



## SUCCESS STORY

# Hatch Building Supply Increases Bid Capacity While Eliminating Vendor Delays With Beam AI

Increased bid volume with faster  
takeoffs & higher customer  
satisfaction



ABLE TO HANDLE MORE BIDS



SAVED MORE TIME FOR  
HIGH-PRIORITY TASKS



MORE BUSINESS OPPORTUNITIES



IMPROVED CONFIDENCE IN  
TERMS OF BID ACCURACY



We used to miss last-minute bid requests due to delays in getting takeoffs from vendors. With Beam AI, we no longer lose those opportunities and can capture every incoming request.



Zach Linck

Director of Operations,  
Hatch Building Supply





# ABOUT

## Hatch Building Supply

Hatch Building Supply is a one-call shop for all your specialized concrete and masonry supplies, accessories, and reinforcing steel needs for your project. It offers contractors and homeowners a complete array of concrete products and services.



## BREAKING DOWN KEY WINS

After integrating Beam AI, Hatch Building Supply witnessed improved operational efficiency:

- /1** Captures every last-minute bid request, allowing for more business opportunities.
- /2** Beam AI has delivered takeoffs in as fast as **1 day**, compared to 7-10 days previously.
- /3** They have run **about 20 jobs** through Beam AI in two months.
- /4** This represents a **15%-20% increase in bid volume**, based on their typical monthly range of 60-70 estimates.
- /5** For busy seasons, they expect this advantage to increase their monthly bids from ~130 to **150-160**.
- /6** Delivers quick & accurate numbers to customers.

## CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, Zach and his team faced multiple challenges with their workflow:

- /1** All takeoffs were outsourced to third-party vendors.
- /2** Bid turnaround time took 7 to 10 days.
- /3** Lost opportunities due to the time taken to get takeoffs back from vendors.
- /4** Answering client questions required waiting for vendor replies, since takeoffs were not done internally.





— Increased opportunities with higher customer satisfaction.

— **Massively improved** turnaround times - from 7-10 days to as little as 1 day

# BUSINESS IMPACT

— **More opportunities captured,** including last-minute bids

— Saves time for estimators to handle more back-end & strategic tasks.



“ Our typical bid turnaround was 7-10 days, but Beam AI has delivered takeoffs in as little as 1 day, massively improving our efficiency.

We've also seen an increase in bid volume. The interactive plan feature helps us quickly answer client questions on our bid proposal without waiting on the third-party vendors.



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Director of Operations,  
Hatch Building Supply

## Ready to Increase Your Bidding Efficiency?

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

[Schedule Your Demo](#)

