

CUSTOMER SUCCESS STORY

SCALING SMARTER: HOW TITAN CRANE DOUBLED QUOTE OUTPUT WITH WRIGHTPLAN

ABOUT TITAN CRANE

INDUSTRIES

- Crane Rental
- Rigging

MARKETS SERVED

- Commercial
- Industrial
- Power
- Telecom
- Government

CHALLENGES BEFORE IMPLEMENTATION

- Manual processes using paper notebooks, Word documents, Outlook calendars, and a basic dispatch system
- Inconsistent quoting, scheduling, and tracking leading to inefficiencies
- Difficulty scaling operations and limited business insights
- Overburdened staff—Project Manager handling sales, quoting, dispatch, and admin

WRIGHTPLAN TOOLS USED



Quoting



Scheduling



Invoicing



Reporting

KEY RESULTS

ANNUAL QUOTE OUTPUT INCREASED BY

100%

OVERALL JOB LIFECYCLE REDUCED BY

30%

CUSTOMER QUOTE

"We're quoting significantly more work, and everything has to go into the system to become a job. Now we can track exactly how much we're putting out, what we're getting back, and use that data to improve."

— Patrick Hennessy, Project Manager,
Titan Crane, Inc.

Ready to quote faster and grow smarter?
Book your free demo at wrightplan.com/contact