

SUCCESS STORY

Steel West increases bid volume by 34% using Beam AI

Improved bid turnaround time and
pursued more quality opportunities



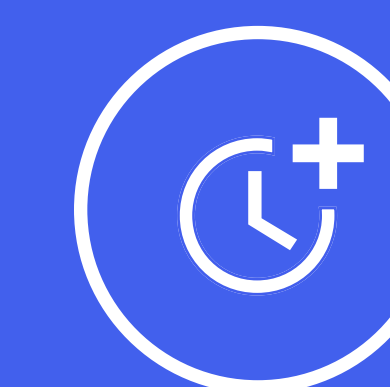
34% increase in bid volume



75% reduction in takeoff
time



Improved bid turnaround
time



More time to focus on
refining bids and managing
projects



Easy-to-use platform with
strong customer support

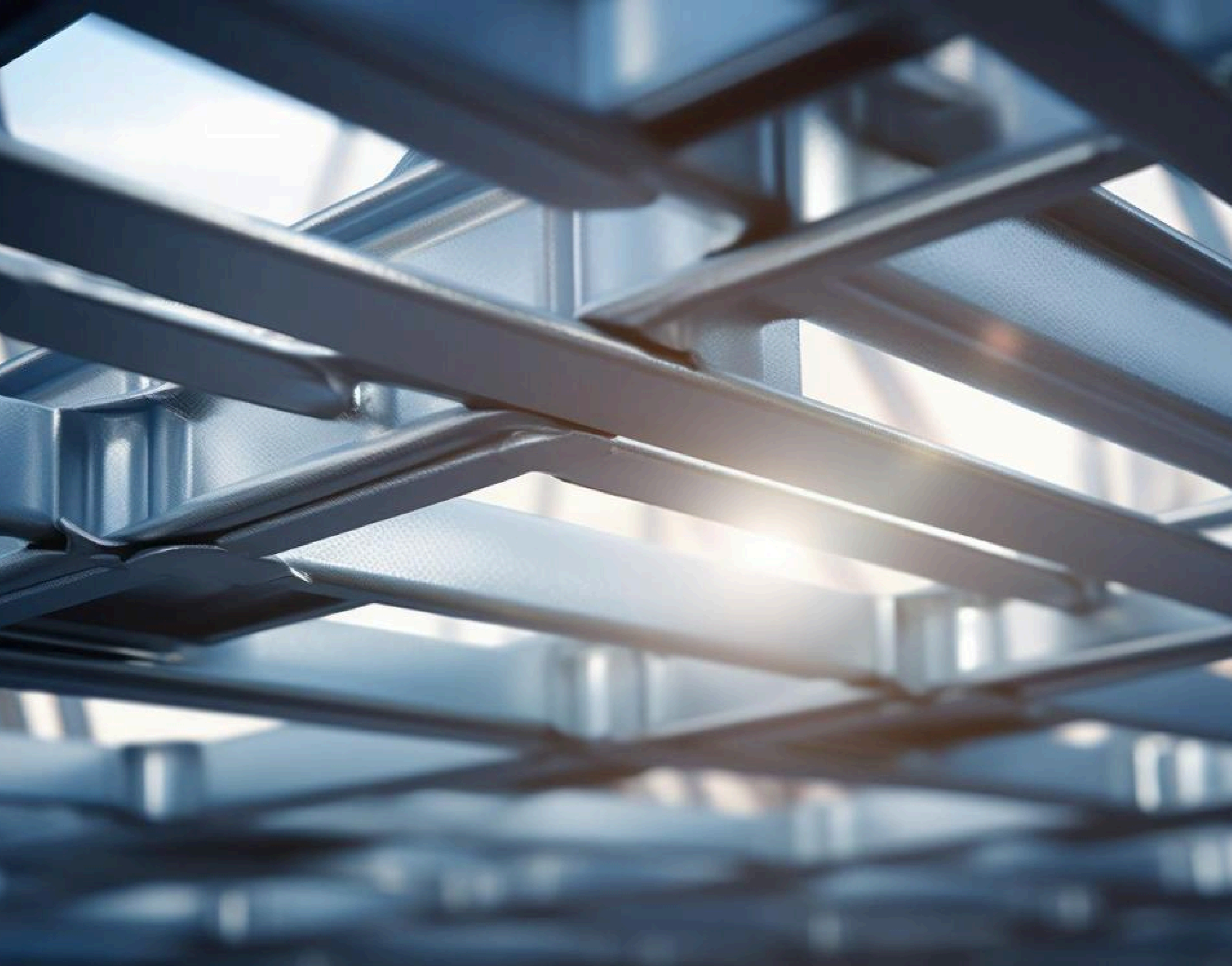


Beam AI helped us save 75% of our estimating time, allowing us to bid on more projects and improve our bid volume by 34%. The time saved also gave us the ability to focus on refining bids and managing current projects more effectively.



Colter Sears

Director of Business
Development - Senior
Estimator/Project Manager,
Steel West



ABOUT

Steel West

Founded in 1970, Steel West is a trusted Idaho-based steel fabricator with over 50 years of experience serving commercial, industrial, and infrastructure projects. The company delivers high-quality structural steel solutions by combining advanced technology, skilled craftsmanship, and a strong commitment to project excellence.



BREAKING DOWN KEY WINS

After integrating Beam AI into their estimating workflow, Steel West experienced measurable improvements:

/1 Reduced takeoff time by 75% compared to traditional takeoff methods.

