



SUCCESS STORY

Coastal Grading increases bid volume by 20% using Beam AI

Increased bid volume with faster turnaround time



Increased win rate and bid capacity



Gained more time to focus on high-value tasks



Bid more within the same timeframe



Beam AI helped us increase bid volume by 20% and improve bid turnaround time. Now we can use that time to focus on more projects and sales.



Brian Purtell
Managing Member,
Coastal Grading





ABOUT

Coastal Grading

Founded in 1981, Coastal Grading Inc. is a trusted site-preparation contractor serving coastal Georgia and South Carolina. With over 40 years of experience, the company delivers quality grading, earthwork, and construction services through skilled teams, strong partnerships, and a commitment to excellence.





BREAKING DOWN KEY WINS

After integrating Beam AI into the estimating workflow, Coastal Grading experienced meaningful operational improvements:

- /1** Evaluated each job more thoroughly and increased bid volume by 20%.
- /2** Bid turnaround time improved by 3X and won more jobs.
- /3** Time saved doing takeoffs allowed them to shift focus to more projects and sales tasks.

CHALLENGES BEFORE BEAM AI

Before Beam AI, Coastal Grading faced a couple of challenges:

- /1** Estimators were spending 40-50 hrs a week on takeoffs.
- /2** Time consumed on takeoffs limited estimators to focus on other priority tasks.
- /3** Estimators also consumed a week or more on a single bid.

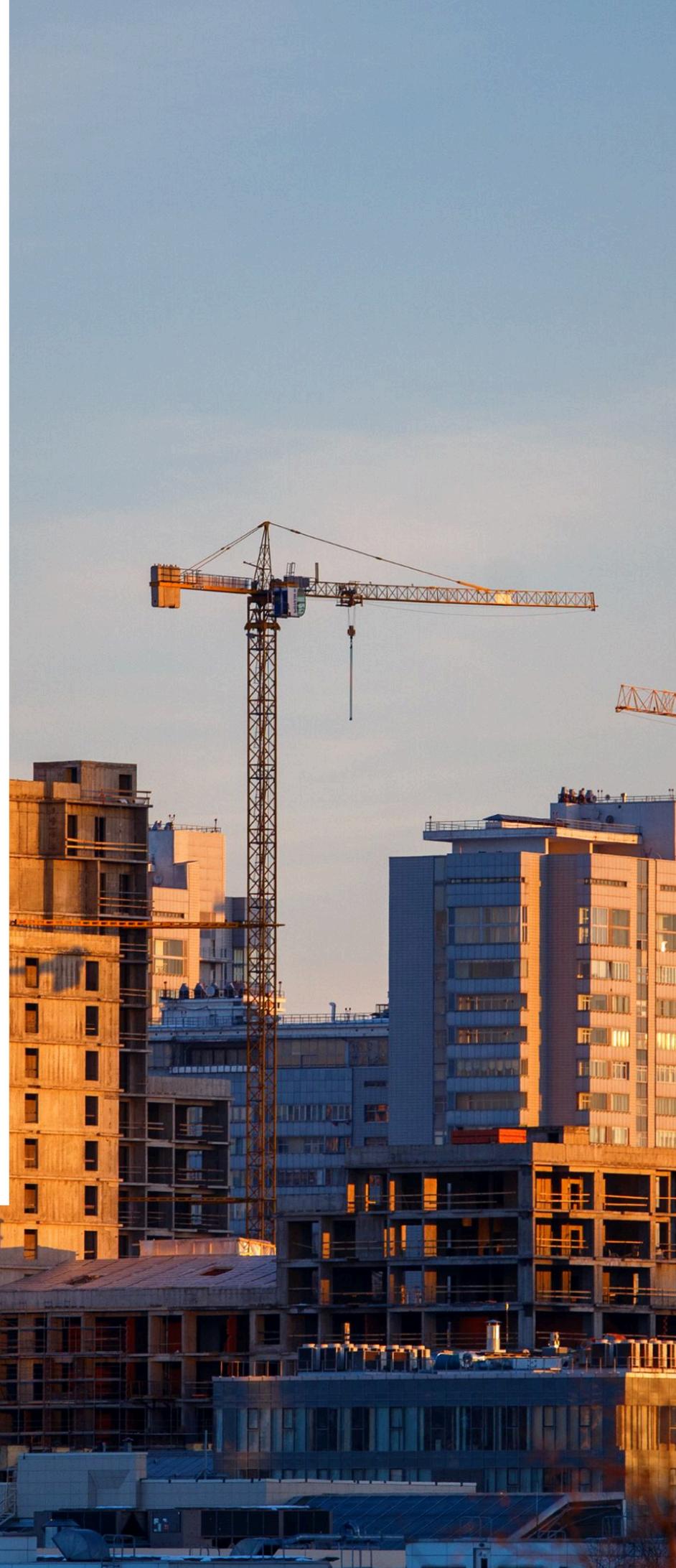


BUSINESS IMPACT

Bid turnaround time improved significantly, as what previously took about a week for one bid can now be completed three times within the same timeframe.

Increased bid volume and win rate by about 20%, while helping to better analyze project risks and identify cost-saving opportunities.

Time saved on takeoffs allowed the focus to shift to managing projects and sales.



“Our estimators used to spend 40-50 hours on takeoffs and a week or more on a bid. But after Beam AI, I can run three bids within the same timeframe while increasing the win rate and bid volume by 20%. The auto-specs help us understand the job and the assumptions made.”

BP

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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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