BEAM Powered by Attentive.ai × CART CONSTRUCTION

SUCCESS STORY

Cart Construction Cuts Bid Turnaround Time and Grows Revenue Potential with Beam AI Takeoff Software

Automated takeoffs enable faster bids and increased job wins without expanding the team.

KEY WINS

- COMPLETING TAKEOFFS IN JUST 1-2 DAYS
- INCREASED OVERALL REVENUE
- FASTER TURNAROUND ON REVISIONS
- HIGHER TEAM AVAILABILITY AND CLIENT COMMUNICATION

"Beam AI Has Completely Transformed How We Do Takeoffs. It's Faster, More Accurate, And Incredibly Efficient. We're Winning More Jobs, Growing The Business, And Doing It All Without Expanding Our Team. It's Become An Essential Part Of How We Operate.

Viri Ramirez
Co-owner,
Cart Construction

ABOUT
Cart Construction

Cart Construction is a locally owned business based in Des Moines, Iowa, with over a decade of experience in fulfilling clients' commercial and residential flooring needs. Specializing in tile, VCT, vinyl, carpet, and wood installations, the company is committed to delivering top-quality finishes and exceptional service.

"Beam AI has helped us send more bids in less time, and our wins have improved as well."

CHALLENGES

Before adopting Beam AI, Cart Construction faced several challenges in their estimating process:

/1 **The team spent 10 hours to a few days on manual takeoffs,** limiting the number of bids they could submit.

/2 The manual takeoff process **hindered the team's ability to respond quickly to bid invitations** and revisions sent by general contractors.

/3 The **team relied on traditional takeoff techniques** and CAD to read and review drawings, which was **repetitive and time-intensive.**

/4 **Limited time for high-impact activities** like client communication, pricing, fine-tuning bids, and following up with general contractors.

Key Wins with Beam AI

Since implementing Beam AI, Cart Construction has experienced significant improvements:

/1 **Reduced takeoff time:** With Beam AI, Cart Construction completes takeoffs in just 1–2 days, enabling more bids without sacrificing accuracy.

/2 **Revenue growth underway:** Faster, more accurate bids have helped Cart Construction close more jobs, driving a noticeable increase in revenue, without additional hires.

/3 **Faster turnaround on revisions:** Beam AI auto-detects specs and addenda changes, helping the team submit accurate revisions and cut bid turnaround time.

/4 **Enhanced client communication:** With time saved, estimators can focus more on bidding strategy, client interactions, and tailoring proposals to be more competitive.

BUSINESS IMPACT

Revenue growth: The efficiency gained from Beam AI has increased revenue, as the team can close more deals within the same timeframe without additional hires.

Improved win rate: With faster, more accurate estimates, the team is submitting bids more confidently and seeing those efforts reflected in increased win rate.

Resource optimization: With automated takeoffs freeing up time, the team can allocate bandwidth to strategic activities, such as fine-tuning pricing and following up with general contractors.

FINAL WORD

"*With Beam AI, we're saving several hours—and in some cases, even days—per estimate. It's a huge improvement in efficiency and allows us to keep up with a higher volume of bids without sacrificing accuracy.*"

Viri Ramirez
Co-owner,
Cart Construction

Ready To Take Back Your Time And Bid Smarter?

1200+ Businesses
Trust Beam AI to automate their takeoffs and win more bids.

Schedule Your Demo

Book a demo with Beam AI and see how automated takeoffs can transform your estimating process.

Talk To Us To Get Your First AI Takeoff