



“Transferring large CAD drawings and PDF files is easy with ShareFile.”

– Alex Hofford
Customer Specialist for Architecture, Engineering, and Construction

Customer Name
Greymane Contracting

Industry
Construction

Location
Bermuda

Number of Employees
70

- Business Challenge**
- High printing costs
 - Time consuming to send/receive documents
 - Need to streamline business process
 - Complex bidding process

- Business Results**
- Control over access to specific documents
 - Document tracking
 - Easy-to-use portal
 - Time and money saved
 - Instantaneous document exchange

Business Challenge

Greymane is a medium-sized general contracting company that services the hospitality industry as well as commercial, institutional, and high-end residential markets. The company regularly bids on different projects, and exchanges a large volume of documents and drawings. “These documents frequently go out to dozens of subcontractors and suppliers for pricing,” says Greymane President, Alex DeCouto.

The company was challenged with the high cost of printing prior to ShareFile. One year, Greymane spent more than \$50,000 with a local printer. Aside from the excessive amount of money spent on printing and shipping, the company was also losing valuable time.

“We really needed an efficient way to make inquiries with subcontractors and suppliers for various elements of a project and luckily, we found our solution in ShareFile,” says Alex.

Business Results

Alex explains, “Before ShareFile, it would take us the better part of 3 or 4 days to get done what now happens instantaneously.”

With password-protected access Greymane can be confident about security and have complete control over which suppliers and subcontractors have access to projects. Employees at the company can monitor activity by tracking exactly which documents have been downloaded, at what time, and by whom.

“To put it simply, ShareFile has paid for itself tenfold,” says Alex.