



DOCUMENT CRUNCH & S.P. MCCARL & CO.

STREAMLINING BIDDING WITH
CRUNCHAI FOR SPECIFICATIONS

Chris McCarl, Director of Estimating at S.P. McCarl & Co., a specialty contractor based in Pennsylvania, leads a team dedicated to producing accurate, competitive bids on complex projects. With expertise in mechanical construction, plumbing, sheet metal and piping fabrication, as well as HVAC service, S.P. McCarl is trusted to deliver high-quality, precision work across the region. Like many specialty contractors, however, its estimating team regularly faces the overwhelming task of reviewing massive specification books under tight deadlines.



The Challenge

The team's issues stem from the size of spec books and pressure of tight bid deadlines, factors that often reduce bid accuracy and increase risk:



Spec Volume & Bid-Time Pressure:

Specs often span thousands of pages, and with multiple simultaneous bids, speed can outweigh thoroughness creating risk at a critical stage.



Short Deadlines for RFIs: RFI deadlines are often days before bids are due, leaving little time for meaningful clarification. As a result, teams are forced to make assumptions instead of relying on verified information.



Manual Bottlenecks Heighten Risk:

Keyword searches in PDFs return hundreds of hits, creating a slow, tedious process. With limited time to review, the chances of missed contradictions rise, which can lead to delays in the field, additional costs, and the need to pursue change orders.

The Solution

To solve these challenges, S.P. McCarl adopted CrunchAI for Specifications, transforming how the team approaches spec reviews:

1

Real-Time Bid Support: With the Chat feature, estimators can upload spec books and ask natural language questions to instantly access the right information. This enables on-the-spot confirmation of requirements and reduces uncertainty at the most critical stage.

2

Rapid Clarity Through Custom Checklists: CrunchAI Checklists instantly surface project-specific requirements and clarifications, allowing teams to begin value-driven reviews immediately rather than spending hours hunting for answers.

3

Greater Team Efficiency: By reducing time spent on manual look-ups, estimators can focus on high-value analysis and decision-making, which scales their ability to manage multiple bids simultaneously.

The Results

DOCUMENT CRUNCH & S.P.MCCARL & CO.



The Results



SIGNIFICANT TIME SAVINGS

Spec reviews were reduced by more than 50%, giving estimators the bandwidth to keep pace with a high volume of bids.



CONSISTENT, CONFIDENT REVIEWS

Estimators now have a standardized review process to ensure thorough, uniform coverage across projects, building confidence that no critical details are overlooked.



PROACTIVE RISK AVOIDANCE

Faster identification of risks enables more timely RFI submissions and clearer resolution of contradictions and missing information before bid deadlines, which reduces downstream delays and rework.

"When questions come up, we can get very specific, accurate answers in seconds. Just the other day, while finalizing a bid, we pulled up Document Crunch, asked our questions, and had the clarity we needed immediately. It's made our estimating process so much smoother and far more efficient."

"I was skeptical at first, but CrunchAI for Specs has quickly proved its accuracy and provided the detail I need to double-check with confidence. It's allowed us to keep up with the volume of RFPs and has transformed our estimating department—boosting efficiency while eliminating a lot of the mundane tasks. This allows our team to focus on the detail required for a quality estimate."

Chris McCarl
Director of Estimating
S.P. McCarl & Co.



Conclusion

With Document Crunch, the estimating team at S.P. McCarl has dramatically improved both efficiency and accuracy in the bidding process. The platform has become a trusted tool the team relies on during every critical bid window.