



## DynaScape brought consistency to Mowhawk Maintenance

Located in the suburbs just outside London, England, Stephen Price's Mowhawk Maintenance has many high-end executive clients for which his company provides typical landscape maintenance. Everything from mowing, blowing, and trimming to soft landscape enhancements and even some construction and small design elements supplied by Mowhawk Maintenance.

As his business grew, Price needed a tool that would bring more consistency to his entire company, enabling him to schedule his crews better for maintenance. He also required a better estimating system. He realized that estimating was an area many landscapers struggled in and lost money because it was not done correctly.



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— **Stephen Price**



“From speaking to people in the industry, estimating is the big area where people trip up, and people can lose money easily,” said Price. “That was an area I wanted to address more systematically than I had been doing.”

As Price started looking for landscaping business management software to help him with scheduling and estimating, Price also found an additional problem: he needed the programs to work for the United Kingdom. That meant using the correct sign for the British pound currency and the proper formatting for telephone numbers in Europe.

Needing a comprehensive solution for his business, Price began his search for software that would help remove the most demanding challenges of his business.

## The software best suited for landscaping.

During his initial search, Price found many software options that did tree surgeries and lawn care, and some of the things he needed, but nothing that focused entirely on the landscaping business maintenance programs Mowhawk Maintenance offers.

Price found DynaScape's lawn maintenance software, and on first impression, it looked to be as thorough as he needed it to be. Manage360 was checking the boxes for Price's business, offering an estimating solution with built-in recovery, kits, and the systematic strategy built in that would allow his estimating process to be more consistent.

"DynaScape was the most in-depth and most suited for landscaping," said Price. "I really found out straight away; I sent a small essay on what I thought I needed that spoke to me because I didn't want to make an investment in this and be tripped up by silly things like phone numbers, the dollar sign, and the pound sound, and all these other small things."

DynaScape took Price's list and, within a week, developed Manage360 to suit his needs in the United Kingdom, which included the currency and phone number changes Price had requested.

"When I finally got Manage360, everything was working," said Price. "All the areas they said they would change, they were changed. After that, there were no problems, and as things have come up, the support has been excellent."

For Price, having a fully designed system specifically for landscapers was necessary, as many other solutions tried to mimic what landscapers would need. But he could tell right away that they didn't have landscapers' true intentions at heart, and the lawn care elements mainly were just add-ons to other



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## A systematic approach helps Mowhawk land more jobs.

With DynaScape’s Manage360 in place, Price has said the results have been a 20-30% increase in the number of jobs his landscaping maintenance business has won. Price entirely credits the success of his estimating and scheduling process systemization. He says landscaping companies can’t go without a maintenance software if they want to be profitable heading into the future.

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One of the most significant benefits for Price



was that Manage360 brought everything into one place for him. The cloud-based landscaping business management system had all of his quoting, scheduling, and sales tools all in one location that was accessible.

Having one system helped push Price down the funnel of systemized thinking. It helped him move away from the manual efforts that he was doing before for even small jobs like mowing a lawn.

“Before, you might just send a couple of guys to do a job without any paperwork and just tell them what to do, but with Manage360, you need to generate the work order and give it to them,” said Price. “All those processes make the end result more streamlined and consistent for the client, and it makes it easier to operate at the end of the day.”



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