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SUCCESS STORY

Pilkington Construction Co. Witnesses 1.5X Business Growth with Beam AI Takeoffs

Streamlined bidding process & sped up bid submissions

SAVE A WEEK PER PROJECT: FASTER TAKEOFFS, SMOOTHER ESTIMATING

2X FASTER BIDS – FROM DAYS TO HOURS

MORE TIME FOR STRATEGY – FOCUS ON VENDORS, CLIENTS, AND BETTER BIDS

1.5X BUSINESS GROWTH – MORE BIDS, MORE WINS

"With Beam AI, we're saving a week's worth of time on takeoffs and streamlining the entire bidding process. Our bid turnaround time has improved 100%, and we're seeing 1.5x business growth!

Roy Cabrera
Estimator
Pilkington Construction Co.

ABOUT

Pilkington Construction Co.

Founded in 1985, Pilkington Construction Co. has built a strong reputation for delivering high-quality commercial, industrial, and institutional construction projects. With decades of expertise, they specialize in pre-construction planning, design-build services, general contracting, and construction management.

"With significantly less time spent on takeoffs, we can double-check GC estimates & focus more on coordinating with vendors.

CHALLENGES

Before adopting Beam AI, Pilkington Construction faced key inefficiencies in its estimating and bidding workflow:

/1 **Manual takeoffs consumed 3 to 4 days per project,** using tools like OST and Bluebeam.

/2 **The bidding process was slow,** leading to missed deadlines and limited bid capacity.

/3 **Estimators had less time for high-value tasks,** such as engaging with subcontractors and refining bids.

BREAKING DOWN THE KEY WINS

By integrating Beam AI, Pilkington Construction streamlined their takeoff and bidding process:

/1 **A week's worth of time saved** across takeoffs and overall estimating workflow per project.

/2 **Drastic improvement in bid turnaround time**—what took days now takes hours reviewing takeoffs.

/3 **Enhanced accuracy** with automated takeoffs, reducing the risk of missing details.

/4 **More time for strategic tasks,** including subcontractor coordination, client meetings, and refining estimates.

/5 **1.5x business growth**—more bids submitted and greater deal closures.

BUSINESS IMPACT

Significantly faster takeoff process, cutting down on days of manual effort

Increased accuracy in bids, allowing them to double-check GC estimates and avoid errors.

Seamless navigation and ease of use, making adoption and training effortless.

KEY RESULTS

- A FULL WEEK SAVED ON TAKEOFFS AND ESTIMATING TASKS PER PROJECT
- BID TURNAROUND TIME IMPROVED SIGNIFICANTLY
- 1.5X BUSINESS GROWTH
- MORE TIME FOR SUBCONTRACTOR ENGAGEMENT AND STRATEGIC PLANNING

"Beam AI Has Elevated Our Estimating Process. It Saves Us Time, Improves Accuracy, And Helps Us Focus On What Matters - Winning More Bids!

Roy Cabrera
Estimator
Pilkington Construction Co.

Ready To Power Your Bidding Process With AI?

Book a demo with Beam AI and see how automated takeoffs can help you win more projects.

Schedule a Demo