BEAM Powered by Attentive.ai × CAPE COD Winwater COMPANY

SUCCESS STORY

Cape Cod Winwater Boosts Bid Accuracy, Saves 50% Time with Beam AI Takeoff Software

Automated takeoffs free up time for strategic bidding, vendor coordination, and project wins

- 50% time saved on takeoffs
- 25% more bids submitted without growing headcount
- Faster, more accurate takeoffs with fewer missed details

> What used to take days now takes hours. Beam AI has helped me focus on the bigger picture, coordinating with vendors, refining bids, and ultimately winning more work.

Stephen Mendoza
Outside Sales Representative
Cape Cod Winwater

ABOUT

Cape Cod Winwater Works

Cape Cod Winwater Works is a locally owned and operated wholesale distributor specializing in waterworks infrastructure, supplying pipes, valves, fittings, and pumps to contractors across Hyannis, MA, and beyond. As part of the Winsupply Inc. network, Cape Cod Winwater combines personalized, community-driven service with the power of a nationwide organization.

> **We are now experiencing faster, more accurate takeoffs with fewer missed details.**

Cape Cod Winwater Works Case Study with Beam AI Takeoffs
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CHALLENGES

Before Beam AI, Cape Cod Winwater's bidding workflow relied heavily on manual processes and outdated tools:

/1 Each takeoff took 10–15 hours using Bluebeam Revu and Excel for measurements and tracking.

/2 Small errors added up, risking accuracy and bid competitiveness.

/3 Time-intensive takeoffs limited capacity to pursue more projects or refine bid strategy.

/4 Revisions due to addenda required full rework, eating into productive hours.

BREAKING DOWN KEY WINS

With Beam AI, Cape Cod Winwater saw measurable improvements across multiple aspects of his estimating process:

/1 **50% Time Savings:** Takeoffs that used to take over a day now wrap up in hours, freeing time for high-impact work.

/2 **Smarter Addenda Handling:** Beam AI flags changes automatically, eliminating hours spent manually revising plans.

/3 **More Strategic Bidding:** Time saved is redirected toward vendor coordination, value engineering, and better bid strategy.

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25% more bids handled without needing to expand the team, equivalent to hiring another estimator. Enabled the pursuit of more projects weekly

BUSINESS IMPACT

Improved bid accuracy thanks to **auto-detection of specs and keyed notes** - no more overlooked details.

Bid turnaround time **cut in half**, allowing faster, more competitive submissions.

> Auto-detection of specs and keyed notes has greatly improved our bid accuracy and our bid turnaround time is now cut in half, which means we're submitting faster and staying more competitive on every project.

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Outside Sales Representative
Cape Cod Winwater

Ready To Accelerate Your Bidding Process?

Book a demo with Beam AI and see how automated takeoffs can accelerate your bidding workflow.

Schedule a Demo

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