

## Restani Construction Corp.'s Success Story with Tough Leaf

When Restani Construction Corp. won the New York State Department's project to build four bridges in Westchester County, they partnered with Tough Leaf to help them quickly meet the 20% DBE participation requirement.

Not only was Tough Leaf able to meet the requirement with a wide range of exceptional options for each scope, but our team solicited 3 bids per scope, which led to a competitive bidding environment that further reduced costs.

Project Value  
**\$36M**

DBE Requirement  
**20%**

DBE Value  
**\$7.2M**

*"Finally, I do not have to spend hours looking through outdated databases and calling companies that are no longer in business"*

**Firas Safa**  
Procurement Manager  
Restani Construction Corp.



### With Tough Leaf

- 3.5x increase in number of bids
- \$1.1M Saved
- An additional \$1.4M identified
- Restani is in Compliance

Scope	# Quotes Before Tough Leaf	Lowest Responsive Price	# Quotes After Tough Leaf	Lowest Responsive Price	Savings
Structural Steel Install	2	\$2.1M	5	\$1.7M	\$0.4M
Structural Steel Supply	1	\$0.8M	3	\$0.7M	\$0.1M
Concrete Repairs	1	\$1.4M	3	\$1.1M	\$0.3M
Foundation Work	1	\$1.2M	4	\$1.1M	\$0.1M
Quality Management	0	--	3	\$0.6M	--
Stone Masonry	0	--	3	\$0.8M	--
Trucking	2	\$1.4M	5	\$1.2M	\$0.2M
<b>Totals</b>	7	\$6.9M	26	\$7.2M	\$1.1M

Tough Leaf guarantees a minimum of 3 bids per trade\* on every project you send to us. For Restani Construction Corp. this meant an impressive **3.5x increase** in the total number of bids from diverse firms. Among these quotes, six of them covered Quality Management and Stone Masonry, which were services that Restani Construction struggled to find from diverse firms. These two services alone contributed to an additional **\$1.4M** to diverse contractors. Overall, the heightened competition fostered by Tough Leaf firms led to **substantial savings exceeding \$1.1M**, compared to what Restani could find independently. In the end the project awarded over **\$7M** to diverse contractors.

\*Guaranteed bid quantity dependent upon availability of diverse subcontractors, vendors, and suppliers that meet all requirements.