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JJP Construction uses Beam's AI Assistant to estimate five times faster and improve profits.

JJP Construction is an LA-based luxury home builder owned by Jason Pietruszka. On every bid, Jason would spend hours meticulously reading plans, editing spreadsheets, and pricing work. He now uses Beam's estimating AI Assistant to massively speed up the estimating process and improve profitability.



JJP
CONSTRUCTION
— INC. —

Challenge

Putting together a bid took Jason **8+ hours** of reviewing plans, calculating quantities and dimensions, and creating detailed descriptions of the work and exclusions. This took so much time away from project management that he had to say no to many opportunities.

When estimating manually, Jason often underpriced work. He combined many detailed items into high-level scopes. For example, he'd lump all plumbing into a single line rather than break it out into rough, finish, and fixtures. This approach made estimating faster but had the unintended effect of lowering his overall profit margin due to mis-scoped and underpriced items.

Solution

Jason started using Beam's AI Assistant to estimate and saw benefits right away. After Jason uploaded plans and briefly described the project, the AI Assistant built a detailed draft in a minute, eliminating the stress of starting with a blank spreadsheet.

The AI Assistant broke out and priced minor tasks with more detail than he had before; it also gave him a plan summary that highlighted dimensions, quantities, material specs, exclusions and more.

Jason could then edit the draft in his own words, without having to go line-by-line through a spreadsheet. For example, he could tell the AI Assistant to "Remove appliance prices from the bid and put them in a new group called Owner Supplied" and it would make all of those changes for him to review.

Results

By using Beam's AI Assistant for estimating, Jason was able to:

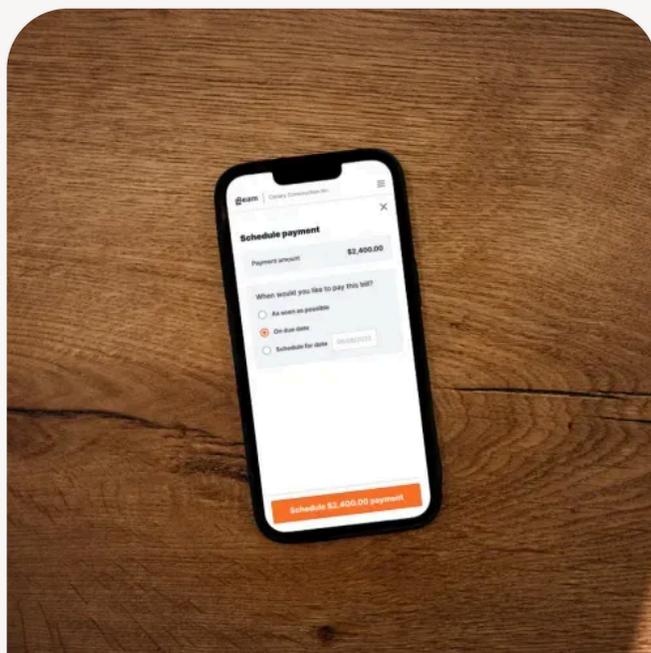
- Speed up estimating by 5x, going from days to hours.
- Add 3-5% profit margin by accounting for and marking up line items he would previously miss or generalize in his final bids.
- Entertain 2-4 more opportunities a quarter since he can bid them in a fraction of the time.

Time is money. Save both.

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