



## SUCCESS STORY

# Capitol Light (Rexel) Saves 50–75% of Takeoff Time and Accelerates Quote Turnaround

Faster quotes delivered. Customer satisfaction maintained.



**75% TIME SAVED PER TAKEOFF**



**57% FASTER TURNAROUND**



**FASTER QUOTE DELIVERY TO CONTRACTORS**

“With 20 projects to quote every month, spending up to an hour on every single takeoff just wasn't sustainable. Beam AI changed that.”



**Lynn Johnson**  
Senior Project Manager,  
Capitol Light (Rexel)





# ABOUT

## Capitol Light (Rexel)

Capitol Light is a national lighting distributor and project management operation serving new construction contractors across North America.

As part of the Rexel group, Capitol Light delivers a full scope of lighting materials, from takeoff to procurement to field support, ensuring contractors have exactly what they need, when they need it.





## BREAKING DOWN KEY WINS

Switching to Beam AI gave Lynn's team measurable, immediate relief:

# /1

**Dramatically less time per takeoff:** The team cut down 50 to 75% of the time previously spent on takeoffs. What took up to an hour per project is now a fraction of that.

# /2

**Significantly faster bid turnaround:** A full-week turnaround is now three days. Across 20 monthly projects, those days compound into real capacity. This unlocks more time for the work that actually requires human judgment.

# /3

**Easier workload management at scale:** With 20 active quotes every month and no room to let customer satisfaction slip, Beam AI gave Lynn's team the breathing room to stay ahead of demand without sacrificing accuracy.

## CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, the team ran into the same wall on every project:

# /1

**Time-consuming takeoffs:** Manual plan markups in Bluebeam REVU ate up 30 minutes to an hour per project; even more on complex jobs. Time was always the constraint for the team.

# /2

**High monthly quote volume:** With 20+ active projects to quote every month, there was no to little room to absorb the time cost of slow takeoffs.

# /3

**Delayed quotes to contractors:** Manual takeoffs pushed turnaround to a full week. In a business where speed and reliability are everything, that was a real risk to customer satisfaction.





## FINAL THOUGHTS

*“The turnaround time has improved by a few days. When you are managing 20 projects a month, those time savings compound quickly. Beam AI is easy to use, the support is responsive, and the results speak for themselves. It has made a real difference in how I serve my customers.”*



## BUSINESS IMPACT

— Bid turnaround cut down from ~7 days to ~3 days per project

— Estimating bandwidth freed up across a 16-person PM team

— Customer satisfaction maintained, even under high-volume demand

— Zero additional headcount required to absorb workload

“Bluebeam REVU worked, but it was time-consuming. Beam AI simplified the whole process. The takeoffs are faster, the platform is easy to use, and my customers are getting their quotes sooner. For the volume of work we handle, that matters.”



**Lynn Johnson**

Senior Project Manager,  
Capitol Light (Rexel)

## Ready to take back your time and bid smarter?

Join 1,200+ contractors across the US and Canada using Beam AI to streamline takeoffs, generate estimates, and increase bid volume.

[Schedule Your Demo](#)

