



SUCCESS STORY

Smith Fence saves 10-15 hours weekly per estimator and speeds up Bid Turnaround with Beam AI

Turning estimator hours into revenue-driving work



10-15 hours saved a week per estimator



Faster bid turnaround



Improved takeoff accuracy



Saved time allowed the team to reconnect with GCs



More time for follow-ups

“We’re not spending those extra 10-15 hours buried in takeoffs anymore; we can actually focus on following up and staying connected with our GCs.”



Darlene Garcia

Estimator,
Smith Fence



ABOUT

Smith Fence

Smith Fence is a family-owned, nationwide leader in commercial, industrial, & motorsport fencing with roots dating back to 1977. Known for quality workmanship and customized project solutions, they serve contractors and clients across the U.S., Canada, and beyond.



BREAKING DOWN KEY WINS

Since implementing Beam AI, the team has rebalanced how estimator time is spent, without adding to the team:

/1

Time Reclaimed Per Estimator:

Beam AI has reduced manual takeoff time by approximately 10–15 hours per week per estimator, which is now being reinvested into higher-value activities.

/2

Faster Bid Turnaround:

With takeoffs completed more efficiently, the team can turn bids around faster, improving responsiveness to GCs.

/3

Improved Specification Clarity:

Access to detailed spec information helps ensure the correct components are used when quoting, improving accuracy and overall bid quality.

/4

More Time for Strategic

Follow-Ups: Estimators now use saved time to follow up on previously submitted quotes, increasing visibility and strengthening GC relationships.

/5

Simple Workflow and Top-tier

Support: The platform has been easy for the team to navigate and adopt. And when questions arise, support is readily available.

CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, Smith Fence relied heavily on manual takeoffs, which created several constraints:

/1

Time-intensive manual workload:

Estimators were spending an additional 10–15 hours per week on takeoffs.

/2

Limited time for strategic tasks:

Follow-ups with GCs and relationship-building efforts were often deprioritized since takeoffs took most of the time.

/3

Slower turnaround times:

Manual processes extended the time required to move from drawings to finalized bids.





Final Thoughts

Having that extra time each week changes how we operate. We're able to focus more on communication and getting our bids out faster instead of just measuring plans.

BUSINESS IMPACT

10–15 estimator hours saved per week, leading to more consistent follow-ups with GCs

Improved bid turnaround time

Greater operational efficiency without expanding the team

Stronger confidence in quoted components



“It's made our estimating process smoother and lets us operate more efficiently overall.”



Darlene Garcia
Estimator,
Smith Fence

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](#)