



SUCCESS STORY

Rooflynx Cuts Takeoff Time and Improves Win Rate and Revenue with Beam AI

Less manual work. More strategic bidding. Greater revenue

-  Several hours saved per project on takeoffs
-  Increased bid volume and improved win rate
-  Faster bid turnaround to meet tighter deadlines
-  Higher revenue driven by more competitive, accurate bids
-  Significant time saved on addenda

“What used to take most of a workday can now be completed in a fraction of the time with greater accuracy.”



Shane Williams
National Estimator/
New Construction Sales,
Rooflynx



ABOUT

Rooflynx

Rooflynx specializes in roofing solutions built on quality workmanship, safety, and clear communication. Their team delivers cost-effective projects, often completed in one-third the time of traditional roofing methods, while causing the least disruption to the customer's business.



BREAKING DOWN KEY WINS

Adopting Beam AI has transformed the process for Rooflynx by:

/1

Major time savings:

Several hours are saved/project, allowing estimators to review plans more thoroughly, identify scope gaps, refine pricing, and submit more competitive bids.

/2

Improved bid turnaround:

Faster takeoffs allow the team to meet tighter deadlines and respond quickly to new opportunities.

/3

Higher bid volume:

Rooflynx can bid on more projects due to Beam AI's faster takeoffs.

/4

Improved win rate:

Greater accuracy and faster submissions have directly contributed to higher close rates.

/5

Addenda efficiency:

Auto-detected changes make revisions significantly faster, eliminating the need to redo takeoffs from scratch.

CHALLENGES BEFORE BEAM AI

Before implementing Beam AI, the estimating process relied heavily on manual workflows:

/1

Time-intensive takeoffs:

Estimators spent multiple hours per project using traditional PDF viewers and spreadsheet-based tools.

/2

Manual detail review:

Breaking down plans and specifications required careful line-by-line review, increasing the risk of missed scope items.

/3

Limited strategic time:

Most of the workday was consumed by quantity takeoffs rather than pricing strategy, value engineering, or scope analysis.

/4

Revision-heavy addenda:

When addenda were issued, estimators often had to revisit and redo significant portions of takeoffs.





FINAL THOUGHTS

"Beam AI has allowed us to shift from just measuring quantities to actually thinking strategically about the bid."

BUSINESS IMPACT

— **Bidding on more projects** without expanding the team

— **Improved win rate** due to faster and more accurate estimates

— **Increased revenue** tied directly to higher bid volume and improved close rates

— **Greater estimator efficiency**, allowing focus on higher-value decisions

— **Reduced risk of missed scope** through auto-detected spec details and keyed notes



“Because Beam AI helps us turn bids around faster, we’re able to pursue more opportunities consistently.”



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Ready to take back your time and bid smarter?

Join 1200+ construction teams across the US and Canada using Beam AI to automate takeoffs, generate estimates, and increase bidding capacity.

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