



SUCCESS STORY

Owen Development Increased Bid Volume by 50% Using Beam AI Takeoff Software

Better organized bidding pipeline through the Bid Dashboard



~20% time saved per project



~50% increase in bids submitted



Improved accuracy through auto-detected specs



Streamlined bid organization and due-date tracking



Faster takeoff workflow with Excel export and color-coded visuals

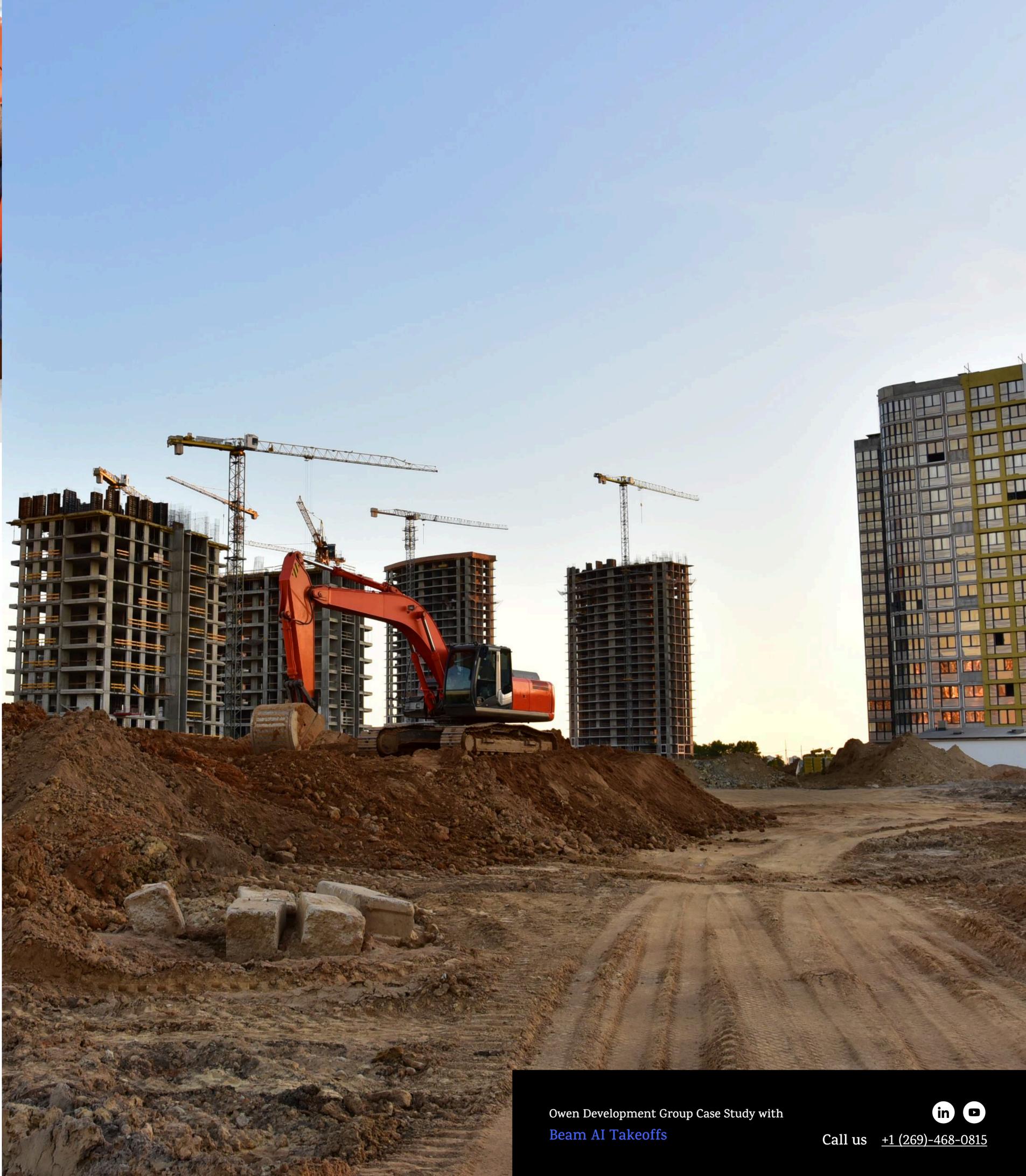


Beam AI definitely helps catch those critical specs that we need to make sure we have covered in the proposal.



Charlie Owen

Owner,
Owen Development Group



ABOUT

Owen Development Group

Jacksonville based full service contractor providing planning, preparation, and execution for residential and commercial projects. It specializes in underground utilities, earthwork, finished grading, curbs, and asphalt trades, serving across North Florida and beyond.



BREAKING DOWN KEY WINS

After adopting Beam AI, Charlie's estimating workflow began showing clear improvements:

/1 ~20% time saved per project (around 5 hours per bid), even while still in the learning phase.

/2 ~50% increase in bids sent in recent weeks, allowing the team to take on more opportunities.

/3 Higher accuracy on proposals due to auto-detection of specs and keyed-in notes from plans.

/4 Better organized bidding pipeline through the Bid Dashboard, helping them manage hard-bid deadlines and upcoming due dates more efficiently.

/5 More time to focus on field support and business development, as repetitive takeoff work reduced.

CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, Owen Development faced multiple challenges in their takeoff and bidding process:

/1 Manual takeoffs consumed 25–30 hours per project, from measurements through proposal creation.

/2 Heavy reliance on Bluebeam and AGTEK, requiring a lot of manual tracing and verification.

/3 Difficulty keeping up with county-specific specifications while bidding 3–4 projects at the same time, leading to occasional missed spec items.

/4 Bid tracking was handled through Excel sheets and a physical bid board, making it harder to keep track of upcoming deadlines and RFIs.

/5 Limited bandwidth to send more bids, as most of the estimators' time was spent on time-intensive takeoffs instead of finding more projects.





— **Improved estimator productivity**, giving the team more time to find new projects and support the field.

— **Directional growth**, aligning with company goals to expand the number of estimators, project managers, and overall project volume.

BUSINESS IMPACT

— **More efficient bidding cycles**, enabling them to bid more projects than before.

— **Greater visibility into the entire bid pipeline**, leading to better prioritization and fewer missed deadlines.



“ In the last couple of weeks, we’ve probably increased our bids sent by about 50%. Beam AI helps us stay ahead, especially when multiple bids are due on similar dates.



Charlie Owen
Owner,
Owen Development Group

Ready to Take Back Your Time and Bid Smarter?

Join 1200+ businesses across the U.S. & Canada using Beam AI to automate takeoffs and increase bid capacity.

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