



## SUCCESS STORY

# Tactical Construction Reduces Takeoff Time by 50% and Increases Bid Capacity by >2x with Beam AI

Secured more projects, increased revenue, and saved time for other high-value tasks.



**50%+ REDUCTION IN TIME SPENT ON TAKEOFFS**



**INCREASED BID CAPACITY BY >2X**



**TOOK UP LARGER PROJECTS (POTENTIALLY \$470K+)**



**FULLY SCALABLE WITHOUT EXPANDING THE TEAM**



“Before Beam AI, Manual Takeoffs Took Up Too Much Time. We Had To Trace Everything By Hand And Often Passed On Projects. Now, We’re Sending Up To 5 Bids A Week, Have Taken On Larger Projects, And Even Repurposed An Estimator To Focus On Inventory And Purchasing. Beam AI Has Truly Helped Us Grow.”



Dylan Kaminski

Business Development Manager, Tactical Construction Inc.





# ABOUT

## Tactical Construction Inc.

Tactical Construction is a veteran-owned general contracting firm focused on high-quality residential and commercial construction services. With a disciplined, mission-driven approach, the team handles various projects—from ground-up builds to complex renovations—across the U.S.

**With Beam AI managing takeoffs, the team was able to pursue larger projects like a recently awarded \$470K contract, an opportunity we may have otherwise passed up.**





## BREAKING DOWN KEY WINS

After adopting Beam AI, Tactical Constructions Inc. unlocked gains across bidding speed, takeoff accuracy, and overall revenue.

# /1

**Increased bid capacity by 2x:** With automated takeoffs, estimators went from bidding 1-2 jobs to 4-5, without increasing headcount.

# /2

**50% time savings:** With Beam AI saving significant takeoff time, Tactical Construction Inc. could redirect estimators to focus on business development, inventory management, and purchasing.

# /3

**Higher accuracy:** Auto-detection of spec details and notes made bids more accurate and competitive.

# /4

**Increased bid wins:** With Beam AI managing takeoffs, the team could pursue larger opportunities, like a \$470K project they recently secured, and improve turnaround confidence.

## CHALLENGES BEFORE BEAM AI

Before Beam AI, Tactical Constructions Inc. relied on manual takeoff methods for their projects. This created challenges for them;

# /1

**Significant time drain:** Manual takeoffs on software like Procore consumed 50% of estimator time, pulling focus away from other high-value work.

# /2

**Missed bids:** Time-consuming takeoffs limited the number of bids that could be sent out, forcing the team to skip high-potential projects.

# /3

**Accuracy concerns:** Manually reviewing spec sheets, keyed notes, and plan updates made it easy to miss details.

# /4

**Slow bid turnaround:** As bid timelines tightened and manual takeoffs took longer, the team struggled to respond to bids competitively.





— **Faster, more accurate bids** helped Tactical Construction Inc. **win larger projects and boost revenue.**

— With Beam AI, project managers could create proposals themselves, **increasing agility across departments.**

# BUSINESS IMPACT

— Beam AI helped Tactical Construction Inc. more than **double its bidding capacity without growing the team.**

— **Cut takeoff time by 50%**, freeing up capacity for higher-value work like business development, material purchasing, and inventory management.



“Beam AI Is Easy To Use, Fast, And Backed By A Responsive Team. It’s Helped Speed Up Our Takeoff Process And Win Larger Projects. I’m Already Recommending It To Others.”



Dylan Kaminski  
Business Development  
Manager, Tactical  
Construction Inc.

## Ready To Take Back Your Time And Bid Smarter?

### 1200+ BUSINESSES

across US & Canada trust Beam AI with their takeoffs

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