BEAM Powered by Attentive.ai × ROCKY MOUNTAIN STEEL

SUCCESS STORY

Cutting 50% Takeoff Time & Boosting Bid Submittals up to 10/Week for a Texas-Based Concrete Company

Improved bid turnaround and saved hours on doing takeoff revisions

- 1-2 days saved per week
- Increased bid capacity and efficiency
- Super-accurate takeoffs with auto-detected specs

> With Beam AI, we are looking at a 10% increase in win rate, and saving up to 2 days on doing takeoffs. Since Beam AI is able to do a better job of capturing details that might be overlooked earlier, our bids are now more accurate.

ABOUT

Rocky Mountain

Established in 1997, Rocky Mountain Steel, Inc. specializes in fabricating, supplying, and installing structural and miscellaneous steel for a wide range of construction projects. From commercial and industrial developments to educational institutions, healthcare facilities, airports, and residential buildings, they proudly serve Colorado and neighbouring states with precision and expertise.

> **Beam AI is easy to use and navigate. It has helped us turnaround bids faster and free up 5–8 hours a week.**

CHALLENGES

Before implementing Beam AI, they faced multiple challenges in their takeoff and bidding processes:

/1 While using OST, estimators spent 8 to 16 hours (1 to 2 days) on takeoffs or even up to 3 to 4 days on large projects.

/2 Due to time constraints, the estimators could only process 2 to 4 submittals per week.

BREAKING DOWN KEY WINS

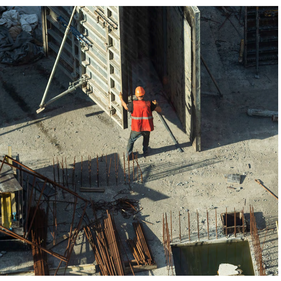
After integrating Beam AI, they transformed their estimating workflow on various parameters:

/1 **Focused on strategic tasks:** Due to incredible time savings on takeoffs, estimators were able to focus on project management initiatives and site visits, while taking on more projects.

/2 **Improved bid turnaround time:** By automating takeoffs, the team is able to hit 10 submittals per week, improving bid turnaround time significantly.

/3 **Higher submittal output without increasing headcount:** The company saw an increase in output, now processing 5 to 10 submittals per week, up from just 2 to 4 previously.

> **Beam AI ensures accuracy by capturing specs, notes, and summaries that were previously overlooked.**



BUSINESS IMPACT

Expanded business pipeline: With the takeoff time cut in half, the team is submitting more bids per week. This means a significantly larger pipeline and higher revenue potential, even with a consistent 10% win rate.

Improved bid accuracy: Now, bids are more accurate since Beam AI is able to better capture specs, notes, and summaries that might be overlooked earlier.

Accelerated bid turnaround: With Beam AI automated takeoffs, the team could reallocate time towards project management, site visits, and guiding field reps.

> By adopting Beam AI, we are able to cut takeoff time in half while increasing bid accuracy significantly. It is an important part of our business growth. Now, we are able to focus on project management, site visits, and sales initiatives, and collaborate with subcontractors.

Brent Wright
Senior Estimator
Merritt Contracting

Ready To Transform Your Bidding Process?

Discover how Beam AI can streamline your takeoff process, increase bid accuracy, and boost your revenue.

Schedule a Demo