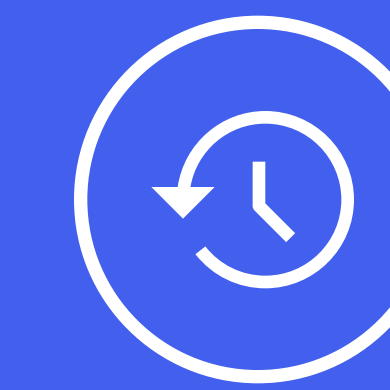


## SUCCESS STORY

# Phoenix Concrete Coatings Saves Time on Takeoffs & Builds a Scalable Estimating Process with Beam AI

Faster takeoffs, structured workflows, and more time to focus on business growth



Reduced takeoff time to just 20–60 minutes per project



Eliminated unstructured, manual estimating workflows



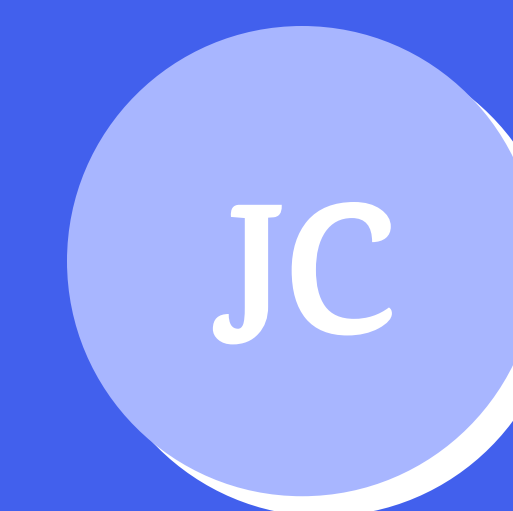
Freed up time to invest in team training and upskilling



