BEAM Powered by Attentive.ai × Harner PLUMBING

SUCCESS STORY

Harner Plumbing Witnesses 4.5X Increase in Bid Volume, and Saves a Week per Takeoff with Beam AI

Sped up bid turnaround & eliminated missed bid opportunities

- Bid turnaround time reduced from 1 week to 1 day
- Bid volume increased from 2 to 9 bids
- Able to submit bids faster, with higher confidence

> Beam AI has helped us complete more bids by significantly reducing the time we spend on takeoffs each week.

Danell Zarrelli
Assistant Project Manager
Harner Plumbing

ABOUT

Harner Plumbing

A full-service plumbing company catering to residential and commercial clients in Northeast Ohio and surrounding areas. Known for reliable services, Harner Plumbing handles everything from routine plumbing needs to complex sewer and drain solutions. Their comprehensive services include residential and commercial plumbing, drain cleaning, storm drain maintenance, hydro jetting, and sewer video inspections. They also specialize in advanced trenchless technologies, including pipe lining and repair.

Harner Plumbing Case Study with Beam AI Takeoffs
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CHALLENGES

Before adopting Beam AI, Harner Plumbing's estimating process was manual, slow, and resource-intensive:

/1 **Time-consuming manual takeoffs:** Completing one bid could take up to a week using manual tools such as FastPIPE, delaying other high-value tasks.

/2 **Limited bid capacity:** With significant time spent on takeoffs, the team could only produce 1–2 bids a week.

/3 **Missed growth opportunities:** Time spent on manual tasks left little bandwidth to manage jobs or take on more work.

BREAKING DOWN KEY WINS

After implementing Beam AI Takeoff Software, the team at Harner Plumbing made a clean break from inefficiency:

/1 **Automated Takeoff Process:** With Beam AI, takeoffs are now completed in just one day. The team is now able to complete more takeoffs in the same timeframe and send out significantly more bids each week.

/2 **Spot on Takeoff Accuracy:** The numbers are now right on the mark, leading to better competitive bids and helping Harner Plumbing win more jobs.

/3 **More Time for Strategic Tasks:** Estimators are now able to manage ongoing jobs more effectively, consider more projects, and provide stronger support to project managers.

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Better time management: Estimators now have more time to manage projects, support PMs, and contribute to bid strategy

BUSINESS IMPACT

4.5x increase in bidding volume: Went from 2 bids to 8–9 bids in the same timeframe, without growing the team.

Improved win potential: Better accuracy and more bids have helped Harner Plumbing secure more jobs.

> 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.

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Ready To Transform Your Takeoff Process?

Book a demo with Beam AI and see how automation can help you bid faster, win more, and grow your business.

Schedule a Demo

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