

How AutogenAI Helped One of the World's Leading Construction Companies Achieve Their Best Financial Year

Background: Our client is one of the largest construction companies in the world, with a turnover of over \$2.5 billion and a workforce of more than 3,000 employees. The company's Services division had ambitious growth objectives and aimed to enhance bid submission and win rates, they sought to leverage AutogenAI to bolster their existing bid writing capabilities.



Challenge: The bid process traditionally employed by the company's Services division was laborious and time-consuming, hindering their potential for hyper-growth. They needed a solution that could streamline and expedite their bid process, enabling them to scale their operations effectively.

The Solution

- Their Services division made the strategic decision to integrate AutogenAI into their workflow. The primary objectives were to enhance the efficiency of their bid and proposal writing process and increase their revenue through improved win rates.
- By leveraging AutogenAI's AI-powered bid writing solution, they aimed to maintain a consistent tone of voice, rapidly generate high-quality bid content, repurpose existing text from their bid library and ultimately, save time.
- Armed with the efficiency improvements that AutogenAI offers, the bid team aspired to allocate more of their time and expertise to refining and elevating their bids.

Onboarding and Implementation

AutogenAI integrated quickly and seamlessly into the Services division's bid writing workflow. AutogenAI's training sessions were designed to equip the team with the necessary skills to use the AutogenAI's capabilities effectively and maximize potential quickly. The swift and straightforward onboarding enabled the bid-writing team to start reaping the benefits of their AutogenAI Language Engine immediately. The Services division also uploaded three years' worth of past bids into their AutogenAI Language Engine during implementation, further enhancing their bid-writing team's ability to rapidly generate relevant, competitive content and repurpose existing text.

Results

96%

increase in bid
submissions within
nine months

\$25M

added to their
revenue in 2023

Within nine months of implementing AutogenAI, the Services team managed to nearly double their bid submissions - from 75 bids a year to a record 147 bids. More so, they sustained a win rate of 1 in 2 for the first half of the year. They attribute this success to AutogenAI, stating *"this would not have been possible without AutogenAI."*

AutogenAI is now an integral part of the Service bid writing team's workflow, used daily for a variety of tasks including storyboarding, mind mapping, researching, and content writing. The team members have become proficient in AI through training and are among the most expert users of AutogenAI's platform.

Expansion of AutogenAI Across Additional Business Divisions

In their words, *"We've taken a big step in our business. To not have AutogenAI anymore would be a backward step."* Encouraged by this success, the Civil Construction and Residential divisions of the company began using AutogenAI in March 2024.