/2 Increased bid volume by 34%, enabling the team to pursue more opportunities.

/3 Improved bid turnaround time, allowing estimators to respond faster to project opportunities.

/4 Time saved on takeoffs helped teams focus on refining bids and managing active projects more effectively.

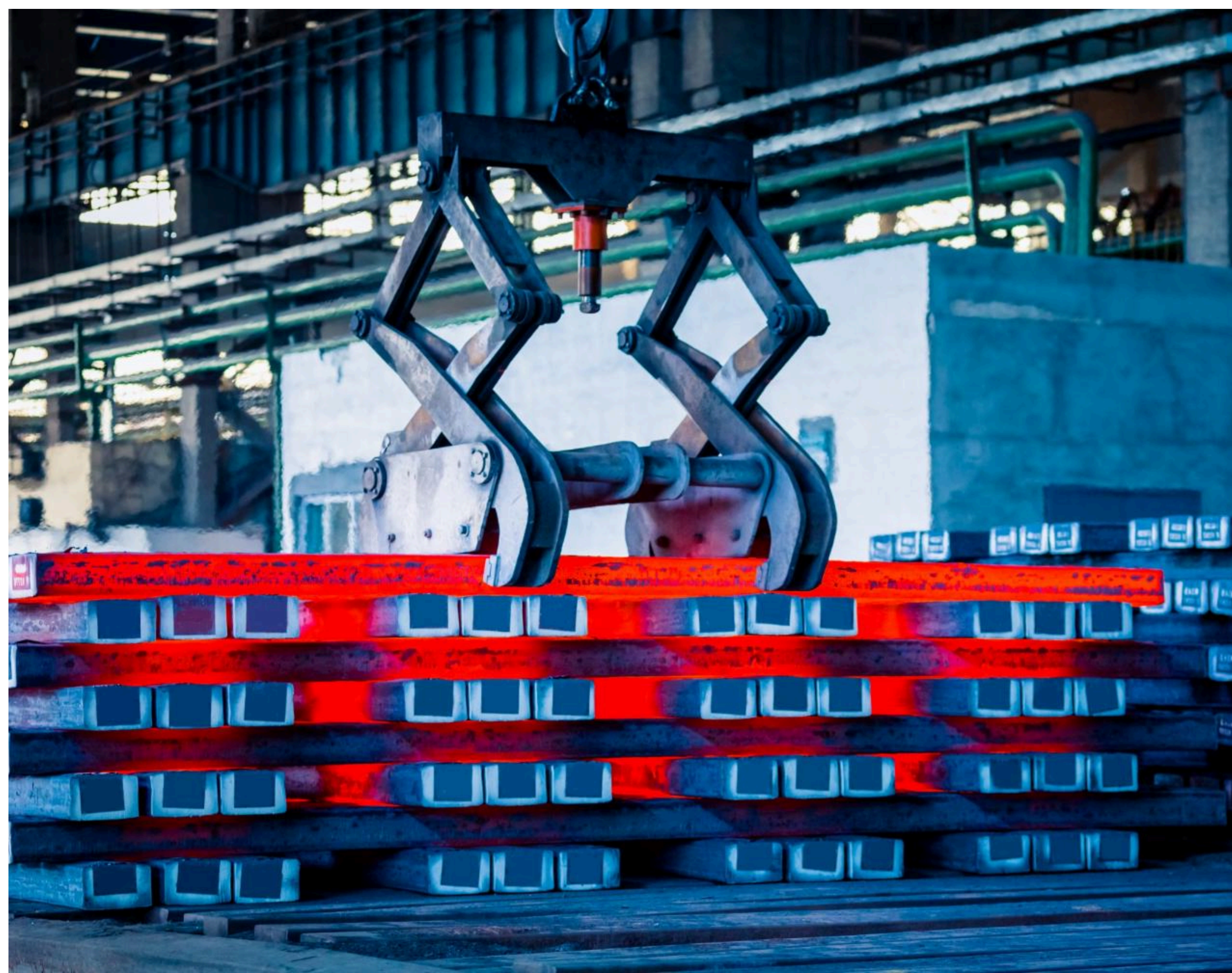
CHALLENGES BEFORE BEAM AI

Before implementing Beam AI, Steel West faced several estimating challenges:

/1 Manual takeoffs consumed about 5 hours per estimate.

/2 Estimators spent valuable time on repetitive takeoff work, limiting bandwidth for bid strategy and project management.

/3 As bid opportunities increased, maintaining capacity without adding workload became a challenge.





Time previously spent on repetitive takeoff work is now redirected toward bid optimization, project management, and higher-value estimating tasks

Revenue has also increased due to the higher volume of bids being submitted

BUSINESS IMPACT

Estimators now save 75% of time per estimate, significantly reducing manual effort and improving productivity

Increased bid volume by 34%, helping the business pursue more opportunities while maintaining bid quality

Faster bid turnaround enabled quicker responses to customer opportunities and tighter deadlines



“Before Beam AI, we spent an average of five hours per estimate. Now, we save about 75% of that time, which allows us to bid on more projects, refine our bids, and better manage active work. We’ve increased our bid volume by 34%, improved turnaround time, and Beam AI’s customer service has been excellent throughout the process.”



Colter Sears

Director of Business Development - Senior Estimator/Project Manager, Steel West

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](#)

