



## design/build & maintenance

DynaSCAPE Software commits to helping landscape professionals:

- Grow their businesses profitably
- Create a competitive advantage
- Provide more personal time and balance in their lives using our experience in the industry, software, support and customer service

### COMPANY

Garrett Churchill Inc.

### TYPE OF BUSINESS

Full Service Landscape Design/Build and Maintenance Company specializing in high-end residential landscape designs and installations

### ANNUAL SALES

\$1.2 Million

### REGION

Southeastern Pennsylvania & New Jersey

### LOCATION

Abington, Pennsylvania

### WEBSITE

[www.garrettchurchill.com](http://www.garrettchurchill.com)

### PRODUCTS

DynaSCAPE Design and Quote (2 seats)

### DAYS TO IMPLEMENT

Three weeks (ongoing)

### TRAINING

Training videos as provided with the product

### COMPUTER SKILL LEVEL

Intermediate

### TOTAL INVESTMENT

\$12,500 U.S.

### RESULT

Fifty per cent reduction in turn around time for design work, estimate production was doubled and time consuming manual design revisions eliminated

### THE OPPORTUNITY:

Garrett Churchill needed a way to manipulate their designs and make revisions that were just too cumbersome to do with paper and pencil. They needed an automated solution and turned to DynaSCAPE for help.

### THE SOLUTION:

"Our decision to adopt DynaSCAPE originated from a desire to avoid the time consuming reworking of plans," explains J. Andrew Sykes (Andy Sykes), owner of Garrett Churchill and one of the company's principal designers. "Prior to implementing the garden graphics products all design work was done on the drawing board and all estimating was carried out using spreadsheets that we had developed. These sheets calculated hours and other values based on quantities that had to be input repeatedly," says Sykes.

Forgetting a price meant searching through catalogues and product lists, wasting more time and using prices that were no longer valid hurt the accuracy of the estimating process.

"The integration between design and estimation offered by DynaSCAPE has saved us an immense amount of time and effort and increased the accuracy of our estimates especially with square foot calculations."

Garrett Churchill purchased DynaSCAPE just as the season started heating up. This was a time, which Sykes admits, was not the best for learning a new software package, however, over the course of a week, working through the tutorial videos that shipped with the product, "We found ourselves producing respectable drawings that could be quickly revised and estimated." The quotation software also showed promise, but full implementation was deliberately delayed until things slowed down during the summer. We worked on little by little until we had a fairly extensive list of materials and kits building them as they were needed for each job

Less than two years after deciding to implement DynaSCAPE, Garrett Churchill's sales reached \$1.2 million for the first time.

"DynaSCAPE delivers consistently excellent results, and its integration with quotation software is an added value that created for us a more effective work environment that allows us to design and bid more work without a lot of extra man power, that's having a very positive effect on the bottom line!"