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SUCCESS STORY

D&D Painting & Coatings Cuts Bid Turnaround Time by 50%+ and Increases Bid Volume by 2.5X with Beam AI

More bids each month. More confidence behind every number. More business growth.

- Reduced bid turnaround time by more than 50%
- Achieved a 10-15% revenue increase within 6 months
- Increased monthly bid volume from 1-2 to 5+ projects
- Improved estimate accuracy and confidence
- Easier management of addenda

> Beam AI is a massive time saver. It's a confidence builder for a newer estimator and a game changer for painting subcontractors.

Brent Leach
President
D&D Painting & Coatings

ABOUT

D&D Painting & Coatings is a Southwest Michigan-based commercial and industrial painting contractor specializing in painting, protective coatings, and fireproofing services. Serving businesses and facilities across the region, the company is known for delivering durable, high-quality finishes backed by attention to detail.

CHALLENGES

With all takeoffs being completed manually, estimating often became a bottleneck for D&D Painting & Coatings:

/1 **Time-intensive takeoffs:** Each takeoff required roughly a full day to complete, and larger projects often demanded additional time for reviewing and double-checking quantities.

/2 **Limited estimating capacity:** As the sole estimator, the owner was constrained by the amount of time required to complete takeoffs, limiting the number of opportunities the company could pursue.

/3 **Confidence gaps in manual reviews:** Manually reviewing plans was time-consuming and created uncertainty when bidding unfamiliar projects.

/4 **Business time lost to estimating:** Hours spent measuring plans reduced the time available for managing projects, pursuing new business, overseeing operations, and supporting company growth.

> **I can send any bid and know I'll get it back on the timeline I need, well before my customer is expecting it.**

BREAKING DOWN KEY WINS

Beam AI has helped D&D Painting & Coatings turn estimating from a time-consuming task into a faster, more scalable process:

/1 **Major time savings:** What previously took a full day or more can now be completed in a fraction of the time. Beam AI delivers detailed takeoffs quickly, eliminating the need for lengthy manual measurements and repetitive checking.

/2 **Increased bid volume:** Before Beam AI, the company was submitting only 1-2 bids per month. Today, that number has increased to more than 5 bids per month, allowing the business to pursue significantly more opportunities.

/3 **Improved accuracy and confidence:** Beam AI provides detailed takeoffs that the team can trust. The visibility into quantities, plans, and scope details has increased confidence when discussing bids with general contractors and reviewing project requirements.

/4 **Faster addenda reviews:** Automated change detection helps quickly identify revisions between drawing sets, reducing the time spent manually searching through updated plans.

/5 **Easy-to-use workflow:** After only a few projects, the software felt familiar and intuitive. Uploading plans, reviewing outputs, and navigating the platform became a seamless part of the estimating workflow.

BUSINESS IMPACT

- Increased monthly bid volume from 1-2 to 5+ projects
- Achieved ~10-15% revenue increase within 6 months
- Secured projects that otherwise wouldn't have been possible
- Better utilization of the owner's time across the business
- Faster responses to bid invitations and time-sensitive opportunities
- Improved visibility into project scope, leading to more accurate bids

> I honestly use Beam AI almost like a learning tool. It's helped me understand blueprints better, improve my estimating confidence, and save a tremendous amount of time.

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President
D&D Painting & Coatings

Ready to take back your time and bid smarter?

Join 1,200+ contractors across the U.S. & Canada using Beam AI to automate takeoffs, increase bidding capacity, and grow their businesses.

Schedule Your Demo