Built a stronger foundation to scale bid volume in the future

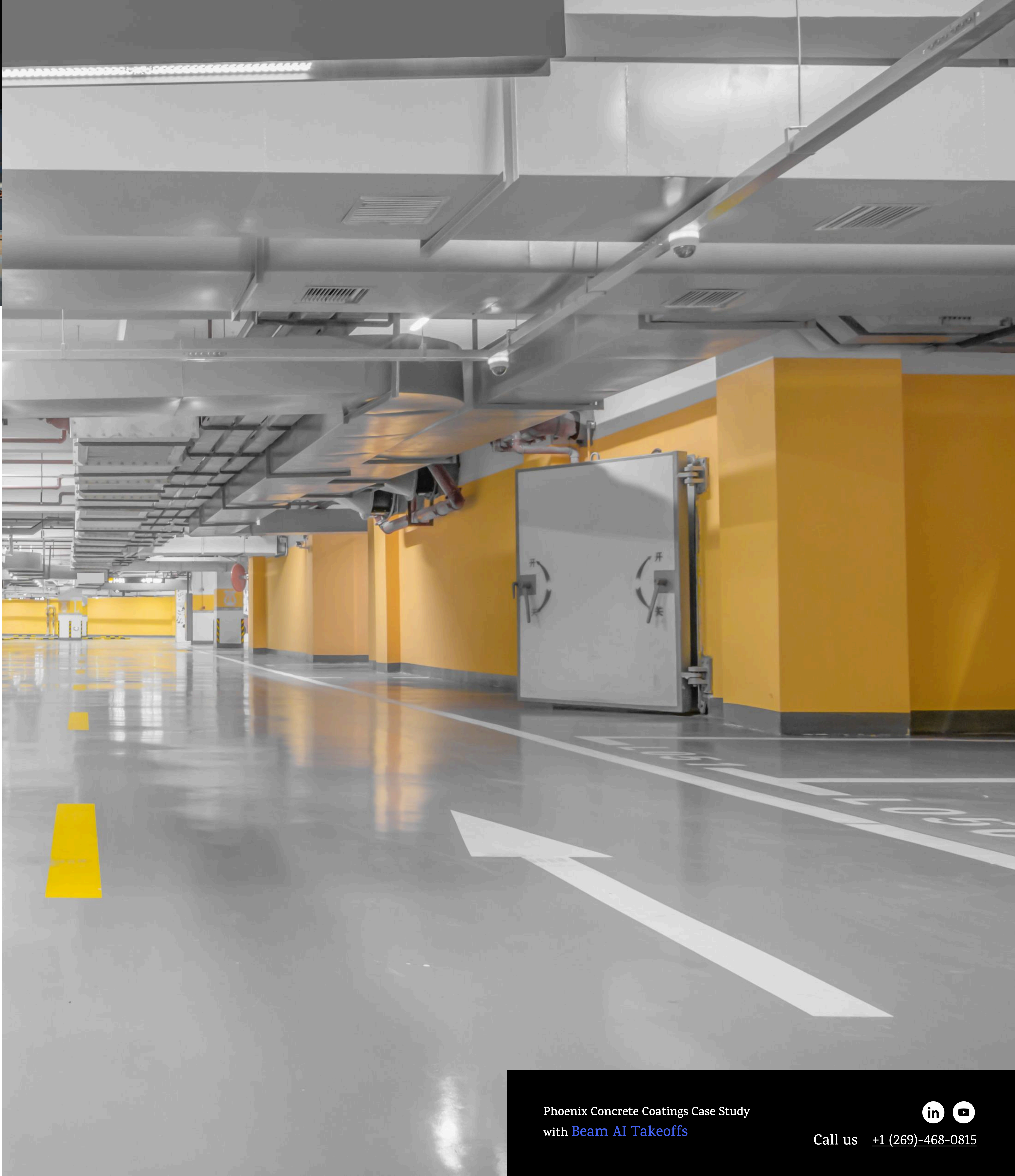


We are now completing takeoffs in 20 to 60 minutes per project. That's a huge shift for us.



Jamie Cozby

Operations Manager,  
Phoenix Concrete Coatings



# ABOUT

## Phoenix Concrete Coatings

Phoenix Concrete Coatings, based in Dade City, Florida, specializes in high-quality, customizable concrete and epoxy coating services for residential, commercial, and industrial spaces.

“We’re training our estimator to eventually take full ownership of estimating and invoicing. The time savings from Beam AI is what’s making that possible.”



## BREAKING DOWN KEY WINS

With Beam AI, Phoenix Concrete Coatings has started to streamline its estimating workflows, bringing in more speed and structure.

/1

Takeoffs that were previously manual **now take 20-60 minutes per project**, significantly reducing time spent on repetitive work.

/2

Faster takeoffs have freed up time for the team to focus on training and upskilling, **with their estimator working on Procore certifications and learning internal financial workflows.**

/3

The team is moving from unstructured, freehand processes to a **more standardized and repeatable estimating workflow.**

/4

Ongoing support from the Beam AI team has helped them **adopt the platform smoothly and build confidence in their new workflows.**

## CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, Phoenix Concrete Coatings relied on manual workflows for takeoffs and estimating. This created several bottlenecks:

/1

There was **no standardized system or reusable template in place.** Every takeoff was done freehand, making the process time-consuming.

/2

Estimating workflows was **highly dependent on individual effort**, which was difficult to keep up with as the team grew.

/3

Manual takeoffs were **time-consuming**, keeping the team away from other high-value tasks like upskilling and training.

/4

With a growing team and increasing workload, manual takeoff workflows made it difficult to **train new estimators efficiently or delegate responsibilities.**



# BUSINESS IMPACT

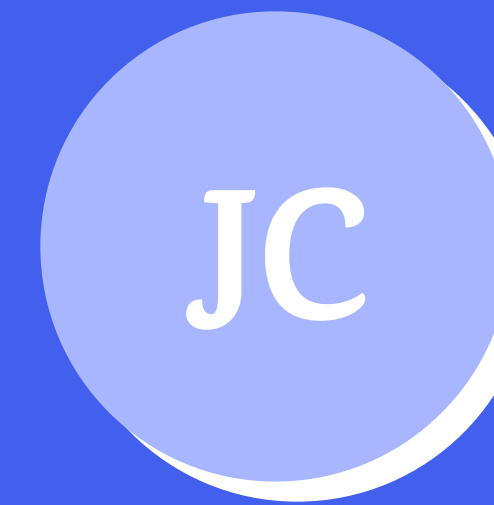
—  
More efficient and structured  
estimating workflows

—  
Increased internal bandwidth  
for upskilling and training

—  
Clear path toward scaling bid  
volume and revenue

—  
Improved operational maturity  
as the company grows

“You guys care about our  
success. We feel it, we see it,  
and it motivates us.”



**Jamie Cozby**

Operations Manager,  
Phoenix Concrete Coatings

## Ready to Take Back Your Time and Bid Smarter?

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

[Schedule Your Demo](#)