



SUCCESS STORY

Guardian Roofing Cuts Bid Turnaround by 60% & Gears Up for 800 Annual Projects with Beam AI Takeoff Software

Automated takeoffs unlock time to bid on 800+ projects annually, without hiring

KEY WINS



20+ HOURS SAVED EVERY WEEK



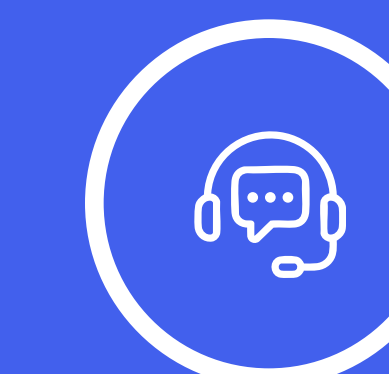
40-60% FASTER BID TURNAROUND



DOUBLED TAKEOFF CAPACITY (POTENTIAL TO HANDLE 800 BIDS/YEAR)



HIGHER TEAM AVAILABILITY AND CLIENT ENGAGEMENT



EXCEPTIONAL SUPPORT EXPERIENCE: "NOT JUST SOFTWARE—IT'S A TEAM WITH SOFTWARE"



I Used To Spend 25 Hours A Week On Takeoffs, Now It's Just 5. Beam AI Has Freed Up Enough Time That I Could Potentially Handle 800 Projects A Year Instead Of 400, Without Hiring Another Estimator.



Henry Greenberg,
President, Guardian Roofing & Exteriors Inc. and Director of Sales & Marketing, T.U.F.F. Exteriors Inc.





ABOUT

Guardian Roofing & Exteriors Inc.

Guardian Roofing & Exteriors Inc. is a full-service roofing and exterior solutions company with expertise in both residential and commercial markets.

“I shouldn't even be telling people about it - it's that good.”



Breaking Down the Key Wins

Since switching to Beam AI, Guardian has seen clear improvements across multiple key metrics:

KEY WINS

- /1** **Saved 20+ hours/week** on takeoffs, down from 25 to just ~5 hours..
- /2** **Stronger team engagement**, with more time for training, coaching, and accountability.
- /3** **40-60% faster bid turnaround**, helping schedule estimates more efficiently
- /4** **Smarter addenda handling**, with Beam AI reading and processing changes automatically.
- /5** **Handles 400 projects annually today**, with capacity to double that, without additional hires.
- /6** **Improved work-life balance** Henry got time back to play golf mid-week without work stress.

CHALLENGES

Before adopting Beam AI, Guardian faced several time and efficiency constraints:

- /1** **Takeoffs took 25+ hours a week**, impacting availability for team oversight and strategic work.
- /2** **Used manual and semi-manual tools like ProEst and Autodesk Takeoff** that required time-intensive engagement.
- /3** **Limited time for high-impact activities like jobsite visits, team training, and client conversations.**
- /4** **Delays in bid turnaround due to high manual workload, especially when waiting for final addenda.**





BUSINESS IMPACT

— Beam AI has created room for **Guardian to double** its takeoff capacity without growing the team.

— **Increased control over scheduling:** takeoffs and estimates are now managed on fixed days, improving workflow.

— Bids are **“in the right spot,”** with an estimated win rate of **45%**

— Beam AI’s AI spec detection helps surface buried details, **reducing errors and improving accuracy.**

FINAL WORD

“*I’ve used ProEst, AutoCAD, and Autodesk Takeoff. They’re all manual. Beam AI just works - accurate, fast, and backed by a team that truly listens. It’s a rare mix of tech and human support.*”

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Ready To Take Back
Your Time And Bid
Smarter?

900+ Businesses

Trust Beam AI to automate their takeoffs and win more bids.

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Book a demo with Beam AI and see how automated takeoffs can transform your estimating process.

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