BEAM Powered by Attentive.ai × A&P AIR CONDITIONING

SUCCESS STORY

A&P Air Conditioning Saves 8 Hrs/ Takeoff & Improves Bid Quality With Beam AI

Faster takeoffs, better validation, and improved bid turnaround.

- Saved 30 mins to 8 hours on projects, depending on the size
- Improved bid turnaround time
- More time to double-check estimates and follow up with vendors
- Transitioned from fully manual workflows to automated takeoffs

> We're saving anywhere from 30 minutes to 8 hrs per project, depending on the size.

Meyer Sarshalom
Vice President
A&P Air Conditioning

ABOUT

A&P Air Conditioning is a Florida-based HVAC contractor specializing in air conditioning systems and mechanical services for commercial and residential projects. The company focuses on delivering reliable installations and high-quality service while maintaining strong relationships with clients and vendors.

> **Before this, we were doing everything manually with scale masters, highlighters, and Excel. It was a very time-intensive process.**

A&P Air Conditioning with Beam AI Takeoffs
Call us +1 (269)-468-0815

CHALLENGES

A&P Air Conditioning relied on manual takeoff workflows, which created several bottlenecks:

/1 Takeoffs were completed **using scale masters, colored highlighters, pen and paper, and Excel**, making the process time-intensive and manual.

/2 **Estimating required significant effort to measure, mark up, and transfer quantities**, increasing the risk of missed details and inconsistencies.

/3 Limited time for review reduced the ability **to thoroughly check quantities and coordinate with vendors before submission.**

BREAKING DOWN KEY WINS

With Beam AI, A&P Air Conditioning has streamlined its estimating workflow:

/1 Takeoffs that were too time-consuming are now completed faster, **saving 30 minutes to 8 hours per project.**

/2 **Faster TAT has helped improve overall bid submission timelines**, enabling the team to respond more efficiently.

/3 The time saved is now being used to **double-check estimates and ensure higher accuracy.**

/4 Estimators are also spending more time **following up with vendors, helping improve pricing clarity and coordination.**

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BUSINESS IMPACT

- **Reduced manual workload** across estimating workflows.
- **Improved bid turnaround time.**
- **Higher confidence** in estimate accuracy.
- **Better coordination** with vendors and pricing inputs.

> **The time we're saving is going straight into double-checking our work and making sure everything is accurate.**

> The software is extremely easy to use, and the customer service has been excellent. The bi-weekly follow-ups have been amazing.

Meyer Sarshalom
Vice President
A&P Air Conditioning

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

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