BEAM Powered by Attentive.ai × RAYS STAIRS STEEL COMPANY

SUCCESS STORY

Rays Stairs Inc. Doubles Bid Volume and Gains

2X Revenue from $900K to $2M in Just 2 months with Beam AI Takeoffs

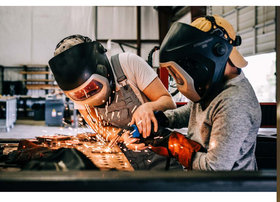
18+ HOURS SAVED WEEKLY: MORE TIME FOR STRATEGY, LESS ON TAKEOFFS

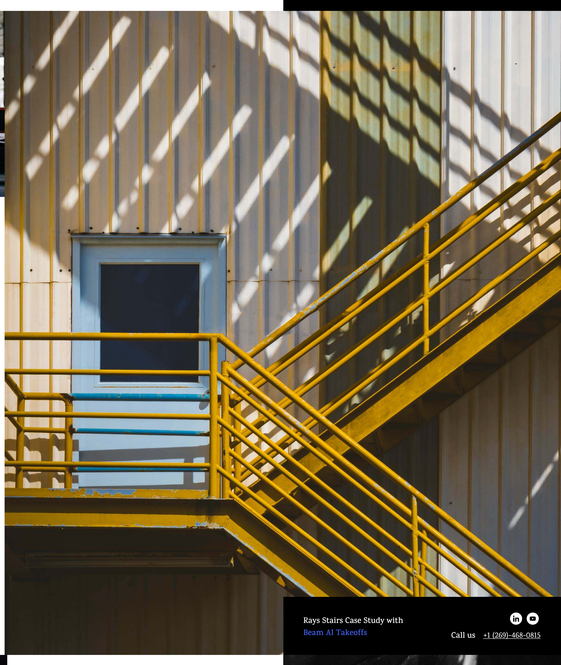
2X BID VOLUME: FROM 5 TO 10 BIDS PER WEEK

$900K → $2M GROWTH: DOUBLED REVENUE IN JUST 2 MONTHS

"With Beam AI, we're saving 2 days of work each week. Our bid volume has doubled, our win rate has skyrocketed, and we've grown **from $900K to $2M** in just a couple of months!

Bryan Ramirez
Senior Estimator
Rays Stairs Inc.



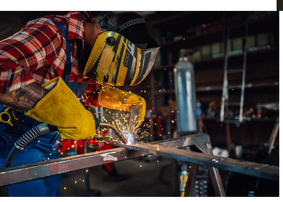


ABOUT

Rays Stairs Inc.

Rays Stairs Inc. specializes in high-quality stair construction and metal fabrication for commercial and residential projects. With a reputation for precision and craftsmanship, the company delivers top-tier solutions tailored to client needs.

"**Beam AI transformed our estimating - we are bidding & winning projects faster than before.**



CHALLENGES

Before integrating Beam AI, Rays Stairs Inc. faced multiple challenges in their estimating and bidding process:

/1 **Manual takeoffs consumed 18+ hours per week,** slowing down bidding.

/2 **Limited bid capacity,** submitting only 5 bids per week.

/3 **Missed opportunities due to lengthy bid turnaround times.**

/4 **Accuracy concerns,** with estimators manually sifting through sheets.

BREAKING DOWN THE KEY WINS

With Beam AI, Rays Stairs Inc. revolutionized its estimating workflow:

/1 **Saved 2 workdays per week,** cutting down takeoff time by 18 hours.

/2 **Doubled bid volume,** now submitting 10 bids per week instead of 5.

/3 **Won 10 new projects in a single month,** driving massive growth.

/4 **Increased accuracy,** eliminating missed details and ensuring competitive bids.

BUSINESS IMPACT

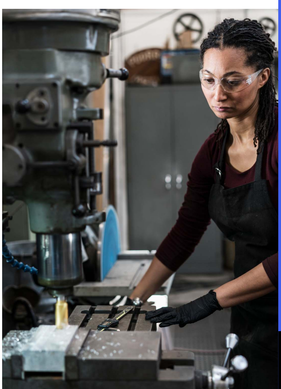
Tripled revenue, jumping from $900K to $2M within 2 months.

Faster bid turnaround, sending bids in half the time.

More strategic focus, allowing estimators to spend more time on vendor quotes and material lists.

Seamless software adoption, easy enough for anyone who can send an email to use.

Prompt and reliable customer support, ensuring a smooth transition and continued efficiency.



"Beam AI Is A No-Brainer. It's Incredibly Easy To Use, Saves Us Time, And Helps Us Win More Bids. Our Growth Speaks For Itself!

Bryan Ramirez
Senior Estimator
Rays Stairs Inc.

Ready To Increase Your Bidding Efficiency?

Book a demo with Beam AI and see how automated takeoffs can drive your business growth.

Schedule a Demo