



Grayhawk, LLC

Drywall Contractor Achieves Company-wide Efficiency Gains

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Mark E. Nabity,
President
Grayhawk, LLC

Project DocControl software helps Kentucky-based drywall contractor improve project management efficiency by 15%, leading to shrinking paper files and annual productivity savings worth more than \$60,000.

PROJECT SUMMARY

Project management team members at Kentucky-based specialty contractor Grayhawk, LLC, were spending too much time creating and searching for project-related documentation. Company executives quickly realized that not having a concise and efficient method of organizing project files was a huge liability. After searching the market for a simple solution that would fit their business, the company invested in Project DocControl, resulting in:

- A more uniform and professional set of project documents
- A central, easily accessible repository for all project-related documentation
- A 15% increase in project management efficiency

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- Yearly Revenue: \$12,000,000
- Headquarters: Lexington, KY
- Branch Office: Louisville, KY
- Markets: Metal Framing, Gypsum Drywall, Insulation, Exterior Insulation & Finish Systems, Acoustical Ceilings, Prefabricated Exterior Wall Panels and L.G. Steel Roof Trusses
- Project DocControl Client Since: 2000
- Number of Users: 10

THE CHALLENGE

Grayhawk's challenges were multi-layered. Project documentation was sketchy, not standardized, and not filed in a centralized location accessible to all. Generating project-related correspondence was also counter-productive, consuming a tremendous amount of project managers' time. And from a risk management standpoint company executives knew that not having a clear and concise method of organizing project files was a huge liability. Grayhawk concluded that it needed a system to efficiently organize and standardize its project documentation. Just as important, it needed this system to be easy to use and easy to learn.

"Everyone was spending too much time chasing down files and sorting through mountains of paperwork that never seemed to be consistently organized," explained Mark E. Nabity, Grayhawk's president. "One employee might pull a file for reference while another employee was spending valuable time looking for the same file. Just the physical time spent leaving their office and walking to and from the central file was a huge waste of time."

THE SOLUTION

Grayhawk determined that investing in a project management software program would be a wise move. In 2000, after reviewing several programs, it selected Project DocControl. Unlike other programs it considered, Grayhawk determined that the Project DocControl solution best met the needs of the subcontractor. Other systems seemed more geared towards general contractors and construction managers. And Project DocControl had the three key elements Grayhawk felt were absolutely essential:

- A consistent and efficient means for organizing project files
- A method of standardizing documents across all projects
- The ability to incorporate its company logo in all documentation, giving all documents a more customized company look

THE RESULTS

Project DocControl solved Grayhawk's critical issues mentioned above, but the efficiency gains were particularly noteworthy.

With six project managers each being 15% more productive, the equivalent gain is \$10,080 x 6 or \$60,480 total in year one. This is almost the equivalent of having a seventh Project Manager. For a further detailed analysis on Grayhawk's results, [view our whitepaper on Centralized Document Management for the subcontractor at \[www.autodesk.com/subcontractor\]\(http://www.autodesk.com/subcontractor\)](#).

"We now present a very uniform and professional system of managing our work and paper trail to each and every customer," said Nabity. "All key

employees involved in bidding and managing our work have, at their desk, computer access to the extensive database created by using Project DocControl. Our paper files are shrinking and we've never had better access to critical change orders, submittals, transmittals and other documents so quickly and easily."

Nabity added, "Project DocControl delivered everything we asked for and more. It has enabled our users to become more efficient and organized. And in a business where time is so valuable, the software has added productive minutes to each and every day. Without question, Project DocControl is a very good value that a specialty contractor cannot afford to do without."

	Average Salary with burden	Overall Efficiency Gain	Efficiency Savings	Project DocControl per person (approx.)	ROI (savings/cost)
year 1	\$67,200	15%	\$10,080	\$1,600	630%
year 2	\$67,200	15%	\$10,080	\$225	4,480%

CONTACT INFORMATION

To learn more about how Project DocControl can help your business succeed, visit us at www.ProjectDocControl.com or call 813.903.9446.

