BEAM
Powered by Attentive.ai

SUCCESS STORY

Georgia-based structural steel fabricator saves 8 hours per job with Beam AI takeoff software

60+ hours saved, 8+ additional bids tapped weekly

- 3–8 HOURS SAVED PER TAKEOFF
- 3-4 MORE JOBS WEEKLY PER ESTIMATOR ARE NOW PICKED UP
- UP TO 1-2 ADDITIONAL BIDS SUBMITTED WEEKLY
- STREAMLINED ESTIMATING PROCESS WITH CONSISTENT OUTPUT QUALITY

> "Looking Ahead, We Expect To Chase Bigger Projects With Beam AI As Our Estimation Bandwidth And Capacity To Take On More Work Have Gone Up.
>
> ~ Chief Estimator at a structural steel firm

ABOUT

Based in the West Georgia region, this large full-service steel fabricator supports commercial and industrial projects across the U.S. As a trusted nationwide supplier, the company delivers structural steel solutions for a wide range of projects, including distribution centers, cold storage facilities, manufacturing plants, multi-level storage buildings, schools, hospitals, data centers, and more.

CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, the firm was using Bluebeam for takeoffs. Their typical challenges in the bid process looked like:

/1 **Typical takeoffs** took between 3–8 hours, with large jobs requiring up to 2 weeks to complete.

/2 **Limited capacity to quote new projects** due to the time-intensive nature of takeoffs.

/3 **Estimators were overburdened,** balancing manual takeoffs with vendor communications and bid refinement.

/4 Estimating processes required **occasional rework.**

BREAKING DOWN THE KEY WINS

1. **Saved 3–8 hours per job, per estimator,** with 7 estimators using Beam AI, saving 50+ hours a week collectively.
2. **Bid turnaround time for large jobs reduced from 2 weeks to 3 days,** improving responsiveness in competitive bids.
3. **1–2 more bids sent per week, opening up projects** that previously couldn't be quoted due to time constraints.
4. **More accurate estimates** with auto-detection of specs, reducing manual checks, and increasing confidence.
5. **Time reallocated to higher-value work,** including pricing negotiations, bid follow-ups, and GC communication.
6. **User-friendly onboarding:** New estimators can get up to speed in just one week.

BUSINESS IMPACT

3–4 jobs quoted weekly per estimator: With Beam AI, the team is quoting more consistently without needing to expand the team.

No additional hires needed: Increased output handled by the same team of 7 estimators.

New revenue from previously unquoted jobs: Several jobs won that wouldn't have been quoted at all without Beam AI.

Strategic bidding focus: Estimators now invest more time in refining bids, following up with GCs, and negotiating pricing.

FINAL WORD

> *"I believe we could have someone fully trained in Beam AI in about 1 week. Everything on this software is user friendly. We have won multiple jobs using Beam AI that we would not have had time to quote otherwise. And we are only seeing it onwards and upwards from here."*
>
> ~ Chief Estimator at a structural steel firm

Ready To Increase Your Bidding Efficiency?

Book a demo with Beam AI and see how automated takeoffs can drive your business growth.

Schedule a Demo