

How steel fabrication company SSE reduced estimating times BY UP TO 80% WITH LIFT

Overview

Southern Services & Equipment, Inc. (SSE), a steel fabrication company based in New Orleans, Louisiana, provides the construction industry with high-quality steel and fabrication services. The company takes pride in delivering precise and timely project estimates, a key factor in maintaining its competitive edge in the industry. But they needed help.

The Situation

SSE faced a major challenge when their lead estimator unexpectedly left, disrupting their workflow and increasing demands on the estimating team. Located in a region with a limited pool of qualified estimators, finding a competent replacement was difficult.

Justin Airhart, SSE's COO, was forced to balance project management and estimating duties, stretching resources thin and risking project delays. This situation threatened to compromise project quality and client relationships, adding pressure to the already strained team. That's when Justin started researching his options.

The Solution

SSE partnered with Sketchdeck.AI to automate the manual, re-petitive, and time-consuming parts of their takeoffs with LIFT. Initially, the team was skeptical, but the AI's ability to read and interpret drawings, handle repetitive tasks like beam takeoffs, and weight calculations, proved to be significant. Over the months, LIFT evolved to capture more and more steel from project drawings, significantly improving its efficiency and reliability.

The Result

SSE faced a major challenge when their lead estimator unexpectedly left, disrupting their workflow and increasing demands on the estimating team. Located in a region with a limited pool of qualified estimators, finding a competent replacement was difficult. Justin Airhart, SSE's COO, was forced to balance project management and estimating duties, stretching resources thin and risking project delays. This situation threatened to compromise project quality and client relationships, adding pressure to the already strained team. That's when Justin started researching his options.

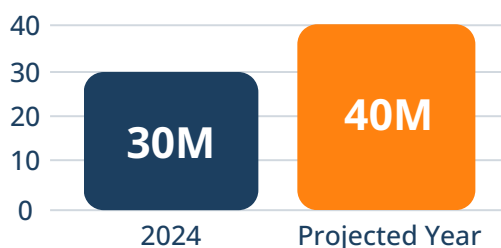


Justin Airhart, COO

"Sketchdeck AI's tool, LIFT, has cut my estimating time by 50 to 80 percent, allowing me to focus on growing the business. It's like having an extra team member who never makes mistakes."

- 33% projected growth in revenue
- 80% reduction in time spent
- # projects handled

33% Increase In Revenue



80% Time Reduction On MTOs

