

Case Study

AEC Company Automates RFP Response Generation with Generative AI

Introduction

In the fiercely competitive Architecture, Engineering, and Construction (AEC) industry, showcasing the breadth and depth of expertise in relevant projects is paramount to securing new ventures. However, the challenge extends beyond expertise as not all prospects materialize into finalized deals. Efficiently seizing available opportunities, especially when responding to Request for Proposals (RFPs), demands significant resource and time allocation. Streamlining the RFP process is crucial for maximizing business closures and staying ahead in the competitive landscape.

About the Customer

Situated the East Coast United States, our customer is a national frontrunner in engineering and consulting services, specializing in comprehensive infrastructure development encompassing, roads, bridges, water treatment facilities, and beyond. With over five decades of experience, they are committed to driving impactful change through innovation and unwavering client dedication.

Business Objectives

The customer's primary objective revolved around delivering innovative and cost-efficient solutions to tackle the most intricate infrastructure hurdles for their clientele. Partnering with CloudMoyo aimed to revolutionize a fundamental task in AEC firms –

timely and comprehensive responses to RFPs. This automation endeavor sought to incorporate relevant graphics and keywords into every submission, effectively showcasing the client's project expertise and translating opportunities into successful business ventures.

Challenges

The has been using manual processes to complete RFPs. This required gathering information from various stakeholders, creating tailored content, undergoing multiple rounds of review, and formatting for submission which resulted in:

- 📌 High volume of RFPs, requiring meticulous attention
- 📌 Time-intensive manual process impacting overall efficiency
- 📌 Manual process prone to human errors
- 📌 Hindering competitiveness against faster responders
- 📌 Diverting resources from critical tasks
- 📌 Lengthy response times leading to missed opportunities

Solutions

CloudMoyo, a Microsoft partner with expertise in Azure OpenAI, collaborated with the customer to deliver a robust Azure-based generative AI solution that aimed at streamlining and automating the RFP response process through:

- Establishing a robust Azure infrastructure to support the AI-driven RFP response system
- Analyzing sample RFPs provided by the client to understand the specific requirements and nuances of the documents
- Masking documents with advanced encryption to ensure data privacy and security of sensitive information within the RFP documents
- Leveraging advanced analytics and natural language processing (NLP) techniques to analyze the content and structure of the RFPs, identifying key patterns and requirements
- Extracting relevant information, such as past project details, specifications, and client requirements, in a structured format suitable for AI-driven analysis.
- Using cutting-edge generative AI models in Azure OpenAI to generate accurate and contextually relevant responses to RFP prompts
- Continuously refining and validating through iterative feedback loops, ensuring accuracy and alignment with the client's brand messaging and project capabilities

Value Delivered

This customer's engagement with CloudMoyo is a testament to how generative AI can automate monotonous tasks and directly contribute to increased business opportunities, simplification of tedious processes, and decreased workload on resources. The customer has positioned themselves to become the frontrunner in tapping into more opportunities than ever and has resulted in:

- Faster completion and submission of RFP response
- Increased accuracy and consistency with AI-driven responses
- Competitive edge gained through quick and compelling RFP responses
- Enhanced positioning as a responsive and innovative partner for clients
- Streamlined process facilitates efficient utilization of resources

About Us

CloudMoyo is a global digital engineering firm at the intersection of cloud and AI. Our transformative solutions utilize the power of the cloud, digital transformation through the use of AI, and end-to-end contract intelligence solutions. Headquartered in Bellevue, Washington, we have a nationwide presence with an innovation center in Pune, India. CloudMoyo is a leading Icertis partner, utilizing our domain expertise in implementing Icertis Contract Intelligence (ICI) solutions. We pride ourselves in providing consulting services, implementation, ongoing transformation, operations, and support services

A Microsoft Partner, CloudMoyo utilizes our Azure cloud and data democratization expertise to help transform complex data landscapes and deliver actionable insights. Our native app expertise facilitates end-to-end transformation of the customer experience to drive new revenue. The CloudMoyo Application Framework & Analytics Frameworks (CAF) empower our customers by democratizing their data and utilizing accelerators to expedite project development. Through Low Code, No Code, we also empower everyday business users to build their own productivity applications.