



## **SUCCESS STORY**

# Team HB 2X's Weekly Bid Output and Cuts Takeoff Time with Beam AI

**Faster takeoffs. More opportunities pursued. Same team**



Several days saved on every takeoff



Weekly bid volume doubled, from 4-5 bids to 8-10 bids



Enabled estimators to pursue more opportunities



Faster bid turnaround without sacrificing accuracy



Beam AI has saved us several days on takeoffs. That time savings has directly allowed our team to pursue more opportunities.



Ernie Romero  
CEO,  
Team HB



# ABOUT

## Team HB

Team HB Holdings Limited is a Phoenix, Arizona-based self-performing contractor specializing in horizontal boring, trenchless excavation, underground utilities, and concrete construction. Founded in 1962, the team aims to turn clients' construction dreams into reality through in-house crews and equipment, delivering safe, high-quality work while maintaining tight control over cost, project schedules, and execution.



**Moving away from a time-consuming workflow made a big difference in how efficiently our estimators could work.**



Team HB Case Study with  
Beam AI Takeoffs

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## CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, the entire process took too much time:

**/1** **Lengthy takeoff timelines:** Completing takeoffs with On-Screen Takeoff often stretched across multiple days, slowing overall bid turnaround.

**/2** **Estimator time constraints:** The time required for takeoffs limited how many opportunities the team could realistically pursue each week.

**/3** **Opportunity cost:** Estimators spent a disproportionate amount of time measuring and counting, instead of reviewing bids, refining strategy, or chasing new work.

## BREAKING DOWN KEY WINS

After moving takeoffs to Beam AI, the impact was immediate and measurable:

**/1** **Significant Time Savings:** Beam AI reduced takeoff timelines by several days per project, freeing up estimator capacity across the board.

**/2** **Increased Bid Volume:** With faster takeoffs, the team increased its bid send rate from 4-5 bids per week to 2X that output, without adding headcount.

**/3** **More Opportunities Pursued:** The time reclaimed is spent reviewing bids, pursuing additional jobs, and responding faster to incoming requests.

**/4** **Simple, Intuitive Software:** The team found Beam AI easy to use and quick to adopt, allowing all estimators to work efficiently without steep learning curves.



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# Final Thoughts

*"Beam AI cut down the most time-consuming part of our takeoff process, which made a noticeable difference in how fast we could move through bids."*

## BUSINESS IMPACT

Doubled weekly bid output with the same team

Faster bid turnaround, improving competitiveness on projects

Pursue more opportunities and focus on bid strategy with the estimator hours saved



 The software was easy for our team to use, and we started seeing time savings without a long learning curve.



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CEO,  
Team HB

## Ready to Take Back Your Time and Bid Smarter?

Join 1200+ businesses across the U.S. & Canada using Beam AI to automate takeoffs and increase bid capacity.

[Schedule Your Demo](#)

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