

CASE STUDY

# How Monogram Homes reshaped its trade base at Thayer Farms



Project budget awarded to new vendors

32%



Trade realignment

## Building Smarter with New Trade Partners

As Monogram Homes prepared to build 57 homes at Thayer Farms, a key priority was identifying trade partners who could deliver both quality and value across 11 unique floor plans. Working with their existing subcontractor base offered consistency but limited visibility into market rates and restricted flexibility. By using Province, Monogram uncovered cost-effective, professional vendors that aligned with their scope and scale—ultimately awarding 32% of their total construction budget to newly sourced trades. This shift helped drive meaningful cost efficiency while strengthening their project delivery pipeline.

## Expanding Access to High-Performing Subs

Province enabled Monogram Homes to streamline their bidding process and tap into a broader network of qualified subcontractors. This approach surfaced high-performing vendors who brought greater clarity, professionalism, and competitive pricing to the table. By analyzing bids across individual floor plans and comparing cost differences at scale, Monogram confidently restructured its vendor mix, awarding 32% of its total construction budget to newly sourced trades and setting the foundation for future project efficiency.





### The Results by Numbers

57 Number of homes to be built

11 Total floor plans being built

900+ Individual bids analyzed

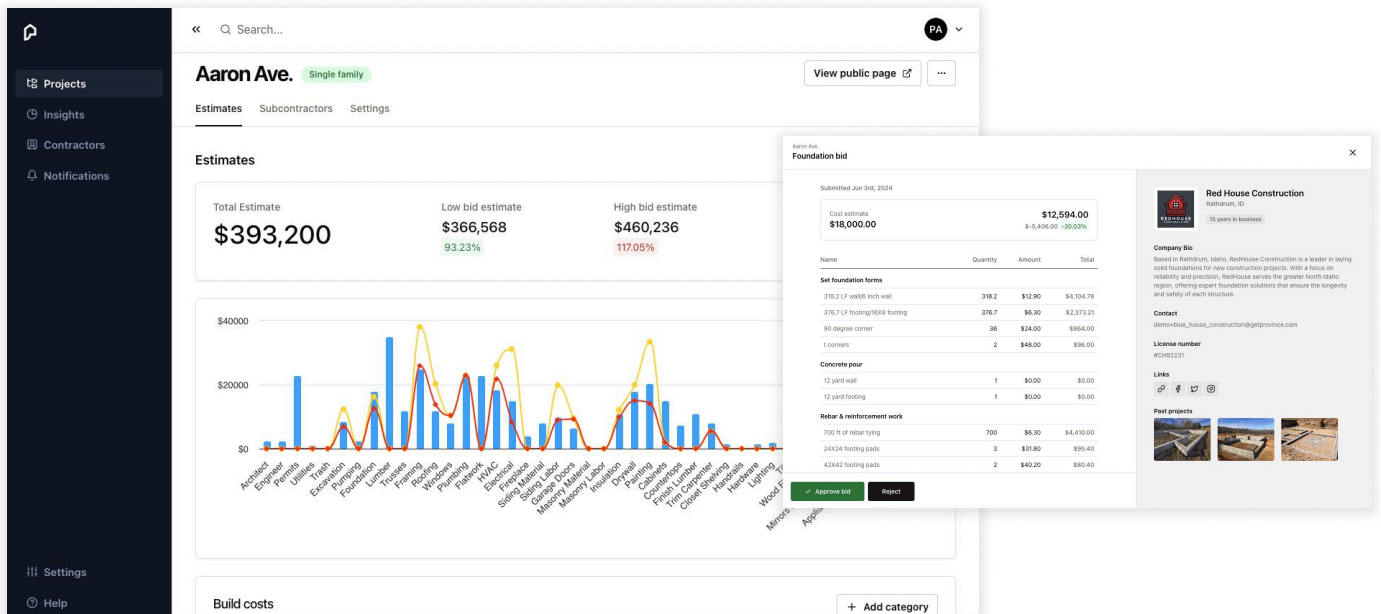
## Real-time access to the right trade partners

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**Expanded vendor pool** Tap into a broad network of qualified, available subs
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**Data-backed comparisons** Bid breakdowns to spot pricing gaps and outliers
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**Smarter awards** Award work to the best-fit vendors, not just the familiar ones
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**Scalable relationships** Build long-term partnerships that grow with your pipeline

### From Monogram Homes

“The tools and team at Province have proven to be a pivotal asset in our bidding process. Province’s analytical tools helped us easily identify and negotiate with top candidates in a seamless way. The integration with our budget gave me easy access to see the financial impact between competing bids. I would highly recommend Province if you’re looking for increased exposure to talent, competitive bids or the ability to easily see how pricing impacts a development.”

– Jon-Michael Thurman  
Purchasing Manager, Monogram Homes



Want to learn more? Schedule a product demo | [info@getprovince.com](mailto:info@getprovince.com)