COMPETITOR ANALYSIS
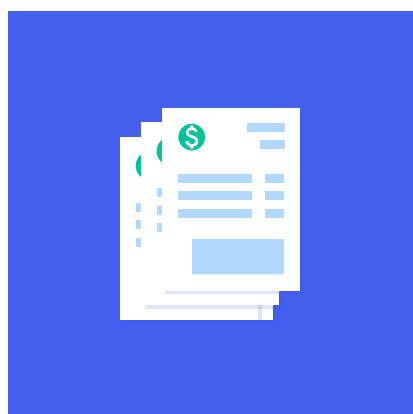
Countfire Assists with Takeoffs. Beam AI Fully Automates Them.

Covers all trades, not just MEP

Beam AI automates takeoffs across 15+ key trades, making it ideal for GCs, subs, and suppliers. Countfire is only built for electrical and mechanical.

Reclaim 90% of time spent on takeoffs

Beam AI delivers results within 24-72 hours, freeing up days you would otherwise spend validating incomplete outputs. Let AI auto-detect specs, notes, and summaries for you.
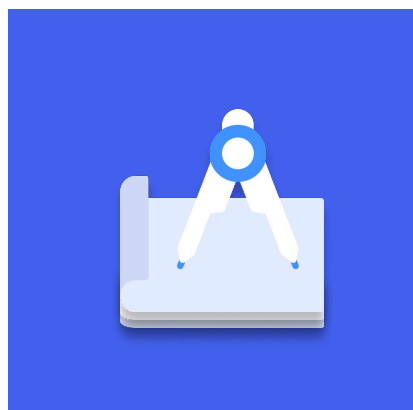
Scales with you

Beam AI can automate multiple takeoffs simultaneously and is not dependent on estimator bandwidth. Pursue more work and push 2x more bids without adding headcount.
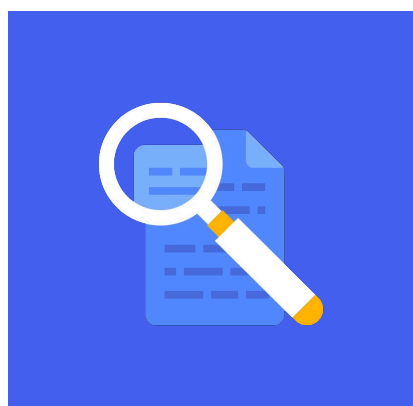
Human QA checks

Beam AI's outputs are QA-checked by humans, ensuring ±1% accuracy and bid-readiness. Countfire relies on the user to manually validate outputs using their multi-step internal QA process.

Beam AI vs Countfire: Feature-by-feature comparison

Features	Beam AI	Countfire
Trade Coverage	✅ **15+ key trades** - Including electrical, civil, HVAC, utilities, concrete, steel, plumbing, etc	❌ **Primarily electrical and mechanical counts and symbols**
Mechanical/ HVAC Coverage	✅ Full coverage including: Ductwork, pipework, fittings, equipment, controls, insulation, tagging, etc.	❌ Automation applies only to symbol recognition, not full-scope MEP/ HVAC.
Electrical Coverage	✅ Comprehensive: fixtures, devices, wiring, conduits, low voltage, tagging, etc.	⚠️ Limited to symbol counts; lacks support for wiring, tagging, or system-level mapping.
Scope of AI Automation	✅ **Fully automated:** Quantity detection, spec reading, addenda comparison. Just Upload → Add scope → Get done-for-you takeoffs.	❌ **Semi-automated & user-driven:** Symbol selection is automatic, but zone setup and drawing edits are manual
Estimator Effort	✅ Zero estimator effort post upload	❌ Estimator selects symbols, zones, does QA, and edits outputs
Human QA	✅ All takeoffs reviewed by trained Quality Assurance team (guarantees ±1% of your in-house accuracy)	❌ User is responsible for validating symbol counts and estimating kits
Speed of Delivery	✅ 24–72 hours turnaround on complete takeoffs	❌ Estimator-driven speed; depends on team capacity and plan complexity
Takeoff Capacity	✅ Can handle multiple takeoffs simultaneously	❌ One plan at a time
Revision Handling	✅ Auto-detects changes and generates Excel variance reports between versions	❌ Can auto-count revisions, but estimators manage updates manually
Output Format	✅ PDF Exports & Excel formatted to CSI codes and trade scopes	❌ Excel/PDF exports, customizable smart reports
Platform	✅ Cloud-based, no install required	❌ Cloud-based, works on Mac/PC

Trade-Specific Feature Comparisons

Mechanical/ HVAC

Features	Beam AI	Countfire
Ductwork (All Types: Rectangular, Round, Spiral, Oval)	✅	❌
Pipework & risers	✅	❌
Fittings (Elbows, Tees, Reducers, Transitions)	✅	❌
Air Terminals (Diffusers, Grilles, Etc.)	✅	❌
HVAC Equipment (AHUs, RTUs, VFDs, Etc.)	✅	❌
Dampers (Fire, Smoke, Gravity, Etc.)	✅	❌
Accessories (access doors, isolators, attenuators)	✅	❌
Controls (Thermostats, Sensors, Etc.)	✅	❌
Ductwork weight (SMACNA calc)	✅	❌
Insulation surface area	✅	❌
Pressure class tagging	✅	❌
System-wise tagging (Supply/Return, RTU/AHU)	✅	❌

Electrical

Features	Beam AI	Countfire
Fixtures & Panels (Light Fixtures, Switchgear, Transformers)	✅	⚠️ Partial – Limited symbol counts
Lighting control systems (sensors, dimmers)	✅	⚠️ Partial – Only symbols, not model-based
Wiring Devices (Receptacles, Floor Boxes)	✅	❌
Low Voltage Systems (Fire Alarm, CCTV, BAS)	✅	❌
Conduits, Feeders, Cable Trays	✅	❌
Power & Lighting Branches	✅	❌
Home-runs	✅	❌
Tagging: Area, Phase, Zone	✅	❌
System-wise grouping & summaries	✅	⚠️ Limited – Must be built manually by user
Quantity + Spec extraction from notes/schedules	✅	❌

Why Should You Invest in Beam AI

Reclaim 90% time spent on takeoffs

Let AI do the takeoffs so you can relocate bandwidth to bidding on more jobs, refining proposals, getting better pricing from suppliers, and other high-value tasks.

Send out up to 30% more bids

Don't waste time fixing AI outputs. Beam AI gives you ready-to-use, Human QA-checked takeoffs so you can respond to more jobs, faster.

AI handles the details

Beam AI Auto-detects and updates all spec changes; no manual effort required, AI does the job for you.

Automate Your Takeoffs With Beam AI

Over 900+ businesses across US & Canada trust Beam AI for fully done, automated takeoffs. Join this community today!

BOOK A DEMO