BEAM
Powered by Attentive.ai

SUCCESS STORY

Cutting 50% Takeoff Time & Boosting Bid Submittals up to 10/Week for a Texas-Based Concrete Company

Increased bid submittals, leading to an expanded business pipeline

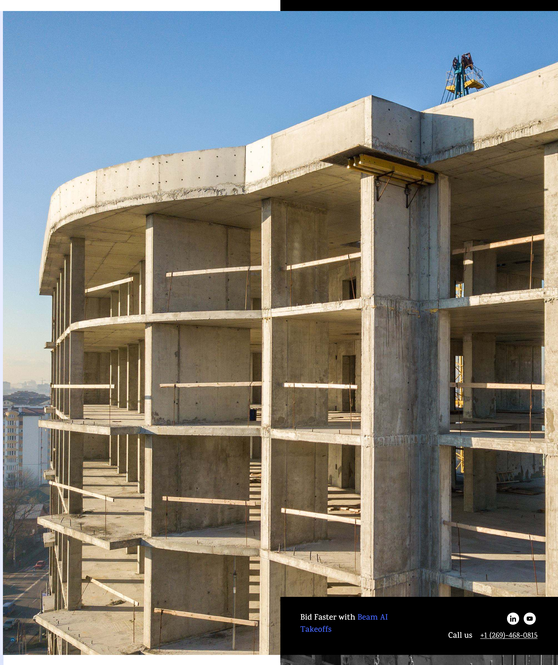
- Saved up to 18 hours on doing takeoffs
- Increased submittal numbers from 2-4 to 10 per week
- Recording a 10% increase in win rate

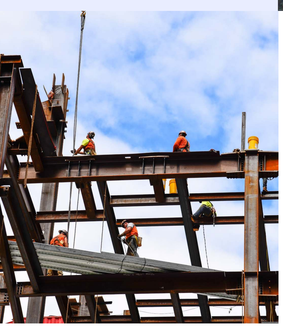
> With Beam AI, we are looking at a 10% increase in win rate, and saving up to 2 days on doing takeoffs. Since Beam AI is able to do a better job of capturing details that might be overlooked earlier, our bids are now more accurate.
>
> – Lead Estimator at a large Texas-based concrete company

ABOUT

Founded in 2014, the structural and architectural concrete services company began as a specialist in custom residential foundation and site work. Its success is built on strong, lasting partnerships with leading general contractors. With over 50 years of combined industry experience, the team delivers everything from multifamily and commercial developments to public infrastructure projects.

> **With Beam AI, our team is now able to achieve 10 submittals per week, significantly improving bid turnaround time.**





CHALLENGES

Before implementing Beam AI, they faced multiple challenges in their takeoff and bidding processes:

/1 While using OST, estimators spent 8 to 16 hours (1 to 2 days) on takeoffs or even up to 3 to 4 days on large projects.

/2 Due to time constraints, the estimators could only process 2 to 4 submittals per week.

BREAKING DOWN KEY WINS

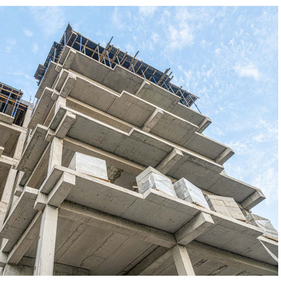
After integrating Beam AI, they transformed their estimating workflow on various parameters:

/1 **Focused on strategic tasks:** Due to incredible time savings on takeoffs, estimators were able to focus on project management initiatives and site visits, while taking on more projects.

/2 **Improved bid turnaround time:** By automating takeoffs, the team is able to hit 10 submittals per week, improving bid turnaround time significantly.

/3 **Higher submittal output without increasing headcount:** The company saw an increase in output, now processing 5 to 10 submittals per week, up from just 2 to 4 previously.

> **Beam AI ensures accuracy by capturing specs, notes, and summaries that were previously overlooked.**



BUSINESS IMPACT

Expanded business pipeline: With the takeoff time cut in half, the team is submitting more bids per week. This means a significantly larger pipeline and higher revenue potential, even with a consistent 10% win rate.

Improved bid accuracy: Now, bids are more accurate since Beam AI is able to better capture specs, notes, and summaries that might be overlooked earlier.

Accelerated bid turnaround: With Beam AI automated takeoffs, the team could reallocate time towards project management, site visits, and guiding field reps.

> By adopting Beam AI, we are able to cut takeoff time in half while increasing bid accuracy significantly. It is an important part of our business growth. Now, we are able to focus on project management, site visits, and sales initiatives, and collaborate with subcontractors.
>
> – Lead Estimator at a large-sized concrete services company based in Texas

Ready To Transform Your Bidding Process?

Discover how Beam AI can streamline your takeoff process, increase bid accuracy, and boost your revenue.

Schedule a Demo