

EJ Prescott Customer Spotlight



Since being founded in 1955 as Maine's first waterworks distributor, EJ Prescott has steadily expanded to become one of the Northeast's top regional suppliers for water-related construction materials. Its team of more than 250 employees—spread across Maine, Massachusetts, Indiana, Ohio, New York, Vermont, New Hampshire, Connecticut and Rhode Island — is focused on providing top-notch water, sewer, drain and gas products for private and municipal construction projects.

 **284**
bids completed
per year

 **80%**
less time spent on
each bid

 **86 days**
of working time
saved per year

Submittals Packages

For every job EJ Prescott submits a bid to, it must include a **package of 20-30 submittals**, which is a document describing a single material needed for the project.

Before Dropbox

Before the team implemented Dropbox, putting together a submittal package was a manual and paper-intensive process that took project managers **2.5 hours** each. With 284 submittals completed per year, this was a time-intensive part of the job.

With Dropbox

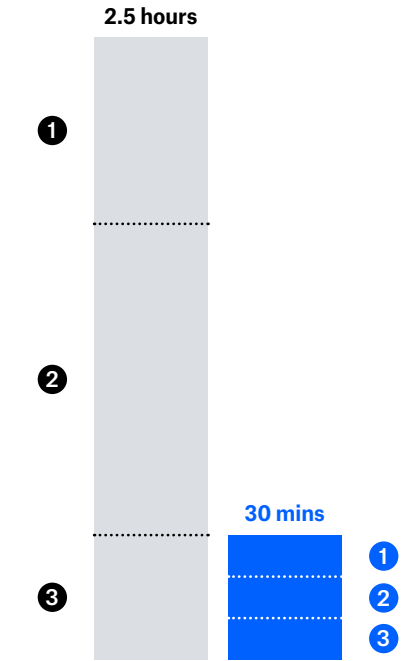
EJ Prescott now relies on Dropbox to power the submittals process, reducing the time required to complete each submittal package to just **30 minutes**.

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Detailed Comparison

Before Dropbox

- 1 The project manager goes through several large filing cabinets and pulls an original cut sheet for each of the project's 20-30 submittals, taking an average of **45 minutes** to complete.
- 2 The project manager photocopies and hand edits each cut sheet to validate that the product meets the specifications for the project being bid on, taking an average of **75 minutes** to complete.
- 3 The project manager scans each cut sheet, organizes the documents and emails them or prints them for hand delivery to the project engineer, taking an average of **30 minutes** to complete.



With Dropbox

- 1 All cut sheets are stored as PDFs and organized by material type in a Dropbox password-protected shared folder. Finding the right cut sheets and saving them to a new, project-specific folder takes an average of **10 minutes** to complete.
- 2 These PDFs include fillable form fields, so project managers can indicate the appropriate specifications on their computer without making photocopies. This step now takes an average of **10 minutes** to complete.
- 3 With all the submittals organized in a Dropbox folder, sending the completed package to the engineer is as simple as sharing a link to the folder, taking an additional **10 minutes** to complete.

Return on Investment

Before modernizing the submittals process with Dropbox, six employees at EJ Prescott worked on submittals. Now, all submittal packages can be completed by just three employees, freeing up the rest of the team to focus elsewhere.

With two hours saved on each submittal and over 275 submittals completed per year, the time saved on submittal packages alone provides EJ Prescott with a 245% return on investment in Dropbox.



245%
Return on
Investment