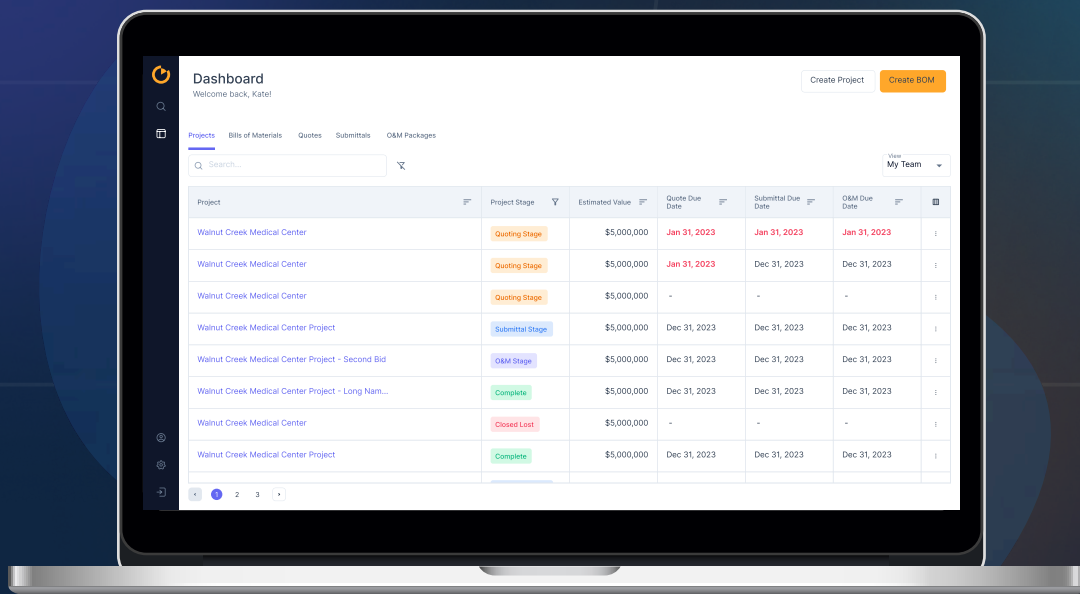
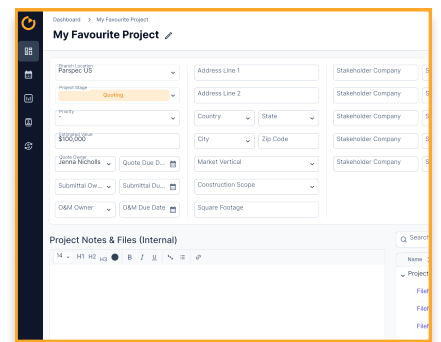
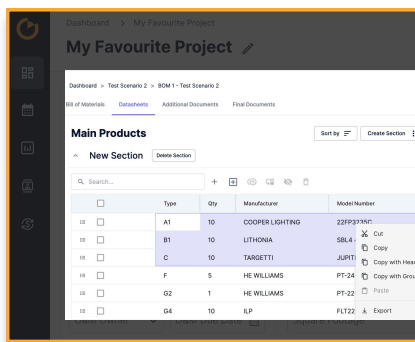
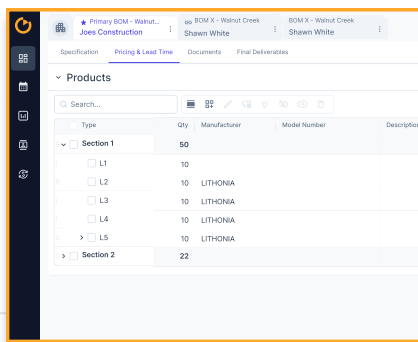


# Transforming quoting and submittals workflows

## Case Study Collection



# Raising the Standard for Quoting and Submittals



For years, creating submittals and quotes has slowed down projects with manual tasks, scattered cut sheets, and error-prone workflows.

Parspec transforms this process. By combining AI, automation, and real-time manufacturer data, distributors and reps across electrical and MEP industries can cut turnaround times in half, reduce costly errors, and deliver polished packages with confidence.

