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SUCCESS STORY

Beam AI frees up estimating time for a Georgia-based contractor, to focus on running the business

Faster takeoffs, streamlined pricing, and freed up bandwidth for business operations.

- Less time on manual takeoffs
- Structured data for faster pricing
- More focus on business operations
- No change to estimating judgment

> Beam AI gives me the information I need so I can focus on running the business instead of sitting in front of plans all day

M.H. Michael Harrington
Owner
Piedmont FM Group

ABOUT

Piedmont FM Group

Piedmont FM Group is a small to medium licensed general contractor in Georgia specializing in civil and commercial building projects.

> **Estimating is the heartline of construction, where mistakes could have serious downstream consequences. And Beam AI has helped me reclaim time and keep the business running smoothly without the need to add overhead.**

Piedmont FM with Beam AI Takeoffs
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CHALLENGES

Before using Beam AI, Michael handled all estimating himself, alongside running day-to-day business operations.

/1 Takeoffs were completed manually using earthwork takeoff software

/2 Estimating required long, interrupted work sessions due to constant operational demands

/3 Switching between estimating, project questions, equipment issues, and vendor coordination made it difficult to focus fully on bids

/4 Larger and more complex projects required significant time investment before pricing decisions could even begin

BREAKING DOWN KEY WINS

/1 Beam AI allowed Michael to separate data preparation from decision-making, changing how estimating fit into his day.

/2 Beam AI handles the bulk of takeoff work on medium and larger projects

/3 Michael receives structured quantity data that he can review, adjust, and price according to his process

/4 Estimating can now be done in focused review sessions instead of fragmented manual work

/5 While takeoffs are being completed, Michael can spend time running the business, coordinating jobs, and addressing operational needs

/6 Beam AI complements existing tools, which Michael still uses for smaller, simpler projects

/7 Michael continues to double-check counts and apply his own judgment, but notes that the overall process is smoother and faster.

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BUSINESS IMPACT

Time freed for operations: Estimating no longer blocks time needed for managing projects, equipment issues, and daily business decisions

Better use of experience: With repetitive takeoff work reduced, Michael spends more time applying judgment, pricing strategy, and risk assessment

Confidence through verification: Beam AI supports, rather than replaces, his established estimating checks and balances

Michael emphasized that Beam AI helps him manage the work he already has, rather than forcing artificial growth beyond his operational capacity.

> I see Beam AI as a tool. It gives me information. I still make the decisions. I still apply my judgment.

M.H. Michael Harrington
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Ready to reclaim time in your estimating workflow?

See how Beam AI supports experienced contractors with faster takeoffs and human-led decision-making

Schedule Your Demo

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