



## SUCCESS STORY

# Axion Saves 16 Hours/Week & Frees Up Time for On-Site Project Management with Beam AI

Turned hours of counting into strategic field time by automating takeoffs



16 HOURS SAVED WEEKLY



FASTER TURNAROUND FOR BIDS AND ADDENDA



MORE ACTIVE PROJECT MANAGEMENT



NO NEED TO ADD ESTIMATOR HEADCOUNT

“Beam AI is very easy to use and incredibly user-friendly. It’s saving me 16 hours a week and helping me spend more time out in the field managing jobs.”



Dexter Turner  
Account Executive,  
Axion Specialty Contracting





# ABOUT

## Axion Specialty Contracting

Axion Specialty Contracting LLC is a Massachusetts-based mechanical insulation contractor that specializes in designing, fabricating, and installing insulation systems for commercial, industrial, and process infrastructure. Their expertise spans thermal insulation, heat tracing, and mechanical system protection, helping clients enhance energy efficiency and system performance.





## HOW BEAM AI TRANSFORMED THEIR WORKFLOW

**/1** Saved ~16 hours/week by automating labor-intensive manual takeoffs

**/2** Faster turnaround on bids and revisions, even when plans included multiple addenda

**/3** Auto-detection of keyed notes and specs reduced the time spent interpreting sheets manually

**/4** Time freed up for Dexter to get back on-site, project managing and tracking details hands-on

**/5** No additional headcount required: Dexter now covers more ground solo, occasionally sharing takeoffs with teammates

## CHALLENGES BEFORE BEAM AI

**/1** Dexter, the only estimator at Axion using Beam AI, was spending nearly **32 hours per week** on takeoffs using digital but manual takeoff software.

**/2** With no dedicated support team, every bid had to be prioritized over project oversight, limiting Dexter's ability to stay engaged on active jobsites.

**/3** Addenda and plan revisions slowed things down even further, leading to repeated rework and tight turnaround cycles





**Quicker Revisions = Smoother Workflow:** Addenda no longer stall proposals, Beam AI makes updates easy with auto-detected changes.

**User-Friendly + Stellar Support:** Dexter praised Beam AI's intuitive interface and "fantastic" customer service experience, enabling easier adoption.

# BUSINESS IMPACT

**16 Hours Saved per Week:** Beam AI cut Dexter's estimating time in half, giving him two full extra workdays per week.

**More Time in the Field:** With estimating handled faster, Dexter now spends more time overseeing active projects.



**“We're clearly able to do more with the same resources. Beam AI helps me stay closer to the field while still managing my estimating workload.”**



**Dexter Turner**  
Account Executive,  
Axion Specialty Contracting

## Ready To Maximize Your Bandwidth?

Discover how Beam AI helps teams like Axion work smarter, not longer.

[Schedule Your Demo](#)