What once required days and hours of effort can now be done in minutes, freeing teams to focus on customers, not paperwork.



**35-50%**  
**productivity**



**5-15%**  
**jobs bid**



**8-15%**  
**profit**

In this book, we've gathered real-world examples of how distributors and sales agents are transforming their quoting and submittal workflows with Parspec.

**Visit [parspec.io](https://parspec.io) for more information**

# Transforming quoting and submittals workflows

## Case studies collection

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“

**With Parspec at our disposal, we're more efficient than our competitors, meaning that my project managers have more bandwidth to run more work and help us capture more market share. That's our competitive edge.**

”



SESCO  
LIGHTING

# SESCO Cuts Submittal Turnaround Time in Half



# SESCO Cuts Submittal Turnaround Time in Half with Parspec

SESCO reduced the time and cost of submittal creation by 50% with Parspec. They expect a 3x return on investment in labor savings.



## Challenge:

SESCO needed to accelerate their submittal process across its large team of reps while maintaining quality and consistency.

## Outcome:

SESCO reduced the time and cost of submittal creation by 50% with Parspec. In 2023, SESCO expects a 3x return on investment in labor savings.

## Challenges

**SESCO needed to improve the speed and quality of their submittal process to build stronger customer relationships and improve the bottom line.**

For SESCO agents, creating lighting submittals has historically been laborious and time-consuming. “The whole submittal process was fraught with inefficiency,” says Netesh Gohil, VP of Operations at SESCO. “Our agents constantly needed to access and use the latest cut sheets from hundreds of manufacturers – spending hours on the creation of a PDF versus the value-critical task of validating the Bill of Materials against the fixture schedule.”

Before switching to Parspec, the agents were using Submittal123 to find and organize cut sheets. Missing or incomplete information often forced them to manually search for the right specs and upload them. They then had to transfer the submittal to a PDF editor for annotation.

Complicating things further, manufacturers frequently updated their data sheets, making it almost impossible for agents to keep track of all the changes across thousands of products. This resulted in a large workload of administrative tasks and the potential for errors or out-of-date specs that could take a toll on client relationships.

Gohil knew that something had to change, but with a large team across multiple branches, he required a solution that was easy to use and quick to learn and adopt.



**“Parspec has allowed us to simplify our process and become more efficient by using just one solution that does it all, rather than multiple tools. By streamlining and reducing the number of software tools we use, we've gained a competitive advantage.”**

— **Netesh Gohil**, VP of Operations, SESCO

## **Solution**

**By collaborating with Parspec, SESCO replaced a set of disconnected tools with a comprehensive solution that saves time, eliminates costly errors, and facilitates easy adoption by users across locations.**

Gohil chose Parspec because it provided a comprehensive submittal solution for his agents. After signing, Gohil worked closely with Parspec’s customer service team to facilitate a successful implementation for hundreds of users.

“I definitely wondered, ‘How quickly can we train people? Will there be resistance?’” said Gohil. “Parspec put those fears to rest. Between its customer service team and the features within the tool to help adoption, specifically the chat communication, Parspec overcame that hurdle pretty quickly. My expectations were not only met, they were exceeded.”

## **Results**

**Parspec was successfully adopted by 124 users across 23 locations in only three months, enabling SESCO to turn high-quality submittals around in half the time.**

Agents across the country quickly adapted to the platform, and SESCO saw decreased active time per submittal within months, says Gohil.

Parspec’s intuitive UI also made it easier for less technical staff to complete submittals.

“The work is very specialized and Parspec gives me the ability to make it more generalized, so that other less-technical staff can do it,” says Gohil. “It can be faster, more responsive, but still have that look and finish that’s polished, like it came from a specialist.”

Parspec has also improved alignment among users who create submittals and those who review and observe the process.

In the future, SESCO is excited about the potential for Parspec to fundamentally change their business process around submittals, including how they measure the entire customer lifecycle.



