BEAM Powered by Attentive.ai × MSB DEVELOPMENT

SUCCESS STORY

MSB Development saves 75% of the time on doing takeoffs using Beam AI

Gained more time to focus on high-value tasks with better turnaround time

- Able to save more time without adding staff
- Gained more time to focus on strategic & high-value tasks
- Improved confidence in accuracy checks

> Beam AI didn't just save us time on takeoffs - it improved the overall health of our company. We're spending more time with our crews in the field and less time buried in spreadsheets.

R.B

Ryan Bouton
Director of Operations
MSB Development

ABOUT

MSB Development, Inc. is a full-service civil contracting company serving the greater Wilmington, NC region. It specializes in comprehensive site development, including site work, road construction, underground stormwater storage systems, and a wide range of commercial and residential projects.

CHALLENGES

Before adopting Beam AI, MSB Development faced a couple of challenges:

/1 Manual takeoffs collectively took about 3 hours.

/2 Cuts and fills were quite challenging, causing bandwidth issues to manage other strategic tasks.

/3 The bulk of the work was handled by a single person.

BREAKING DOWN KEY WINS

After integrating Beam AI into the estimating workflow, MSB Development experienced meaningful operational improvements:

/1 Saved at least 75% of time in takeoffs, with the same headcount.

/2 Time saved doing takeoffs allowed them to shift focus to other parts of the business - vendor coordination, value engineering, internal operations, and field interactions.

/3 Provided greater confidence by increasing the output by 2-3% in the initial accuracy checks compared to manual estimates.

BUSINESS IMPACT

- Surpassed its 2026 goal for work under contract.
- The time saved led to improved vendor coordination, value engineering & employee interaction.
- Observed significant improvements in the overall health of the company, with more accurate takeoffs and better proposals.

> **Beam AI has helped us save at least 75% of our takeoff time, giving us more capacity to focus on vendor coordination, value engineering, field services, and our team. The interface is clean and easy to use, and customer service is prompt and responsive. Even during our busiest weeks, we have full confidence in the numbers.**

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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