

SUCCESS STORY

STAline Waterworks Increases Bid Capacity with Faster Takeoffs Using Beam AI

Valuable outputs that help build more accurate quotes



Achieved **10–50% time savings** on takeoffs



Increased ability to **bid on more projects without expanding the team**



Improved accuracy by reducing last-minute pressure



Enhanced flexibility to pursue new opportunities and accounts

“The time savings vary depending on the project, but we’re seeing anywhere between 10% to 50% improvement. That flexibility allows us to bid on more projects and improve accuracy without rushing.”



Larry Blumberg
Operation Support Specialist,
STAline Waterworks INC



ABOUT

STAline Waterworks

STAline Waterworks INC is an American-owned wholesale distributor specializing in underground utility and waterworks solutions. The company partners with leading manufacturers to provide contractors and municipalities with high-quality materials, reliable logistics, and industry expertise.

“There were jobs we simply wouldn't have been able to bid before. Now we don't have to pass on those opportunities.”

LB

Larry Blumberg

Operation Support Specialist,
STAline Waterworks INC



STAline Waterworks Case Study
with [Beam AI Takeoffs](#)

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CHALLENGES BEFORE BEAM AI

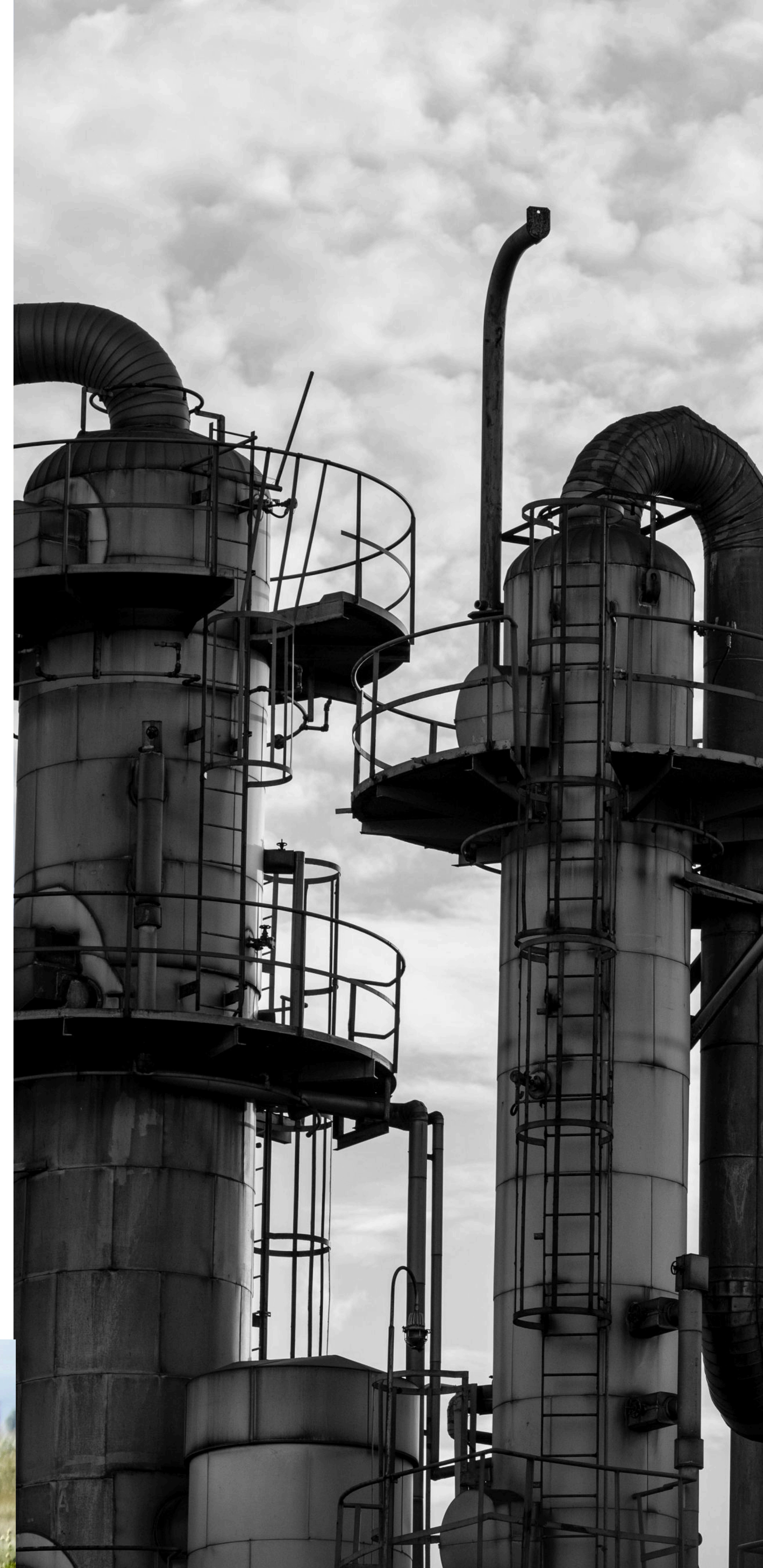
Before implementing Beam AI, the team relied on traditional tools and manual workflows, which created several operational bottlenecks:

- /1** Estimators primarily used **PlanSwift** for takeoffs, requiring significant manual effort
- /2** Bid forms were manually entered into Excel or internal quote systems
- /3** Most estimator time was spent on takeoffs and quote loading, limiting overall capacity
- /4** Tight deadlines often resulted in rushed submissions, increasing the risk of errors and omissions
- /5** Limited bandwidth made it difficult to pursue new accounts and additional bid opportunities

BREAKING DOWN KEY WINS

After adopting Beam AI, STAline Waterworks began seeing measurable improvements:

- /1** **10% to 50% time savings on takeoffs**, depending on project complexity
- /2** Faster bid turnaround times across different job types
- /3** Improved ability to meet deadlines without compromising accuracy
- /4** Increased flexibility to bid on more projects and expand into new accounts
- /5** Helpful auto-detected details supporting more accurate quote building



BUSINESS IMPACT

With Beam AI integrated into their workflow, STAline Waterworks is operating more efficiently:

— **Increased bid capacity** without increasing headcount

— **Ability to pursue new accounts** previously limited by time constraints

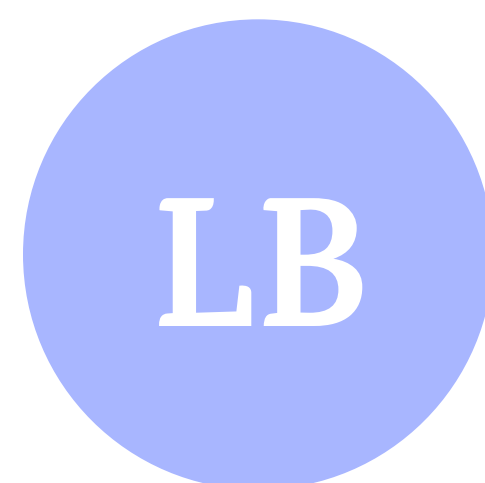
— **Reduced risk of errors** caused by last-minute submissions

— **Stronger consistency** in delivering competitive bids

While still in the development phase of fully scaling Beam AI, the team is already seeing clear gains in productivity and operational efficiency.

FINAL WORD

“*Having extra time means we’re not rushing to meet deadlines, which directly improves our accuracy and reduces errors.*”



Larry Blumberg
Operation Support Specialist,
STAline Waterworks INC



Ready To Remove Your Estimating Bottleneck?

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teams across the US and Canada using Beam AI to scale bid capacity, with the same team.

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