**Parspec isn’t just another software solution.  
It’s critical to our business.**

**Netesh Gohil**  
*VP of Operations, SESCO*



**INDEPENDENT**  
electric

A Sonepar Company

# Independent Electric Supply Delivers Submittals 50% Faster



# Independent Electric Supply Delivers Submittals 50% Faster with Parspec

With Parspec, IES achieved a 50% faster turnaround for submittals, reducing workload and delighting customers.



## Challenge:

IES's team needed to streamline a time-consuming submittal process and eliminate costly errors and delays.

## Outcome:

With Parspec, IES achieved a 50% faster turnaround for submittals, reducing workload and delighting customers.

## Challenges

**As one of the top electrical and lighting distributors on the West Coast of the U.S., IES's team frequently juggles multiple submittals at once. They needed a new solution to reduce manual effort, speed up response time, and improve overall submittal quality.**

Prior to Parspec, submittal creation at IES was no easy task. "We got our Bill of Materials from the project manager or the quotes team," explains Emily Quinones, Project Coordinator at IES. "We'd turn that quote into an Excel list, and based on the part number we'd pull the cut sheets from many different manufacturer websites, use Adobe to mark them up, and combine from there. It was really time-consuming."

This process was time-consuming and complicated. And, adding to their workload, the team would need to manually add dozens of links to outgoing documents. "Once, I had to recreate a set of O&M manuals more than 25 times," says Tammy Casey, Project Department Manager at IES.

Seeing huge opportunities for improvement, they started looking for a solution that would improve efficiency and reduce the burden on the team.



**“Parspec has really streamlined everything for us. We can trust what we're pulling is accurate. It's updated. It's current. We're not submitting something that we can't supply later.”**

— Tammy Casey, Project Department Manager, IES

## **Solution**

**After a successful trial period, IES quickly signed on with Parspec to streamline submittals and improve accessibility and collaboration among team members.**

“To be honest, the first call I jumped on, when I saw how easy it was to find datasheets and compile submittals together with the links to the cut sheets, I was sold right then and there,” says Casey.

Onboarding with Parspec went smoothly, with fast adoption from users across office locations. Parspec customer service supported the implementation, responding promptly to questions, and sending video explainers as a way to educate new users.

## **Results**

**Sonepar is now implementing Parspec's solution across 13 different operating companies. As a result, it has accelerated their submittal process, leading to a 50% faster turnaround for clients.**

Overall the team says they've dramatically reduced time spent on submittals, and report feeling less stressed and more efficient. “It has nearly cut my time in half,” says Quinones, Project Coordinator.

Even better, they've been able to maintain quality while introducing value-adds, improving relationships with stakeholders. “It's so efficient, we're able to actually provide a good product, a good set of submittals, in a better time frame,” says Casey.

“I've gotten a handful of emails from customers and outside sales, saying ‘Wow, you got that back to us fast,’” adds Quinones.

IES believes the partnership with Parspec gives them a competitive edge.

“This is going to take us one more notch ahead of everybody else,” says Casey. “Parspec listens to us. We feel supported. We want to see you guys grow and grow with you.”



# Graybar Speeds Up Submittals, Saving 70+ Hours Monthly



# Graybar Speeds Up Submittals, Saving 70+ Hours Monthly with Parspec

Leveraging Parspec Graybar's team reduced submittal turnaround times, saving 70+ hours monthly and achieving a 14x ROI.



## Challenge:

Graybar's manual submittal process was labor-intensive and relied on reps and manufacturers, leading to reduced productivity and delays for clients.

## Outcome:

Leveraging Parspec's database and efficiency features, Graybar's team reduced submittal turnaround times, saving 70+ hours monthly and achieving a 14x ROI on their efforts.

## Challenges

**Graybar's manual submittal process relied heavily on reps and manufacturers, reducing team productivity and resulting in client delays and inefficiencies.**

"Prior to Parspec, I would spend seven to eight hours putting together a submittal," said Amanda Martinez, quotations coordinator at Graybar Raleigh. "I'd reach out to reps for specs and wait days for a response, or go online to track them down from manufacturers."

