BEAM Powered by Attentive.ai × Hercules INDUSTRIES

SUCCESS STORY

Hercules Industries Expands Capacity and Increases Bid Volume by 14% Using Beam AI

More projects pursued. Less team burnout.

- Q1 bid volume is up by 14% in one of the markets
- Increased ability to handle more bids
- Freed up time to pursue additional project opportunities

> The time saved is allowing us to bid on more projects and expand our capacity.

Wayne Best
EPD Manager
Hercules Industries

ABOUT

Hercules Industries is a leading HVAC manufacturer and distributor, delivering a full line of sheet metal products and equipment through a strong network of facilities, ensuring speed, consistency, and reliability for contractors.

> **Our team is able to do more without needing to scale headcount.**

Hercules Industries with Beam AI Takeoffs
Call us +1 (269)-468-0815

CHALLENGES

The team faced several limitations in their estimating workflow before they adopted Beam AI:

/1 **Time-consuming takeoffs:** Takeoffs accounted for a portion of the overall bid timeline, requiring focused estimator effort.

/2 **Inconsistent workflows:** Some team members relied on manual takeoffs using printed plans, while others used digital tools, leading to inconsistencies.

/3 **Limited bidding capacity:** Time spent on takeoffs restricted how many projects the team could pursue.

BREAKING DOWN KEY WINS

With Beam AI, the team unlocked measurable improvements in how they approach bidding:

/1 **Increased bid volume:** The team at Hercules Industries saw a 14% increase in bid volume in the Denver market within the first quarter, driven by improved efficiency and better use of estimator time.

/2 **More output with fewer resources:** Even with two fewer estimators, the team can now handle a higher volume of bids, indicating a significant boost in operational efficiency.

/3 **Time reallocated to growth:** Rather than being tied up in manual takeoffs, estimators are now using that time to bid more projects, directly contributing to pipeline growth.

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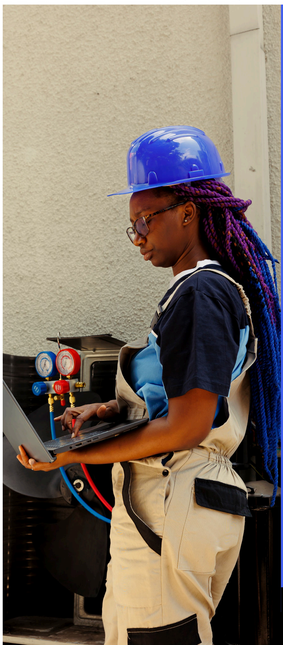
BUSINESS IMPACT

- **Increased competitiveness** in a key regional market
- **Bidding on more projects** without expanding the team
- **Better utilization of estimator time** toward revenue-generating activities
- **Improved scalability** of the estimating function

> **We're better positioned to respond to opportunities without feeling constrained by time**



> Takeoffs are only a portion of the bidding process, but reducing that effort is helping us focus on winning more work

Wayne Best
EPD Manager
Hercules Industries

Ready to take back your time and bid smarter?

Join 1200+ contractors across the US and Canada using Beam AI to streamline takeoffs, generate estimates, and increase bid volume.

Book a Demo

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