Barrow

How Topographic cut Phase I ESA drafting time by 85%

Topographic is a national surveying, engineering, and environmental consulting firm. Its environmental group brought Barrow in for a trial report to assess its capabilities, and the team now runs every Phase I it gets through Barrow. Topographic and Barrow have since begun expanding their collaboration into other report types that the group delivers for its clients.

Topographic
LOYALTY INNOVATION LEGACY

INDUSTRY
Land surveying, engineering, and environmental consulting

ENVIRONMENTAL DIVISION
Oklahoma City, Oklahoma

68	350+	31
year history	employees	states

100%
of Phase I ESAs now run through Barrow

~85%
less time spent drafting each Phase I ESA

1,900%
increase in reports purchased from Barrow since July

Challenge

Like much of the industry, Topographic was still writing every Phase I ESA by hand as its demand from clients grew. Its sites range from 760 acres of rural rangeland to multi parcel commercial tracts and federal land exchanges. Each report previously took weeks to write manually, which reduced margins and limited its ability to scale project volume. Topographic wanted to streamline its report writing and increase its deal capacity.

Solution

Topographic brought Barrow in to speed up its report turnaround time by streamlining the time-consuming, repetitive drafting process. Its environmental professionals upload relevant source documents for each site, and Barrow works alongside them to draft each report in a fraction of the usual time. Every draft matches Topographic's existing report format, and its team reviews, refines, and signs off on each report.

Results

Topographic has reduced its average drafting time by roughly 85%, and reports that once took weeks are now completed within the same day. Its report purchases have grown every month, up 1,900% since July, and all of its Phase I work now runs through Barrow. The added capacity has boosted report profitability and allowed the team to bid on dozens of new projects beyond its usual pipeline.

> **We started with one report to see what Barrow could do, and we've come back for more every month since. I'd recommend it to any environmental firm doing Phase I work.**
>
> **Jason Voight**
> Director of Environmental Services, Topographic

> **I always figured there had to be a better way to draft a Phase I, and Barrow turned out to be it. The quality of drafts we receive from Barrow has impressed me since the first report.**
>
> **Deanna Atkinson**
> Sr Environmental Project Manager, Topographic

> **We now run 100% of our Phase I ESAs through Barrow. It's the reason we're now bidding on new projects that we wouldn't have explored otherwise.**
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> **Austin Lindsay**
> Environmental Project Manager, Topographic

Topographic's use of Barrow is subject to its client confidentiality obligations. Information belonging to clients under non-disclosure agreements remains private and fully protected, and no confidential client names, project details, or site information are disclosed. All documents provided to Barrow are stored securely, kept confidential, and used solely for Topographic's reports.