Once all the cut sheets were gathered, she would manually organize, sort, and combine them using Bluebeam, a construction management tool. "You have to highlight every single part number, put every single page in order, clip it together, and put your letterhead on it."

In order to guarantee accuracy, Martinez would go through this process for each new submittal as well as when a client requested changes to an existing project. Decorative lighting products were particularly difficult to find online, adding to the overall time and effort.

After years of managing submittals this way, Martinez's team heard that another Graybar office was using a tool called Parspec to complete submittals. They quickly scheduled a demo. "I immediately knew Parspec would be a huge help," she said.

## Solution

**Parspec quickly became mission-critical to Graybar's submittal workflow, reducing turnarounds with its always up-to-date cut sheet database and efficiency features.**

Using Parspec's comprehensive library of spec sheets, Martinez found she could create submittals much faster – and it didn't take long to learn the ropes.

"I found Parspec to be really easy and pretty intuitive, which was perfect because time is of the essence for us," Martinez said. "As I onboarded, their team always responded super fast." In multi-family lighting, submittals often go through many revisions before they get approved, noted Martinez. Parspec's editing feature makes this editing process easier.

"We go back and forth so much on multi-family. With Parspec, it's so nice to be able to hit 'Change data sheet' and put a new fixture in a new sheet. You can also use a note to explain what you changed and send it with a downloadable link. All of that really improves the communication with the contractor."

## Results

**Graybar's speedier submittal process saves its team 70+ hours a month, achieving a 14x increase in ROI, and time savings for its contractor clients.**

Submittals previously took several days for Martinez, and now she can deliver them to customers within a day. "Parspec is a huge timesaver. Someone can request submittals from me in the morning and I'll have them done by lunch. 100% Done. I just have to hit send."

Parspec also delivers significant cost savings for electrical contractors by providing them with pre-assembled submittal packages with information on devices, materials and prices.

"Customers love it, it saves both companies a lot of time and energy," said Martinez.

Graybar continues to roll out Parspec to new team members, reducing the manual effort of submittals so that staff can focus on their most pressing priorities.

"When I'm occupied with submittals all day, it means quotes are delayed or I can't dedicate the necessary time to do them right. Parspec benefits both me and the entire team."

### Graybar Raleigh's Savings with Parspec

**70+ hours**  
saved per month

**14x** ROI



BostonLightSource

# Boston Light Source Drives Efficiency by 80%



# Boston Light Source Drives Efficiency by 80% with Parspec

With Parspec, Boston Light Source has decreased projects that previously took up to 4 hours to under an hour.



BostonLightSource

## Challenge:

Boston Light Source's submittal process was inefficient and prone to delays, bogged down by fragmented documentation and outdated tools. Managing submittals, O&M manuals, and project documents was time-consuming, leading to errors and missed deadlines.

## Outcome:

With Parspec, Boston Light Source has reduced submittal preparation time by over 80% on non-Acuity BOMs, decreasing projects that previously took up to 4 hours to under an hour. This enhanced efficiency has allowed them to take on more projects and strengthen client relationships.

## Challenges

Chris Peffley, a Project Manager at Boston Light Source, detailed how the traditional methods of creating submittals and other project documentation were inefficient and error-prone. Chris mentioned, "Manually transcribing model numbers into a Bill of Materials (BOM) or adding comments to the wrong part on a quote lead to errors".

The inconsistency in document navigation was a major concern for Boston Light Source. Each submittal had different formatting depending on the type of job or the products required, making it difficult for team members to find specific information quickly.

As Chris noted, "When you have multiple sections of a larger submittal and no quick links to navigate between them, things can get messy and disorganized". This lack of navigation tools made it challenging for clients and partners to efficiently locate and assess the necessary documentation.

