labor-intensive BDR efforts to support company growth.



The Solution

PaveCo turned to the Building Engines Vendor Partner Network to find new projects easily and to help grow their business faster. The Building Engines Vendor Partner Network allows PaveCo to:

- ✓ Discover real projects and bid on live, limited-audience RFPs
- ✓ Gain transparency with one system to track everything related to bids.
- ✓ Save time by eliminating digging through email or documents and manually trying to find work.

As a benefit of their membership, PaveCo is included in a database of vetted vendors, accessible to Building Engines' 850+ customers nationwide.

Now, PaveCo has access to a pipeline of quality project that might have otherwise escaped their notice. PaveCo can proceed with the confidence that all projects are live and looking to be awarded soon, instead of them spending time chasing leads that go nowhere.

The team at PaveCo can now easily respond to RFPs and submit their proposals from anywhere, anytime, without downloading additional software. When working with the Vendor Partner Network, the team at PaveCo has all of the tools they need to submit a winning proposal, with unlimited support and assistance available should they require it.



"Before joining the Vendor Partner Network, we spent a lot of time digging around, both for leads, and for the information we needed to build our proposals. It's easier having one system to use to quickly find work, build and submit our proposals and handle all related communications."



—Jessica Ebra, National Manager at PaveCo

PaveCo's Vendor Partner Network Workflow

Step 1 : PaveCo receives an instant Email notification when a new RFP is made available in their area.

Step 2: PaveCo sees full RFP details instantly. After answering a few simple questions, PaveCo submits its bid within minutes.

Step 3: PaveCo is awarded the contract. The PaveCo network grows, and they tap into a new source of consistent revenue.

“We now have a steady database of clients who feed us work. The Vendor Partner Network helped us to replace our manual processes and gives us everything we need to grow our base of loyal customers.”

–Jessica Ebra, National Manager at PaveCo

Results

Since joining the Vendor Partner Network in November 2019, Paveco...

- ✓ Has received over **45 RFPs**
- ✓ Has earned at least a **375% ROI**.

In addition, they have received high ratings across the board from property managers for whom they've completed projects. This helps them to build upon their positive reputation in the industry and attract even more potential customers. Due to their participation in the Vendor Partner Network, Paveco has won the loyalty of a new customer base; 25 RFPs came from one customer alone. In the future, PaveCo is excited to continue to use the Building Engines Vendor Partner Network to continue to earn loyal customers.



About Building Engines

Building Engines improves net operating income across the world's most successful Commercial Real Estate portfolios. Our customers increase their revenue, deliver the best occupant experience, and reduce their operating costs using our innovative building operations software platform.



ADDRESS

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