

SUCCESS STORY

Guardian Roofing Cuts Bid Turnaround by 60% & Gears Up for 800 Annual Projects with Beam Al Takeoff Software

Automated takeoffs unlock time to bid on 800+ projects annually, without hiring

KEYWINS

20+ HOURS SAVED EVERY WEEK



(POTENTIAL TO HANDLE 800 BIDS/YEAR) HIGHER TEAM AVAILABILITY AND

EXCEPTIONAL SUPPORT EXPERIENCE:

I Used To Spend 25 Hours A Week On Takeoffs, Now It's Just 5. Beam Al Has Freed Up **Enough Time That I Could** Potentially Handle 800 Projects A Year Instead Of 400, Without Hiring Another Estimator.



Henry Greenberg, President, Guardian Roofing & Exteriors Inc. and Director of Sales & Marketing, T.U.F.F. Exteriors Inc.

Guardian Roofing & Exteriors Inc. Case Study with Beam AI Takeoffs

Call us +1 (269)-468-0815



ABOUT

Guardian Roofing &

Guardian Roofing & Exteriors Inc. is a full-service roofing and exterior solutions

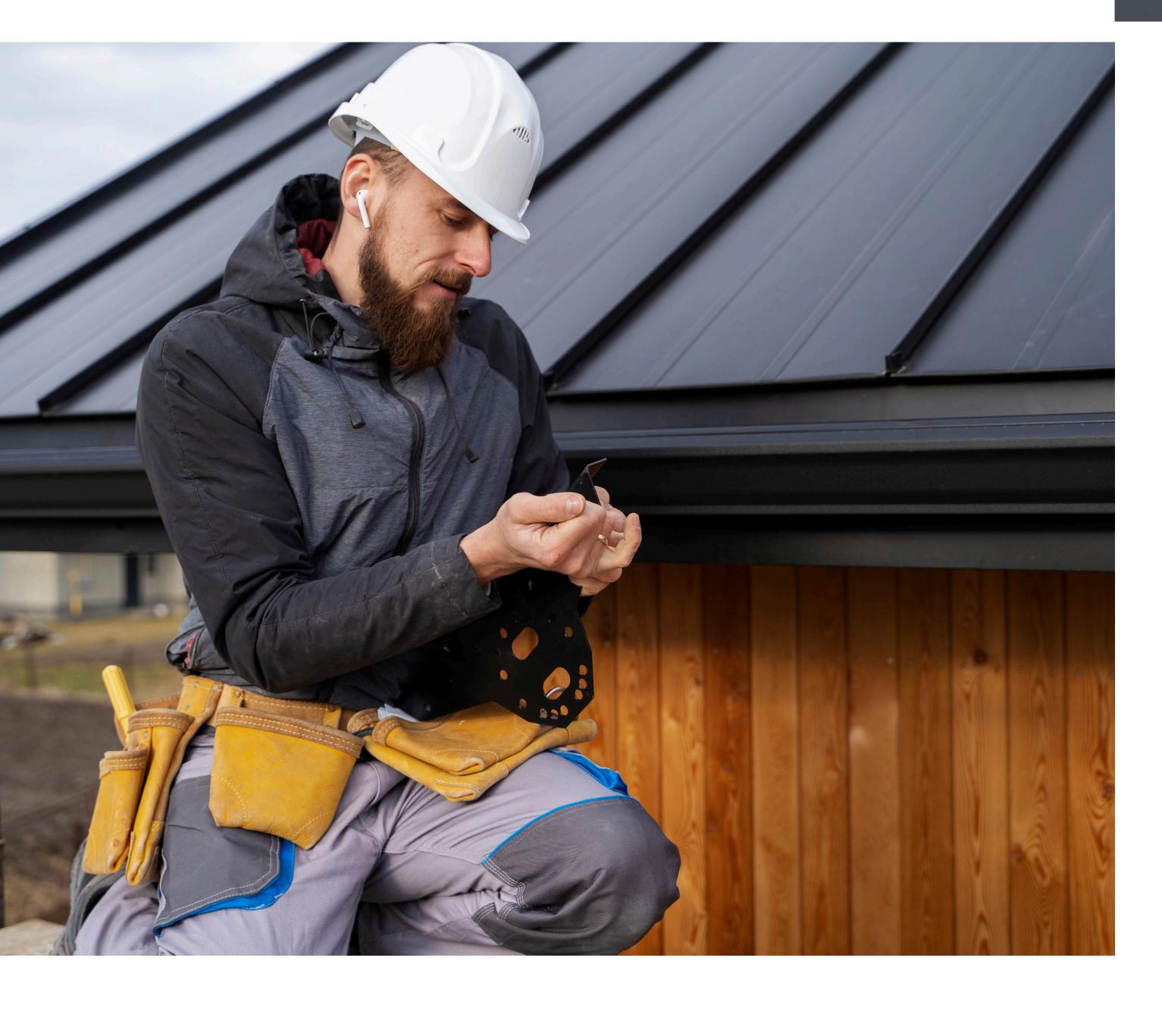
shouldn't even be - it's that good."



Exteriors Inc.

company with expertise in both residential and commercial markets.

telling people about it



CHALLENGES

Before adopting Beam AI, Guardian faced several time and efficiency constraints:

Takeoffs took 25+ hours a week, impacting availability for team oversight and strategic work.

Used manual and semi-manual tools like **ProEst and Autodesk Takeoff that** required time-intensive engagement.

Limited time for high-impact activities like jobsite visits, team training, and client conversations.

Delays in bid turnaround due to high manual workload, especially when waiting for final addenda.

Breaking Down the Key Wins

Since switching to Beam AI, Guardian has seen clear improvements across multiple key metrics:

KEY WINS

Saved 20+ hours/week on takeoffs, down from 25 to just ~5 hours..

Stronger team engagement, with more time for training, coaching, and accountability.

40-60% faster bid turnaround, helping schedule estimates more efficiently

Smarter addenda handling, with Beam AI reading and processing changes automatically.

Handles 400 projects annually today, with capacity to double that, without additional hires.

Improved work-life balance Henry got time back to play golf mid-week without work stress.



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BUSINESS IMPACT

Beam AI has created room for Guardian to double its takeoff capacity without growing the team.

Increased control over

scheduling: takeoffs and estimates are now managed on fixed days, improving workflow.

estimated win rate of 45%

Bids are "in the right spot," with an

helps surface buried details, reducing errors and improving accuracy.

Beam Al's Al spec detection

FINAL WORD

I've used ProEst, AutoCAD, and Autodesk Takeoff. They're all

manual. Beam Al just works accurate, fast, and backed by a team that truly listens.

It's a rare mix of tech and

human support.

Henry Greenberg

President, Guardian Roofing & Exteriors Inc. and

Director of Sales & Marketing, T.U.F.F. Exteriors Inc.

Ready To Take Back Your Time And Bid Smarter?

900+ Businesses Trust Beam Al to automate their

takeoffs and win more bids.

Book a demo with Beam Al

Schedule Your Demo

and see how automated takeoffs can transform your estimating process.

Talk To Us To Get Your First AlTakeoff

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