



Document Crunch & Bonland Industries, Inc.

HVAC CONTRACTOR

HVAC contractors face complex and often inconsistent project specifications.

- Specs can be hundreds of pages and contain vague or misplaced requirements.
- Teams relied on cumbersome searches and manual spreadsheets, spending hours pulling out critical items for estimating and project execution.
- Ambiguities or missed details created change order disputes, rework, risk exposure.



SOLUTION

Bonland adopted Document Crunch's CrunchAI for Specifications with a customized checklist for HVAC-specific items.

CrunchAI surfaces materials, equipment, and requirements directly from specs, regardless of where they are hidden.

Exports to Excel/PDF integrate with existing bid workflows, while in-app notes and assignments support collaboration across estimators, project managers, and operations.

Summarization and hyperlinking provide context-rich outputs, going beyond a simple keyword search.

Chat capability allows teams to directly ask questions of specs and contracts, empowering wider adoption across project managers, estimators, and admins.

RESULTS

Time Savings

"It's definitely simplifying the process rather than to go digging through hundreds of pages."

Efficiency in Estimating

Replaces spreadsheets with streamlined, exportable checklists. Critical items carry over from estimating to operations, improving project handoffs.

Risk Mitigation

Finds "gotcha items" buried in unexpected sections, reducing the risk of missed requirements and disputes.

Collaboration

In-app notes, assignments, and comments create a living workflow that enhances knowledge transfer between teams.

Scalable Adoption

Expanded beyond contracts into specs, now rolled out across estimators, project managers, and admin staff.



"We bid more jobs than we build, sometimes 100 bids for every 10 we win, so catching critical details early is essential. Our estimating team pulls specs apart and lists the key items that will affect estimates. If we win the job, that list carries to operations. With CrunchAI for Specifications, we can build the list in minutes not hours, and the insights are ready for the execution team on day one. Nothing gets lost between precon and the field."

John Bansley, VP of Operations, Bonland Industries, Inc.

CrunchAI for Specifications enables HVAC contractors to save time, reduce errors, and improve collaboration in spec review. By simplifying a manual and risk-prone process, it creates measurable efficiency and long-term value across estimating and operations teams.