



CASE STUDY

How C.R. Jackson, Inc. Cut Estimating Workload and Gained a Competitive Edge with Edgevanta

About C.R. Jackson, Inc.

C.R. Jackson, Inc. (C.R. Jackson) is a leading heavy civil contractor based in South Carolina, specializing in asphalt paving, grading, utilities, and infrastructure projects for both public and private owners. With a long-standing reputation for integrity, quality, and on-time delivery, the company routinely tackles a high volume of private and DOT work that demands accuracy, speed, and operational excellence. As bid packages grew larger, schedules grew tighter, and competition intensified, the estimating team needed a way to move faster without sacrificing precision.

The Challenge

Like many civil contractors, C.R. Jackson's estimators were faced with the challenge of increasing size and complexity of bid packages. Manually reviewing specifications, addendums, and plan sheets often consumed hours—and occasionally days—especially during peak bid seasons. Important revisions were sometimes buried in late-stage addendums, and the risk of missing changes in dates, testing requirements, or quantities posed costly consequences.

In parallel, the team was manually compiling DOT bid tabs in spreadsheets to understand pricing trends and competitor activity. This process was slow, and difficult to maintain.

They needed a way to save time, eliminate omissions, and bring real pricing insights into their estimating process.

The Solution

C.R. Jackson partnered with Edgevanta to modernize and accelerate their estimating workflow. Using Edgevanta's AI-driven document analysis agents, the team began automatically generating Bid Briefs, extracting bid item quantities, reviewing specifications for inconsistencies, and pulling out critical notes from large plan sets. What once took hours now takes minutes, giving estimators more time to focus on pricing strategy rather than administrative review.

Edgevanta's Spec Review agent quickly became one of the team's most valuable tools. It consistently surfaced inconsistencies—such as conflicting completion dates, unusual testing requirements, or addendum-driven changes—that would otherwise be easy to miss. These early catches helped avoid costly mistakes and provided a higher-confidence foundation for every bid.

The addition of Edgevanta's DOT bid tab intelligence gave C.R. Jackson a competitive advantage. Instead of manually maintaining spreadsheets, the team now had immediate access to structured historical pricing and competitor activity across DOT markets. This allowed them to identify trends, understand competitor patterns, and make data-driven pricing decisions with far greater speed.

Within the first few months, estimators were saving significant time, addendum changes were consistently caught before bids went out the door, and the team developed a sharper view of the market—empowering them to price more confidently and pursue more opportunities.

Results

With Edgevanta, C.R. Jackson dramatically improved both the speed and accuracy of their estimating process. Large specification books could be summarized in under a minute, quantity extraction became virtually instant, and conflicting or missing details were flagged before they became costly issues. The team reclaimed significant weekly hours, reduced risk, and unlocked new capacity to bid additional work.

Perhaps most importantly, real-time DOT market insights helped sharpen their competitive strategy. Estimators were able to use historical pricing and award patterns to make more informed decisions, improving both margins and win rates.

Customer Testimonial

“Edgevanta has completely changed the way we review bid packages. After my first login, I uploaded 3 summary of estimated quantity sheets using your Bid Items Agent and the output saved me an hour and a half of work in one shot!”

— C.R. Jackson, Senior Estimator

Conclusion

C.R. Jackson’s experience demonstrates how AI can transform estimating without disrupting existing workflows. By reducing manual work, preventing costly misses, and providing real-time market intelligence, Edgevanta helped the team operate with greater speed and precision—giving them a clear competitive advantage in the heavy civil market.