



SUCCESS STORY

Ayers Mechanical Saves 5 Days/ Takeoff, and Increases Bid Volume by 25% with Beam AI

Faster turnaround, higher bid volume, and the ability to win more work



Improved bid turnaround time by a week.



Increased bid volume with the same estimating team.



Saved 3-5 days per takeoff.



Achieved 25% higher backlog of work.



What used to take us two weeks to complete by hand, was completed within 36 hours when we told the BeamAi team we had a turnaround.



David Lentz
COO,
Ayers Mechanical Group





ABOUT

Ayers Mechanical

Ayers Mechanical Group has been providing reliable heating, air conditioning, and plumbing services to commercial, industrial, and residential customers in Van Wert, Ohio since 1984.

With a team of experienced technicians and 24/7 availability, the company is known for its dependable service, strong customer focus, and commitment to delivering high-quality work across every project.

“We were still doing takeoffs by hand, using pen and paper. Beam has helped us solve this problem.”





BREAKING DOWN KEY WINS

With Beam AI, Ayers Mechanical has transformed its estimating workflow, enabling faster turnaround and higher bid capacity.

/1

Takeoffs that previously took days or weeks are now **completed in 36 hours to a few days, saving 3-5 days per project.**

/2

Faster turnaround has improved **bid submission timelines by up to a week, allowing the team to respond to tight deadlines.**

/3

The team is now using the **time saved to estimate more projects, with a goal to 2X takeoff volume using the same team.**

/4

Increased bid volume has **directly contributed to winning more jobs.**

/5

Beam AI enabled the team to successfully bid a **hotel project under a one-week deadline, which would be impossible with manual workflows.**

/6

Beam AI's ability to manage multiple takeoffs simultaneously **has increased the work backlog by 25%. The highest the team has ever seen.**

CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, Ayers Mechanical relied entirely on manual takeoffs, which created significant bottlenecks:

/1

Takeoffs were done using **pen and paper, making the process time-consuming and difficult to scale.**

/2

Large projects could take up to **two weeks to complete, limiting the number of bids the team could pursue.**

/3

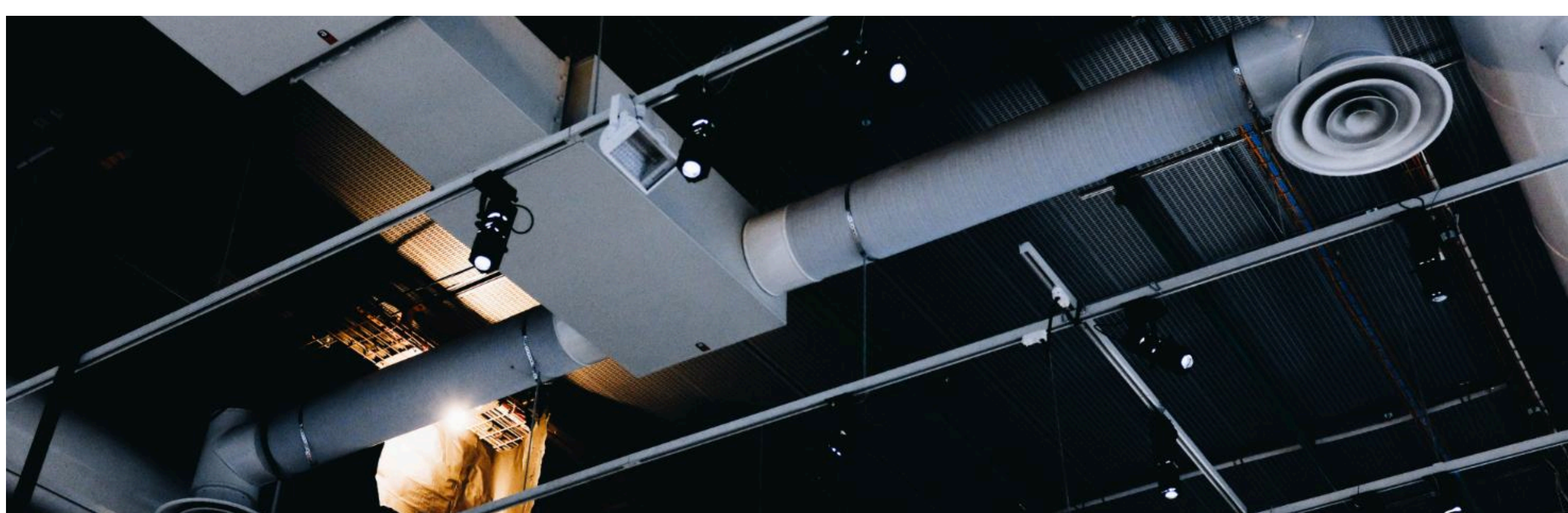
Estimating capacity was **constrained by available manpower, with no easy way to increase output without hiring.**

/4

Tight bid deadlines were difficult to meet, causing the team to miss out on certain opportunities.

/5

A significant portion of time was spent on **manual execution rather than optimizing estimates or strategy.**





FINAL THOUGHTS

"The team is amazing. They respond the same day and prioritize projects when timelines are tight."



BUSINESS IMPACT

Increased backlog of work by 25%.

Higher bid volume without expanding the team.

Faster turnaround on time-sensitive bids.

Improved ability to compete for larger and tighter deadline projects.

Reduced dependency on manual estimating workflows.

"We had a one-week turnaround from the GC on a hotel project, and we would not have been able to bid the job without Beam AI."



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Ready to Take Back Your Time and Bid Smarter?

1200+ businesses across the U.S. & Canada trust Beam AI with their takeoffs.

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