Cross-Selling GoCanvas & SiteDocs to Bluebeam Users

Why Cross-Sell?

Bluebeam users have already digitized project plans and documents, but we can help them bring that same efficiency to the field. By introducing GoCanvas and SiteDocs, Bluebeam reps can offer customers end-to-end digitization - from drawings to daily reports to safety compliance. It's the next logical step toward full project visibility, streamlined workflows, and safer sites.

	GoCanvas	SiteDocs
Solution Overview	Mobile-first field operations platform that connects crews and the office through real-time data collection and automated workflows.	Digital safety management platform that helps companies replace paper-based safety processes with mobile tools for monitoring in real time.
Value	GoCanvas helps field teams work faster and make fewer mistakes by replacing paperwork with custom mobile forms and digital workflows.	SiteDocs makes safety compliance easier, faster, and more effective by putting every safety process at your fingertips in an easy-to-use mobile platform.
Problems Solved	• Digitize manual, paper-based processes • Accelerate handoffs and reviews • Reduce data entry errors • Gain visibility into field progress • Avoid manual re-entry into other systems	• Real-time visibility into worker and contractor safety • Ensure contractor certification • Be audit ready
Core Industries	SMB and mid-market businesses in: • Construction • Manufacturing • Utilities/Energy	SMB and mid-market businesses in: • Construction • Manufacturing • Utilities/Energy
Top Use Cases	• Field reports • Inspections • Work orders • Timesheets	• Safety audits and inspections • Worker/Contractor certifications • Incident reporting • Hazard identification and JSAs
How They Complement Bluebeam	• Digital collaboration doesn't need to stop at the drawing level - gain visibility into field progress, communicate changes, and review completed work in real time. • Integrate with Bluebeam Revu through Task Link to enhance office and field coordination and improve project documentation.	• Centralizes safety and compliance records so teams are always audit-ready. • When builders or stakeholders need better visibility into safety and liability on a project - certifications, JSAs, or incidents in real time. • Manage workforce, including subcontractors, and give easy access through QR codes.
When might I bring this up?	If the customer says... *Disorganized jobsite documentation, slow and manual field handoffs, field data re-entry, difficulty providing progress updates, jobsite issues found too late, delayed invoicing.* **Think: GoCanvas** "This sounds like a field data capture problem."	If the customer says... *Safety paperwork is scattered or hard to find. Raises concern of liability. Audits, OSHA inspections, COR audits, certifications, incidents, or compliance risk.* **Think: SiteDocs** "This sounds like a safety and compliance system problem."

Hear what our customers have to say

Outcomes with GoCanvas

GoCanvas led to a **60% reduction** in documentation errors and **decreased reporting duration by 50%.**

– Stefan Barcik, Operations Execution Manager at TAS Energy

With GoCanvas in place, we received material information within seconds of foremen submitting it on their mobile devices ... **reducing our 10- to 14-day turnaround** for material certifications to a mere **72 hours**.

– Dave Cramer, Project Coordinator at Penn Line

Output reports have reduced the time it takes to enter time data into payroll. We've **saved an estimated 845 hours** this year alone.

– Chris Kaufman, GM at Sierra National Asphalt

Outcomes with SiteDocs

Within the first year of switching to SiteDocs we estimate we **saved over $100,000** on the admin time, paperwork, personnel and training processes The crews had very little pushback and adapted easily.

– Chris Colley, Safety Director, Jakes Construction

We leveraged SiteDocs to elevate and strengthen our **ISO 45001 Safety and ISO 9001 Quality Standards** certification processes. The auditor said they loved it, they'd recommend SiteDocs to any company trying to streamline their ISO documentation.

– Teal Watkins, Zonge Engineering Ltd.

One person saved four hours in the first week. With a large company – you do the math. Since adopting SiteDocs, the change feels priceless. **The ROI is tenfold**.

– Danielle Zivav, Director of Finance, Ozz Electric