BEAM Powered by Attentive.ai × Knight Masonry

SUCCESS STORY

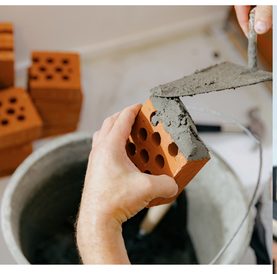
Knight Masonry Expands Bid Capacity Without Adding Staff Using Beam AI

Manual bottlenecks removed. Estimating time redirected.

- Improved accuracy on complex, math-heavy material quantities
- Increased bid volume, reaching 12–15 bids monthly
- Able to handle workload spikes of 10 jobs at once

> "With everything else I'm doing, I can upload the drawings and say, 'Hey, get me a takeoff on this.' While that's being worked on, I can do other things. I would have never gotten through all of these jobs on my own.

L.M. Leighton Meacham
Owner
Knight Masonry & Sons LLC



ABOUT

Knight Masonry

Knight Masonry is a masonry contracting firm where all office operations, estimating, takeoffs, and bidding are handled directly by owner Leighton Meacham.

Knight Masonry with Beam AI Takeoffs
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BREAKING DOWN KEY WINS

After integrating Beam AI into the estimating workflow, Knight Masonry experienced meaningful operational improvements:

/1 Made it possible to bid on more projects without hiring additional staff.

/2 Improved accuracy on detailed, math-heavy, and outlier quantities

/3 Provided greater confidence in material quantities compared to fully manual takeoffs

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CHALLENGES

Before adopting Beam AI, Knight Masonry faced multiple challenges:

/1 Leighton handled 100% of estimating and bidding alone, with no dedicated estimating team.

/2 All takeoffs were completed manually using paper drawings, a pencil, and a calculator.

/3 Larger projects could take up to two full days (~16 hours) of uninterrupted focus just to complete takeoffs.

/4 Due to time constraints, Leighton could not realistically get through all available bid opportunities, even when work was available.

BUSINESS IMPACT

- Increased bid volume, including months with 12–15 bids, which Leighton described as high for his business.
- Ability to handle spikes in workload, including periods where 10 jobs arrived at once.
- More time spent breaking down bid inputs and percentages to become more competitive.
- Supported Knight Masonry's ability to pursue its target of approximately $4M in annual sales volume by enabling higher bid throughput without increasing overhead.

> "I would have never gotten through all of the jobs you all have for me if I were doing them myself. Over time, I feel more comfortable with the accuracy of the quantities, and that helps me feel better about my numbers.

L.M. Leighton Meacham
Owner
Knight Masonry & Sons LLC

Ready To Increase Your Bidding Efficiency?

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

Book a Demo

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