BEAM Powered by Attentive.ai × JBW INSTALLATIONS, INC. Siding and Masonry Specialists - A Woman Owned Small Business Enterprise -

SUCCESS STORY

JBW Installations Inc. Increases Bids 5X and Wins 40% More Jobs with Beam AI Takeoff Software

50+ hours saved, 1.7X revenue increase in 1 year.

- INCREASED WIN RATE FROM 5–10% TO NEARLY 40%
- $9M IN REVENUE IN 2024, PROJECTED $16M IN 2025
- NO ADDITIONAL HIRES NEEDED DESPITE SUBSTANTIAL GROWTH
- STREAMLINED PROPOSALS REDUCED TURNAROUND FROM 10 HOURS TO 1

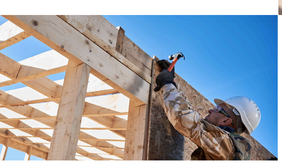
"I'm used to not doing a takeoff right now. I've already forgotten what it was like to sit in front of a computer for a week. I don't know that I could go back to doing manual takeoffs."

Keith Wright
Vice President
JBW Installations Inc.

ABOUT

JBW Installations Inc.

A masonry and siding subcontractor specializing in commercial and multifamily residential projects across the Southeastern US. The firm manages a team of four full-time estimators, eight full-time employees, and a network of 150 subcontractors, generating $15–$18M in annual revenue.



CHALLENGES

Before adopting Beam AI, the firm was using STACK for takeoffs. Typical challenges in the bid process looked like:

/1 Manual takeoffs took **45–60 hours per project**; as a result, only 4–8 proposals were submitted monthly.

/2 **Significant material waste** led to extra labor, fuel, and transportation costs, and hence **reduced margins.**

/3 Estimators were burdened with takeoffs, with **limited focus on strategic tasks.**

/4 **Win rate of around 5-10%** due to effort-heavy process.

BREAKING DOWN THE KEY WINS

/1 **Up to 40 proposals monthly**
Estimators now submit 5–10 proposals per week, significantly expanding project opportunities and boosting job wins.

/2 **Improved bid accuracy and efficiency**
Beam AI automates detailed measurements for siding, trim, and flashing, enabling 99% material accuracy and virtually eliminating leftover materials.

/3 **Time saved for strategic work**
Estimators now spend less time on takeoffs (1 hour per bid vs. 45–60 hours previously), allowing them to focus on material procurement, verifying shipments, and vendor pricing checks.

/4 **Better bid decision-making**
Beam AI enables quick assessment of project viability, helping the team avoid low-probability bids and focus only on projects with strong chances of success.

BUSINESS IMPACT

Increased win rate from 5–10% to nearly 40%.

$9M in revenue in 2024, projected $16M in 2025.

No additional hires needed despite substantial growth.

Streamlined, consistent proposal process, reducing turnaround from 10 hours to 1 hour.

FINAL WORD

"Beam AI paid for itself many times over just by reducing our labor costs. The accuracy is incredible, and the time we save allows us to focus on the jobs we can win. I recommend Beam AI to everyone I know in this industry."

Keith Wright
Vice President
JBW Installations Inc.

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