Boston Light Source also faced challenges in maintaining a clean and accurate product catalog. As Chris explained, "One of the biggest issues is that we don't have a catalog of cut sheets. Every time we need something, we have to go out and find it, download it, and then keep track of it. We need to be sure they're up to date when they're downloaded." With manufacturers updating cut sheets more frequently due to luminous efficacy advancements or new product offerings, sourcing the most up-to-date cut sheets is critical. Boston Light Source's current process was cumbersome and did not support smooth integration or updates, impacting overall operational efficiency.

These persistent challenges not only threatened the efficiency of their operations but also posed risks to client relationships and overall business success. Recognizing the urgency of addressing these issues, Boston Light Source sought a comprehensive solution that would streamline their processes, enhance accuracy, improve collaboration, and increase customer satisfaction—leading them to adopt Parspec.

## Solution

**To tackle their challenges, Boston Light Source turned to Parspec, receiving excellent support throughout the implementation.**

The team quickly integrated Parspec into their daily operations, benefiting from its intuitive features and dedicated assistance.

"Parspec's automated datasheet search tool was the primary reason we made the switch," said Chris. "Even when the system doesn't immediately locate a datasheet, I can simply drag and drop the correct PDF, and it remembers for the future." This feature greatly reduced the time spent on manual searches and ensured that the most current information was always accessible.

Parspec's standardization settings and table of contents hyperlinks also proved to be beneficial to BLS.

"I absolutely love the hyperlinked table of contents. The links save me time, especially if I'm doing a submittal that is 600 pages," Chris noted. This not only made internal management easier but also offered a more professional presentation to clients.

**The team utilizes key Parspec's features on a daily basis, including:**

- ✔ **Automated Cut Sheet Retrieval and Organization:**  
Significantly reduces manual search time and ensures up-to-date information.
- ✔ **Consistent and Professional Document Presentation:**  
Allows the creation of uniform submittal packages with easy-to-navigate hyperlinks.
- ✔ **Automated BOM Creation:**  
Parspec allows the team to automatically generate a BOM from a schedule or quote, significantly reducing manual data input and minimizing errors.

## Results

**Since transitioning to Parspec's submittal application, Boston Light Source has achieved an 80% reduction in submittal creation time for non-Acuity BOMs.**

This significant improvement allowed the team to focus on more critical tasks, enhancing both project accuracy and overall productivity. "That same submittal that used to take 4+ hours can now be done in an hour or less," said Chris Peffley.

The consistency and professionalism of their submittal packages also improved significantly. The ability to generate uniform documents with easy-to-navigate hyperlinks enhanced the overall presentation and made it easier for clients to review. While some challenges remained with clients who flattened PDFs, the improvements within Boston Light Source's internal processes were clear. "It helps customer relations. I see it having a positive effect when we're providing a cleaner bill of material, easy access, and just a much easier deliverable to navigate," Chris mentioned.

The collaboration features of Parspec allowed Boston Light Source to work more effectively with multiple stakeholders. "We were able to send submittals out with shared links, which made it easier for everyone involved to access the most up-to-date documents," Chris explained. This reduced errors and ensured that all parties were working from the same set of accurate information, helping avoid delays and miscommunications.

Overall, the implementation of Parspec has positioned Boston Light Source to operate more efficiently and effectively, allowing them to manage complex projects with greater ease and accuracy.

We appreciate Boston Light Source's participation in this case study and their commitment to excellence. Their success with Parspec is a testament to their dedication to continuous improvement and innovation in their field.

### Parspec's Impact on Boston Light Source:

**Improved accuracy  
and fewer errors**

**80% reduction  
in submittal  
creation time  
for non-Acuity BOMs**

**Positive effect on  
client relations**

# About Parspec

Parspec is a technology company that is focused on streamlining the business-to-business procurement process for construction materials, starting with mechanical, electrical and plumbing products.

Founded in 2021 by Forest Flager and Pratyush Havelia and headquartered in San Mateo, California, Parspec's AI-native software platform empowers distributors and sales agents to bid more jobs, increase revenue, and reduce cost of sales with advanced tools for product selection, quoting, and submittal preparation.

Parspec has raised \$31 million dollars to date from leading deep tech and construction technology venture investors.

For more information, visit <https://parspec.io/>