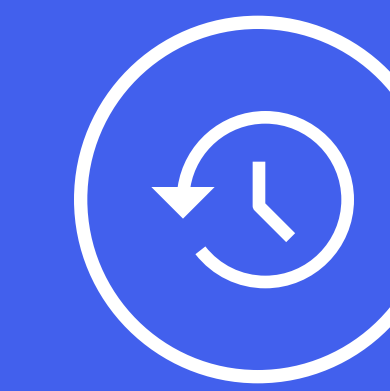


G. W. THIEL, INC.
Carpenter Contractors

SUCCESS STORY

G.W. Thiel Cuts Takeoff Time by ~80% and Increases Business Growth by ~40% with Beam AI

No need to turn down incoming ITBs due to limited estimating bandwidth.



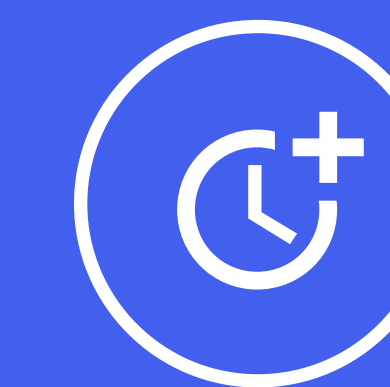
Bid turnaround time improved by 75-80%



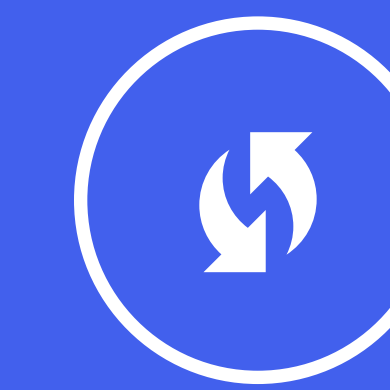
Doubled weekly bid volume from 4 to 8 bids



Business growth increased by ~30-40%



More time available for estimating and bid management



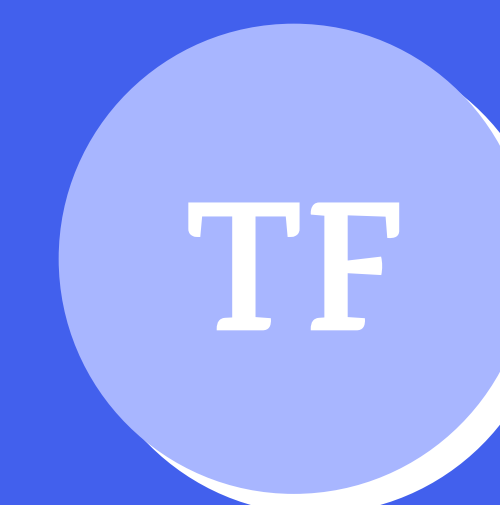
Reduced time spent reviewing addenda



Increased estimator efficiency without growing the team



Beam AI improves your business, your takeoff rates, and your hit rates.



Tim Fandre
Senior Estimator,
G.W. Thiel



ABOUT

Founded in 1977, G.W. Thiel has grown from a single-family home builder into a trusted commercial construction partner specializing in rough framing and construction, cabinetry and millwork, exterior trim and siding, and much more, while maintaining the same commitment to quality craftsmanship and customer service that defined its early years.

“We can keep estimating and moving forward instead of stopping to handle revisions.”



Tim Fandre
Senior Estimator,
G.W. Thiel



CHALLENGES BEFORE BEAM AI

Before adopting Beam AI, G.W. Thiel's estimating team handled all takeoffs internally using ProContractor. While effective, the manual process created several bottlenecks:

/1

Time-intensive takeoffs:
Estimators spent 3–5 days completing a single bid, depending on project size.

/2

Limited bid capacity:
High volumes of incoming ITBs made it difficult to keep up with demand.

/3

Revenue loss risk:
The team never wanted to turn away customers but often lacked the bandwidth to pursue every opportunity.

/4

Frequent workflow interruptions:
Handling addenda and revisions required estimators to stop active work and revisit completed takeoffs.

/5

Pressure on turnaround times:
Slow takeoff processes reduced the team's ability to respond quickly to customers.

BREAKING DOWN KEY WINS

With Beam AI supporting takeoffs, G.W. Thiel significantly improved estimating speed and overall bid capacity:

/1

Faster takeoffs:
Projects that previously required 3-5 days can now be completed in as little as 1-2 days, thereby improving bid turnaround by ~75-80%.

/2

Increased capacity to bid:
With Beam AI like an extension of the estimating team, G. W. Thiel doubled their weekly bid volume from 4 to 8 bids, without increasing headcount.

