



SUCCESS STORY

Wetzel Flooring nearly 2Xs Proposal Volume in just 6 weeks with Beam AI

Faster takeoffs. Nearly double the proposals.
No added headcount.



Increased proposal volume from **-\$2M** to nearly **\$4M** in 6 weeks



Increased **bidding capacity** without growing the team



Improved bid turnaround time



Eliminated manual takeoff bottlenecks



“We went from around two million to almost four million in a month and a half. I think that speaks for itself.”



Kris Partin
Estimator
Wetzel Flooring

ABOUT

Wetzel Flooring

Wetzel Flooring is a commercial flooring contractor specializing in high-quality flooring installations across a wide range of project types. With a focus on precision and transparency, they partner closely with clients to ensure smooth project delivery from start to finish.

“There were jobs we simply wouldn't have been able to bid before. Now we don't have to pass on those opportunities.”



Kris Partin

Estimator
Wetzel Flooring



CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, the takeoff process was fully manual, which created some bottlenecks:

/1 Heavy manual workload
The team spent 8-12 hours per day on takeoffs, leaving no time for other tasks.

/2 Single point of dependency
With only one primary estimator, projects could only move forward as fast as one person could measure them.

/3 Limited bid capacity
If the estimator was fully booked, certain projects simply couldn't be bid on.



BREAKING DOWN KEY WINS

Since bringing Beam AI on board, the team has removed its biggest bottleneck: takeoff capacity.

/1 Nearly doubled proposal volume
Within the first few months of using Beam AI, Wetzel Flooring's proposals increased from approximately \$2M to nearly \$4M.

/2 Expanded bidding capacity without hiring
The team increased output significantly without adding another estimator.

/3 Faster bid turnaround
Takeoffs are now getting completed without the sales team having to touch the measurement process, allowing them to submit bids faster.

/4 Ability to pursue more opportunities
Jobs that previously would have been passed on due to a lack of time are now being bid on.

/5 Increased focus on strategic tasks
The team can now spend more time on project management, stay ahead of active jobs, and focus more on strengthening relationships with GCs.



BUSINESS IMPACT

— Proposal volume nearly doubled in a 6-week period

— More jobs bid without expanding the estimating team

— Reduced bottlenecks caused by single-person dependency

— Greater opportunity creation through increased bidding capacity

— Improved operational flexibility during high-volume periods

FINAL WORD

“If you’re trying to bid more work and give yourself more opportunities to land jobs, Beam AI definitely helps you do that.”



Kris Partin
Estimator
Wetzel Flooring



Ready To Remove Your Estimating Bottleneck?

JOIN 1200+ CONSTRUCTION

teams across the US and Canada using Beam AI to scale bid capacity, with the same team.

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