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SUCCESS STORY

Immec, Inc. Cut Steel Takeoff Time from 2 Weeks to a Couple of Days Using Beam AI

Faster takeoff cycles enable the team to go after more opportunities.

- Takeoffs reduced from weeks to just a few days
- Higher accuracy with micro-level steel detection
- 2–3 additional bids submitted every month
- Streamlined spreadsheet workflow for fast bids
- Smooth onboarding and a responsive support team

> "If it takes a week or two weeks, I can probably do it with Beam AI in a couple of days.

Corey O'Loughlin
Senior Project Manager
Immec, Inc.

ABOUT

IMMEC Inc, is a locally owned general contractor specializing in industrial construction and maintenance. Most of the structural steel work is handled primarily by Corey O'Loughlin and Andy.

> **"What used to take us one to two weeks of manual takeoffs can now be done in just a couple of days with Beam AI. That time savings allows us to pursue more bids while still staying focused on our active projects.**

CHALLENGES

Before adopting Beam AI, Immec faced significant challenges in its takeoff and bidding workflow:

/1 Manual takeoffs in **Bluebeam** required clicking every steel item and then exporting data into CSV and Excel, followed by line-by-line entry.

/2 Large steel projects, **hundreds of tons**, took **one to two weeks** to complete. The takeoff process was tedious, highly manual, and time-intensive.

/3 Limited bandwidth forced the team to be **selective about which bids to pursue**, especially while handling two **$10 million projects** simultaneously.

/4 Difficulty picking up micro-level components, such as **field bolts, clip angles, bent plates, and washers**, which required guesswork or percentages.

/5 Estimators spent most of their time on takeoffs rather than project management.

BREAKING DOWN KEY WINS

After adopting Beam AI, Immec's estimating workflow began showing clear improvements:

/1 **Multiple days saved per project**, with takeoffs reduced from **1–2 weeks to just a couple of days**, depending on tonnage.

/2 Improved accuracy with Beam AI detecting **nuts, bolts, washers, clip angles, bent plates, and field bolts** that humans often miss.

/3 Smoother navigation and easier use over time as the team refined their spreadsheet setup.

/4 Improved internal efficiency as saved time allowed estimators to **focus more on managing live projects** instead of constantly chasing new bids.

/5 Increase in bids being sent, now **2–3 bids per month**, compared to earlier when they were highly selective due to workload.

BUSINESS IMPACT

Beam AI is helping Immec strengthen and scale its estimating and preconstruction process:

- Faster takeoff cycles enable the team to go after more opportunities.
- More accurate, detailed takeoffs provide clarity on the **procured amount of steel** they actually need.
- Better workload balance between project delivery and new bidding.
- Aligned with Immec's growth trajectory - aiming to reach **$50 million in 2026**, up from **$40 million**, and targeting **$75 million in 2027.**

> "The whole process has been very useful. It's progressed in a very positive forward movement.

Corey O'Loughlin
Senior Project Manager
Immec, Inc.

Ready to Increase Your Bidding Efficiency?

Book a demo with Beam AI and see how automated takeoffs can drive your business growth.

Book a Demo