/3

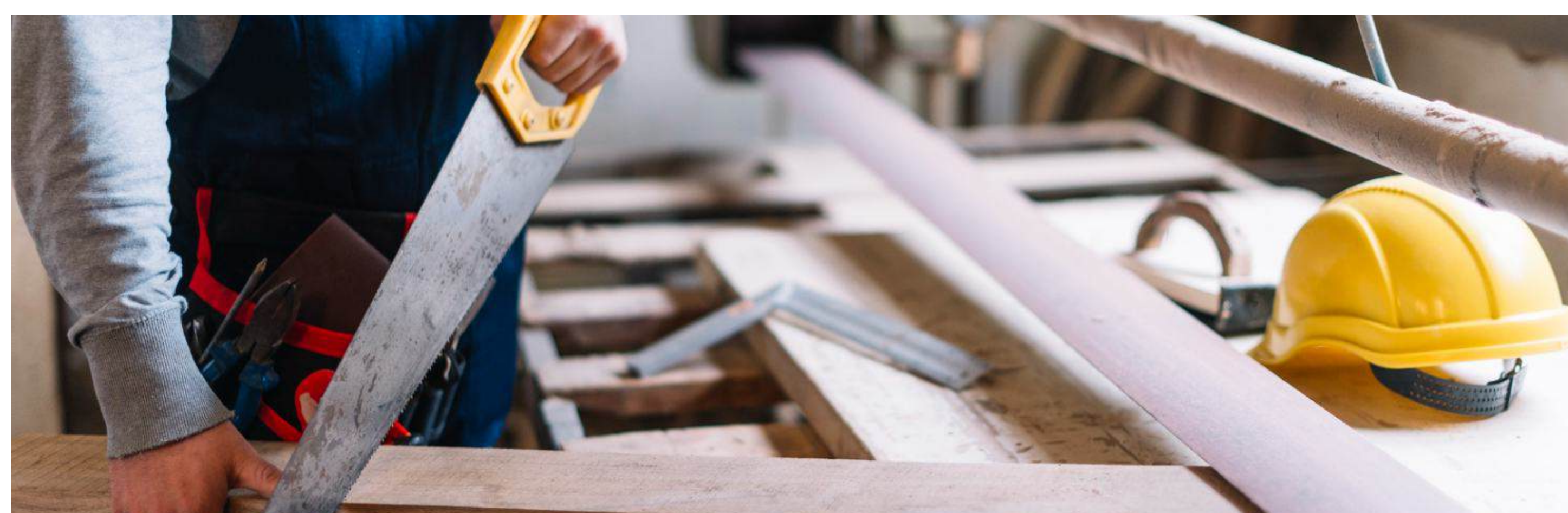
Simplified addenda handling:
Beam AI manages revisions and updated takeoffs, allowing G. W. Thiel's estimators to continue working without interruption.

/4

Improved client responsiveness:
Faster workflows helped the team stay responsive to clients, ensuring fewer bid invitations were declined due to limited internal bandwidth.

/5

Better use of estimator time:
Estimators can focus more on managing incoming ITBs and pursuing additional bidding opportunities.





—
Faster turnaround improved customer satisfaction and responsiveness

—
Reduced delays caused by addenda and revised drawing packages

—
Improved confidence in estimate accuracy

BUSINESS IMPACT

—
Doubled weekly bid output across the estimating team

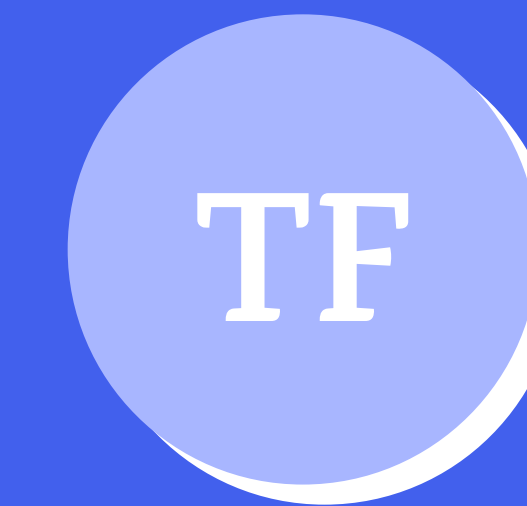
—
~30-40% business growth tied to increased bid activity and awarded projects

—
Reclaimed estimator hours redirected toward pursuing more bids

—
Greater flexibility to manage incoming ITBs without overwhelming the team



“It’s a tremendous help for those who get a whole lot of ITBs and do not want to turn down a customer because they don’t have time to do their bid.



Tim Fandre
Senior Estimator,
G.W. Thiel

Ready to take back your time and bid smarter?

Join 1200+ contractors across the U.S. & Canada using Beam AI to automate takeoffs and scale their estimating capacity.

[Schedule Your Demo](#)