BEAM Powered by Attentive.ai × Merritt Contracting

SUCCESS STORY

Merritt Contracting Saves 8 Hours/Week While Maintaining Bid Accuracy with Beam AI

Dedicated more time to sales strategy and customer service tasks

- Saved 8 hours per week
- Spent time on customer engagement & winning bids
- Increased bid accuracy

> With Beam AI, we are able to improve bid turnaround time and save hours on doing takeoff revisions. By automating manual tasks, our time is now better spent on customer engagement and prepping for upcoming bids.

Brent Wright
Senior Estimator
Merritt Contracting

ABOUT

Merritt Contracting

Started in 1995, Merritt Contracting is a local leader in civil and concrete construction. From utility to concrete and site preparation, they have all the equipment and expertise that is needed to get the job done. Their pipe crews have years of experience to help meet and exceed customers' expectations. From home slabs to detailed and extensive commercial buildings, Merritt is a team to call.

> **Beam AI enabled us to achieve higher bid accuracy across all projects with greater confidence.**

Merritt Contracting Case Study
with Beam AI Takeoffs
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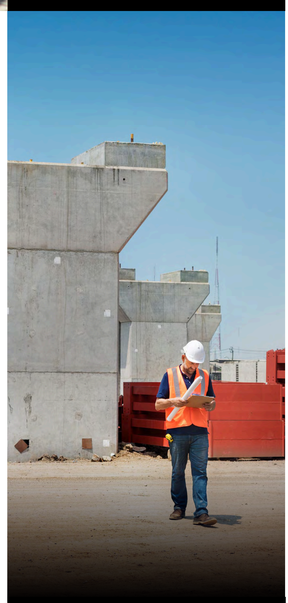
BREAKING DOWN KEY WINS

/1 **Save time on doing takeoffs** and spend it on accelerating sales processes and customer service.

/2 **Greater confidence in bid accuracy across projects.**

/3 **Auto-detect addenda** helped save hours on doing takeoff revisions.



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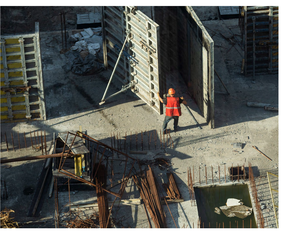
CHALLENGES

Before using Beam AI, Merritt Construction faced various challenges in its takeoff process

/1 They used to take off material quantities manually, which required a lot of human intervention.

/2 Manual takeoffs slowed down the bid turnaround time, impacting the number of bids sent.

> **By automating manual tasks, our time is now better spent on customer engagement and prepping for upcoming bids.**



Key Results

Saved 5-8 hours a week on doing takeoffs

Even during the early stages of using Beam AI, the team had seen improved bid accuracy and fewer oversights in material takeoffs.

Improved bid turnaround time with Beam AI

> Beam AI is easy to use and navigate. It saves us 5–8 hours a week—time we now spend on pricing strategy and customer needs.

Brent Wright
Senior Estimator
Merritt Contracting

BUSINESS IMPACT

More focus on sales strategy and customer service tasks.

Since AI takes off all the material quantity and delivers it on time, the bid turnaround time has been improved.

Auto-detection of spec details and keyed-in notes helped save a lot of time.

Ready To Transform Your Bidding Process?

Discover how Beam AI can streamline your takeoff process, increase bid accuracy, and boost your revenue.

Schedule a Demo

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