

The Power of Two: Repair Planning & Estimate Optimization

Repairers are constantly facing tough industry challenges.

Vehicles are increasing in complexity, profit margins are getting squeezed, and good technicians are hard to find. Confronted with these challenges (and many more), shops need to adapt and grow if they want to be successful. Two of the best ways for shops to evolve and thrive in today's repair industry are by implementing a standardized repair planning process and making sure every estimate is thorough, accurate, and includes all relevant operations.

So, how can shops tackle these challenges head-on and keep things running smoothly? It all comes down to having a game plan. Two of the best tools in your shop's toolbox are solid repair planning and smart estimate optimization. Think of them as your secret weapons for staying ahead of the curve.

Repair Planning: Your Shop's Superpower

Repair planning is all about getting ahead of the game before work even begins. Think of it like mapping out a road trip. You wouldn't just jump in the car and hope for the best, right? Instead, you'd plan your route, check for road closures and construction, and make sure you have everything you need for the journey. The same idea applies to repair planning. By identifying and documenting every step that needs to be completed upfront, shops can avoid surprises that cause delays, miscommunications, or missed charges.

A solid repair planning process means taking a close look at the damage and using OEM procedures to figure out exactly what needs to happen. It's about writing everything down, clearly communicating the process with your team, and making sure everyone is on the same page before work starts. Shops that use tools like **RepairLogic** to streamline this process see even better results. That's because they can quickly pull up repair guidelines, track jobs more efficiently, and reduce the chances of something slipping through the cracks.

When repair planning is done right, it saves research time and adds shop revenue. It cuts down on supplements, shortens cycle times, and ensures shops get properly paid for the work they do. Instead of redoing work, which takes up unnecessary time, shops can tackle repairs with confidence, knowing everything was accounted for from the start.

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One shop manager shared that after starting repair planning with RepairLogic, the team discovered that replacing a headlight on certain Audi models required evacuating the A/C and removing a condenser hose, a step that is often overlooked. **This procedure alone added an extra 4.5 hours on some repair orders,** allowing them to be compensated for the necessary repairs. Another shop manager emphasized the importance of focusing on smaller jobs, stating that experienced technicians often neglect repair procedures for seemingly simple tasks, such as removing a bumper. Training technicians to recognize these overlooked operations ensures consistency and improves the overall efficiency of the repair process.

The Art of Estimate Optimization

Recognizing overlooked operations is just one piece of the puzzle, while ensuring they're accurately documented and billed is another important element. That's where estimate optimization comes into play.

EstimateIQ helps shops catch missed operations, maximize insurer-approved labor and material costs, and ensure your team gets paid for all the necessary work.

What's the best way to write complete estimates? Start with OEM repair procedures, follow proper labor times and refinish guidelines, and order parts efficiently. Technology like EstimateIQ makes this process easier by flagging missed items and guiding estimators toward more accurate, profitable estimates. Common mistakes, like forgetting billable tasks, underestimating labor time, and miscommunicating with insurers, can lead to supplement requests and frustrating delays. Avoiding these pitfalls means faster approvals, smoother workflows, and a healthier bottom line.

Technology like EstimateIQ flags missed items and guides estimators toward **more accurate, profitable estimates.**



Hand in Hand: Repair Planning & Estimate Optimization

Repair planning and estimate optimization are like the road trip we talked about earlier, but now, let's take it a step further. If repair planning is your itinerary, mapping out every stop and making sure you're prepared, then estimate optimization is your refueling strategy, helping ensure you don't run out of gas or take unnecessary detours. RepairLogic helps shops create a detailed plan upfront so nothing gets missed, while EstimateIQ makes sure every operation is accounted for, maximizing accuracy and

profitability. When both are used together, shops stay on course, avoid costly delays, and keep repairs running smoothly from start to finish.



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One shop manager explained how using EstimateIQ made a huge difference, saying, "It gives us reminders to make sure nothing is left off the estimate. It's been a big financial help because even something as small as a seatbelt inspection can add up over time." Another shop saw an extra \$9,100 in revenue increases in their first two months using EstimateIQ by running every estimate through the tool. By simply reviewing estimates and catching overlooked items, they were able to add an extra \$200 or more per job. That's real money that would have been left on the table.



A shop saw an extra \$9,100 in revenue increases in their first two months using EstimateIQ



Bringing it All Together

Having the right tools is great, but they only work if people actually use them. That's why training and team buy-in are so important. Shops that see the biggest benefits from repair planning and estimate optimization make these steps a mandatory part of their process for every job. Using tools like RepairLogic and EstimateIQ makes it even easier to stay consistent and accurate. Plus, EstimateIQ helps with training and onboarding by providing clear guidance on complete estimate writing. It helps ensure both new and experienced estimators can

quickly get up-to-speed and produce high-quality estimates with confidence.

Another key to success? Tracking performance. The saying "what gets measured gets done" holds true in the repair business. Shops that track key performance indicators (KPIs) can see what's working, where they're losing money, and how they can improve. The result? More efficiency, quality repairs, and higher profits.

What's Next?

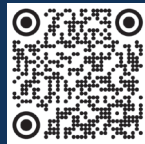
The collision repair industry isn't getting any less complex, but with the right approach, shops can set themselves up for continued success. Implementing strong repair planning practices and estimate optimization processes are two key moves a shop can make. RepairLogic and EstimateIQ help streamline operations, boost efficiency, and ensure every job is done right.

Want to see how these tools can help your shop?

Scan the QR Codes below to learn more!



RepairLogic



EstimateIQ