



SUCCESS STORY

Primeworks Reclaims 20+ Hours Per Month and Improves Bid Win Rate with Beam AI

Faster takeoffs. More time to run the business. Greater peace of mind



Reduced takeoff time from 20–25 hours per month to ~2 hours per bid



Awarded 2 out of 3 submitted bids this year



Significantly improved accuracy and level of detail



Gained more time to focus on day-to-day business operations



Eliminated manual quantity population

“With Beam AI, I can put a bid together in about two hours now. It’s completely changed how I spend my time.”



Brett Michelsen
Operations Manager,
Primeworks Property
Services



ABOUT

Primeworks Property Services

Primeworks Property Services is a property services firm with decades of experience serving clients across Bermuda. They deliver a wide range of services, including interior and exterior painting, industrial coatings, steel restoration, spraying, fireproofing, and project management.



BREAKING DOWN KEY WINS

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

/1

Major Time Savings:

With Beam AI handling automated takeoffs, bids that previously consumed dozens of hours each month now come together in roughly 2 hours.

/2

More Time to Run the Business:

The team at Primeworks now has more bandwidth to focus on the day-to-day operations, clients, and overall business growth.

/3

Strong Win Rate:

In this year alone, Primeworks worked on and submitted 3 bids, out of which 2 projects were successfully awarded, and 1 is currently under consideration. Faster turnaround combined with detailed, high-quality takeoffs has strengthened bid confidence and competitiveness.

/4

High Accuracy & Detail:

The level of detail provided delivers real peace of mind. Automated quantity extraction reduces the risk of missed items and improves overall confidence at submission.

/5

Simple, Intuitive Workflow:

The ability to click and expand drawings makes reviewing plans simple and efficient, improving the overall estimating experience.

CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, estimating was largely manual and time-intensive:

/1

Manual-first workflows:

Takeoffs were initially completed by hand, then later with PlanSwift. While digital, it still required manually populating quantities, making the process time-consuming.

/2

No time savings:

Estimating consumed significant time, i.e., 20-25 hours per month on takeoffs, that could have been spent managing projects or growing the business.

/3

Limited operational focus:

Spending long hours in front of a computer reduced time available for day-to-day business oversight and client engagement.





FINAL THOUGHTS

"I would definitely recommend Beam AI. I've already recommended it to many others over the past six months."

BUSINESS IMPACT

Reduced bid turnaround time allowed estimates to be completed in ~2 hours instead of 20–25 hours each month.

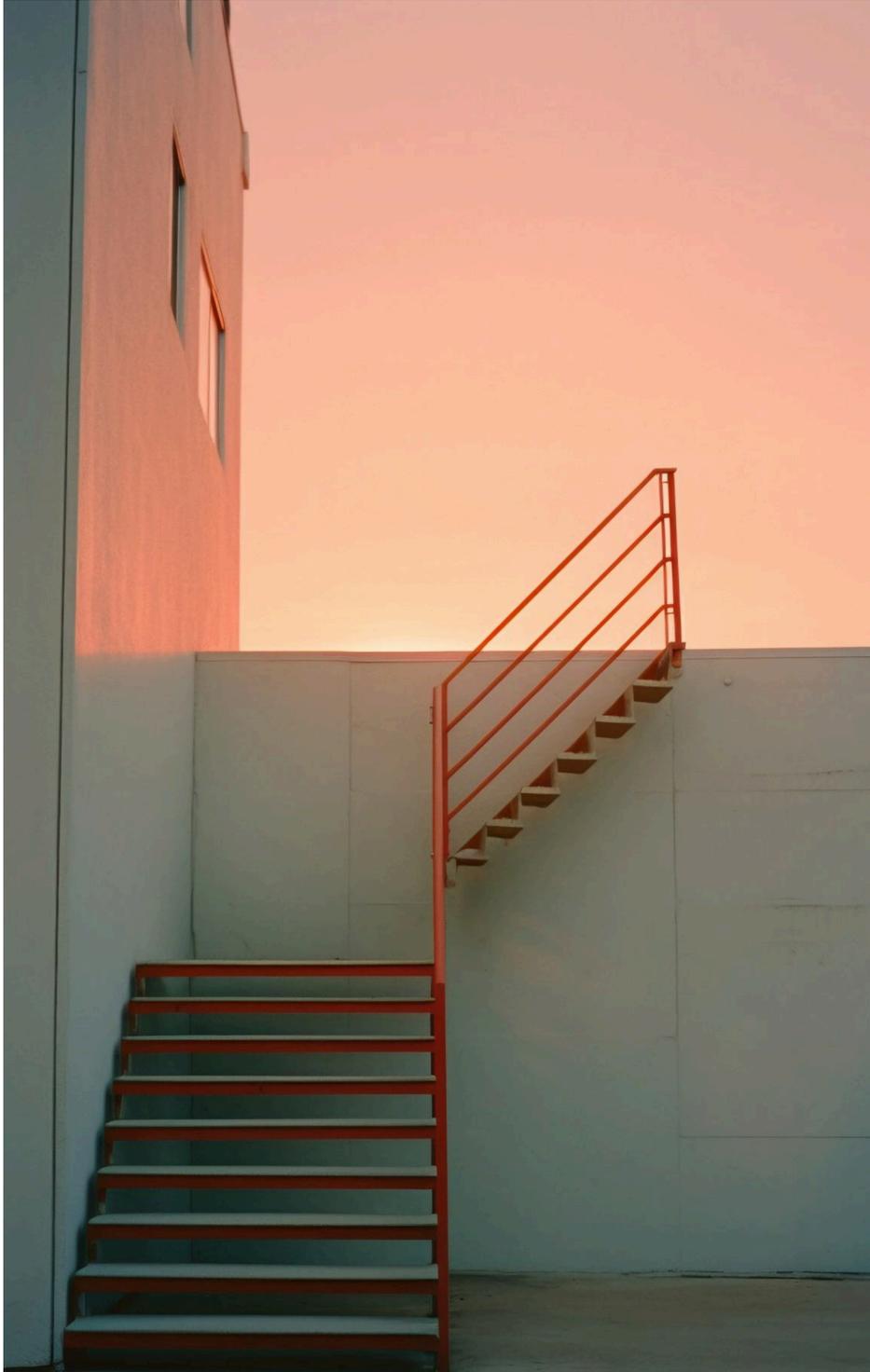
More focus on running day-to-day operations and on higher-value business priorities.

Bid confidence improved significantly due to the high level of detail and accuracy in each takeoff.

A stronger win rate was achieved, with 2 out of 3 submitted bids awarded and another under consideration.

Operational flexibility increased without adding staff, creating more capacity without increasing overhead.

Reduced reliance on manual data entry and repetitive tasks, removing repetitive administrative effort from the process.



“Beam AI takes care of the heavy lifting on takeoffs, which makes the entire bidding process much smoother.”



Brett Michelsen
Operations Manager,
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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.

[Schedule Your Demo](#)