



FL Crane & Sons enjoy a 61% cost reduction in operational expenses



Project background

- Project: Interior layout for walls at St. Jude Children's Research Hospital
- Location: Memphis, Tennessee
- Project Size: 84,468 square feet

Highlights

- 61 % cost reduction
- 8 times faster than the company's traditional process.
- Crews could use the robots as needed without stretching their budgets.

FL Crane & Sons, a family-owned specialty contractor based in Mississippi, operates across multiple states, specializing in interior subcontracting services such as drywall, flooring, specialty ceilings, and prefabricated walls. Known for their commitment to innovation, they continuously seek technologies that enhance efficiency and accuracy in their projects.

The Challenge

FL Crane recognized the advantages of using robotics in the layout process, allowing them to increase efficiency and take on more jobs. However, their initial robotic solution came with rigid pricing structures, requiring a high monthly flat fee, regardless of usage. This model often resulted in poor ROI, especially during periods of low robot activity. The company needed a cost-effective, flexible solution that allowed them to scale robotic use based on fluctuating project demands.

The Results

FL Crane maximized their utilization of HP SitePrint by reaching their operational caps, ensuring they leveraged the robots to their full capacity. This demonstrated not only the scalability of the solution but also the tangible impact on project efficiency.

On the St. Jude Children's Research Hospital project, FL Crane used HP SitePrint and Trimble RTS573 to print interior wall layouts. The results:

44 hours

of continuous
robotic operation
(8x faster than
manual methods).

\$31,751

total savings in
labor and material
costs.

304 hours

saved, reducing
labor costs by
61%.

5 robots

deployed across 8
projects spanning
four states, covering
nearly 500,000
square feet.



Comparative Analysis

Before adopting HP SitePrint, FL Crane faced high fixed costs and inefficiencies. With HP SitePrint, they gained:

Metric	Previous System	HP SitePrint
Cost structure	High fixed monthly fee	Flexible rental & purchase options
Project Efficiency	Limited scalability	Scalable to project demands
ROI	Unpredictable due to rigid pricing	Increased savings & flexibility



Finding the Right Solution & Partner in BuildingPoint

To address these challenges, FL Crane sought a partner that could provide both flexibility and cost efficiency. They collaborated with BuildingPoint Midwest & Gulf Coast, which introduced them to HP SitePrint, a game-changing solution that aligned with their needs.

Unlike their previous system, HP SitePrint provided:

- **Flexible cost model:** Ability to purchase or rent based on demand.
- **Customized training:** Tailored onboarding to fit FL Crane's team and workflow.
- **HP Certified Team of Professionals:** A team with over 50+ years of combined real-world experience, providing practical insights and guidance for seamless implementation.
- **Building a Workflow:** Hands-on support to integrate HP SitePrint into existing processes, ensuring teams work more efficiently without disruption.
- **Seamless integration:** Support to ensure HP SitePrint fits smoothly into existing processes.

With this solution, FL Crane transitioned from a rigid pricing structure to one that allowed them to scale their robotic fleet efficiently across multiple projects.

Conclusion

By switching to HP SitePrint, FL Crane & Sons achieved significant cost savings and increased efficiency, allowing them to take on more projects without overextending their budget. The flexibility of HP SitePrint proved to be a game-changer, demonstrating that innovative solutions can drive both profitability and operational excellence in the construction industry.

