



# Document Crunch & Marksmen GC

## GENERAL CONTRACTOR

Based in San Antonio, TX, Marksmen GC became a Document Crunch customer with a clear objective: to reduce the time and increase accuracy of manual contract reviews. They set out to create a standardized, repeatable process that could scale across their growing team and complex projects.

Document Crunch delivered far more. It helped onboard new employees faster, streamlined precon workflows, and equipped field teams with instant access to answers. Perhaps most impactful has been the unexpected benefit of reducing disputes. By making contract language visible and actionable, the team can proactively address issues before they escalate, turning potential conflict into clearer communication and stronger relationships.



### BID PURSUIT

#### The Challenge:

As a general contractor, Marksmen GC has always operated under the reality that “we buy and sell risk.” With razor-thin margins, often as low as 2% in a high risk, low fee industry, gaining a clear understanding of contractual risk before bidding is absolutely critical.

#### The Impact:

**90%+ Faster Risk Reviews**

From 8 hours to 45 mins per contract

#### Reduced Margin of Error

Using CrunchAI to understand contract language

#### Before & After:

Fees padded to cover unknowns



More competitive pricing

PDF scrolling and guesswork



Direct answers in construction language

Hidden risks during negotiation



Transparent contract alignment upfront

### PRE-CONSTRUCTION

#### The Challenge:

Marksmen struggled with time-consuming contract reviews, scattered information, and inconsistent processes across project sizes. Without a centralized system, critical knowledge was buried in notebooks, collaboration was siloed, and smaller jobs often lacked the thoroughness they deserved.

#### The Impact:

**75%+ Faster Risk Reviews (Estimating)**

From 2-3 hours per RFP review to 45 mins

#### Streamlined MSA Workflows at Scale

Enables repeatable, risk-aware negotiations

#### Before & After:

Manual effort to pinpoint risk allocations



Precise risk mapping

Disjointed handoffs to operations



Formalized, searchable risk review handoff

Info lost in notebooks or scattered notes



Centralized, accessible project documentation

### CONSTRUCTION

#### The Challenge:

Field teams needed quick answers to contract questions but had no time to dig through documents. Questions sometimes went unasked, and the lack of immediate, accurate info slowed workflows, increased the risk of missteps, and put pressure on internal resources, especially for new teammates still learning the ropes.

#### The Impact:

**90% Time Saving Per Inquiry**

From 30+ mins to 2 mins

#### Shortened Learning Time

From hours to mins for new teammates

#### Before & After:

Missed or unasked questions led to compliance risks



Proactive answers prevent mistakes and missteps

Contract interpretation required senior staff input



Scalable access to contract knowledge for everyone

Time-consuming legal reviews for every issue



Only high-risk items escalated to counsel



“We are using Document Crunch before we bid, after we bid, once the GMPs are approved, throughout construction, and even at closeout. It’s valuable at every stage, helping us stay on top of risks and making sure we’re not missing anything.”

**Olivia Maddox, Finance & Risk Manager, Marksmen General Contractors**