JobNimbus Enterprise

# Rhino Roofs Rebuilt Their Production System and Grew 80% in One Year

*"We can do a lot more than what we originally thought, just because now we have capacity."*

—EDUARDO HEREDIA
COO, RHINO ROOFS

### Key Impact

- 80% revenue growth in one year
- 75% shorter production cycle times
- ~92% faster shingle job turnaround

### ABOUT RHINO ROOFS

Rhino Roofs & General Construction is a Florida residential and commercial roofing contractor. Its team directs nearly 60 crew members and subcontractors, completing multiple six-figures in projects each week. Rhino has run on JobNimbus since 2022, but found their early setup needed some adjustments in order to scale long-term.

## Challenge

When COO Eduardo Heredia and Director of Expansion Micaela Perez-Varas took the helm in December 2025, Rhino had the data it needed but the system and process were not working in harmony. This left handoff gaps that created more work for the team, not less. Every contract, photo, and permit lived in JobNimbus, yet teams managed work in Word documents, spreadsheets, and overloaded activity threads. "It was just a folder," Micaela said. "An organized Google Drive."

Without shared visibility, production paid the price. Some jobs stretched to 40 days from tear-off to completion. Change orders were completed but never billed, leaving an estimated $100,000 uncollected in three months. "We were bleeding heavily within the production department," Eduardo said.

## Solution

Leadership began with a full audit of the platform, then rebuilt Rhino's operation around Boards. With one Board for each phase of the customer journey, handoffs now run on their own.

When the call center books an inspection, an Automation places the job on the sales Board. Sold jobs advance to production, then to finance at completion.



Payment milestones are built into each stage, so tear-off doesn't begin until the second payment clears. CompanyCam photos sync to every job record.

Access is set by department and seniority, so each role sees only the work it owns. "Just focus on this part of your job," Eduardo said. "You don't have to worry about anything else."

Director of Operations John Reid then trained project managers on the reasoning behind every stage, getting buy-in on the new process at all levels of business.

## Results

By May 2026, the new structure was fully in place. "It was all functioning, all moving, everything was clean," Eduardo said.

Production saw the clearest gains. Cycle times fell from as long as 40 days to 10 days or fewer, a 75% reduction. Shingle jobs now close out in as few as three days, inspections included, up to 92% faster than before. Each project manager oversees 10 to 20 active jobs with clear visibility into where every one stands. "Just see that cycle time," John said. "That's when I know it's working."

With production stable, leadership turned to profitability. The team adopted Profit Tracker to monitor job costing in real time.



The data is now reliable enough that the team often relies on JobNimbus over their accounting software for AR and material spend. "That's just how methodical and process-driven we've been with JobNimbus," Eduardo said.

Growth followed the structure. Rhino grew revenue 80% in one year, and commercial work now represents about 40% of revenue. "JobNimbus is what we need to keep growing right now," Micaela said.

Today, every department works from the same system, giving leadership the visibility to keep scaling with confidence.


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