

How AutogenAI Helped One of the World's Largest Construction Companies Achieve their Best Financial Year on Record

Introduction

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 had ambitious growth objectives and aimed to enhance proposal submissions and win rates. They sought to leverage AutogenAI to bolster their existing proposal writing capabilities.



The Challenge

The proposal process traditionally employed by the firm was laborious and time-consuming, hindering their potential for hypergrowth. They needed a solution that could streamline and expedite their proposal process, enabling them to scale their operations effectively.

The Solution

The organization made the strategic decision to integrate AutogenAI into the workflow of one of their three divisions. The primary objectives were to enhance the efficiency of their proposal writing process, and increase their revenue through improved win rates.

In leveraging AutogenAI's AI-powered proposal writing solution, they aimed to maintain a consistent tone of voice, rapidly generate high-quality content, repurpose existing text from their corporate library, and ultimately save time.

Armed with the efficiency improvements that AutogenAI offers, the proposal team aspired to allocate more of their time and expertise to refining and elevating their proposals.



Onboarding and Implementation

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

The Results

Achieved a 96% Increase in Proposal Submissions Within Nine Months

Within nine months of implementing AutogenAI, the Services team managed to nearly double their proposal submissions - from 75 a year to a record 147 proposals between March and December 2023. 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 it would not have been possible without us.



Record-Breaking Financial Year Attributed to AutogenAI

The company reported it's best financial year ever in 2024. AutogenAI contributed a minimum of \$35,000,000 to the company's revenue in 2023.



Seamless Integration of AutogenAI into Daily Workflow

AutogenAI is now an integral part of the Service proposal 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 lose AutogenAI would be a backward step."** Encouraged by this success, AutogenAI was rolled out across the rest of the business in March 2024.

