



## SUCCESS STORY

# Tremont HVAC Saves ~30 Hours Per Week and Improves Bid Efficiency with Beam AI

From hours spent scaling ductwork to a faster, more efficient estimating process.



**Reduced** manual takeoff workload **by up to 75%**



**Saved 20-30** estimating hours per week



**Improved** overall estimating efficiency



**More time to review** specs, keyed notes, and job conditions



**Simplified** addenda management and revision workflows



“Beam AI has really improved our overall efficiency. It gives us the time to thoroughly review projects instead of spending hours scaling ductwork.”



Tim Sughrue  
CEO | Tremont HVAC

# ABOUT

## the Team

Established in 2018, Massachusetts-based Tremont HVAC specializes in commercial HVAC construction, providing services ranging from project estimation and system design to fabrication and installation. They support healthcare, education, commercial, and other complex construction projects while maintaining a strong focus on customer service and project quality.

“Because Beam AI handles the takeoff process, we can spend more time reviewing details and improving the quality of our estimates.”

TS

**Tim Sughrue**  
CEO | Tremont HVAC



Tremont HVAC Case Study  
with [Beam AI Takeoffs](#)



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## CHALLENGES BEFORE BEAM AI

Tremont HVAC relied on manual processes that consumed a significant portion of the estimating team's week before they switched to Beam AI:

# /1

**Time-intensive takeoffs:** Manual takeoffs required up to 40 hours per week, leaving limited time for other critical responsibilities.

# /2

**Multiple responsibilities competing for time:** Estimators were also responsible for project management activities, field visits, and site measurements, making it difficult to dedicate sufficient time to takeoffs and estimate reviews.

# /3

**Limited time for estimate validation:** Much of the team's effort went into measuring and scaling ductwork, leaving less time to review specifications, keyed notes, job conditions, and project details.

# /4

**Addenda disruptions:** Plan revisions and multiple addenda often caused unexpected interruptions that required substantial rework and slowed down the estimating process.

## BREAKING DOWN KEY WINS

Since implementing Beam AI, Tremont HVAC has streamlined its estimating workflow and reclaimed valuable time every week:

# /1

**Time saved per week:** Beam AI now automates the takeoff process, reducing the team's manual workload and freeing up 20-30 hours each week.

# /2

**More thorough estimate reviews:** Instead of spending hours performing takeoffs, estimators can focus on validating specifications, reviewing keyed notes, checking job conditions, and comparing estimates against actual project costs.

# /3

**Faster bid turnaround:** With Beam AI completing takeoffs faster, the team can move into the estimating process earlier and respond to opportunities more efficiently.

# /4

**Improved spec and note detection:** Beam AI's automated detection of specifications and keyed notes acts as an additional layer of review.

# /5

**Easier addenda management:** Major disruptions created throughout the day due to multiple addenda and plan revisions have been significantly reduced with Beam AI's automatic change detection.



# BUSINESS IMPACT

— Saved 20-30 hours per week on takeoffs

— Improved overall estimating efficiency

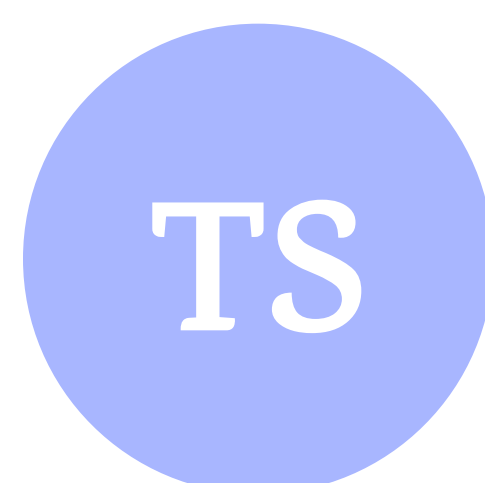
— Increased bid volume and business revenue

— Reduced disruption caused by addenda revisions

— More time available for estimate validation & creating more thorough bids

# FINAL WORD

“*Beam AI works as if two estimators are reading the specs and keyed notes.*”



**Tim Sughrue**  
CEO | Tremont HVAC



## Ready To Take Back Your Time And Bid Smarter?

### JOIN 1200+ CONTRACTORS

across the U.S. & Canada using Beam AI to automate takeoffs and improve estimating efficiency.

[Schedule Your Demo](#)