

## Productizing the process of takeoff and estimating.

### Background

The client is a US-based Tier 1 construction engineering and design company that serves a wide variety of verticals through their delivery of repeatable productized design.

One of the company's areas of growth is in the energy sector helping clients develop and build power stations using productized substations designs.

### The Situation

The client's project pipeline far exceeds the team's ability to deliver new work, leading to a lengthy backlog and inhibiting growth. Despite having a history of delivering quality projects that address their client's goals, processes were not productized, resulting in slower progress and less consistent results.

**THE GOAL:** Create a single-source of truth and help the team define an efficient, productized process. Create time savings to allow the team to move quickly through pre-construction.

### The Problem

- Knowledge and expertise were siloed among teams and individual team members
- Multiple systems, methods and processes existed to address the same types of projects
- Different skill levels and individual experience created dramatically different outcomes
- Dark data reduced the likelihood of new value creation

### With Slate

**90%**

time saved from take-off to estimating

**70%**

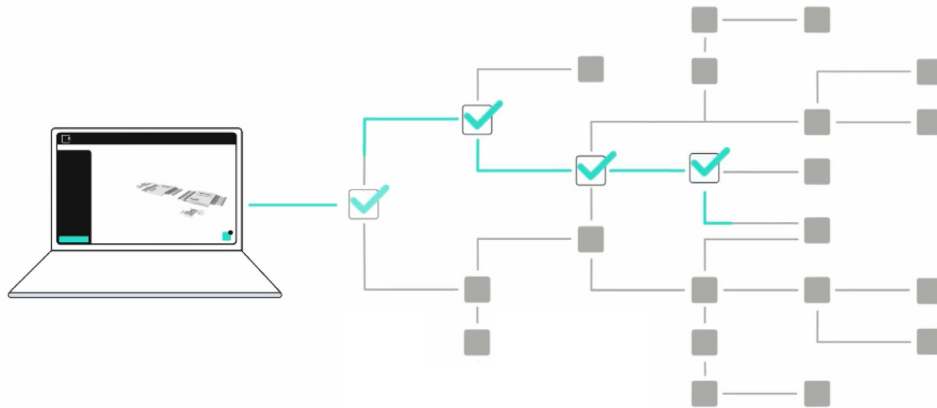
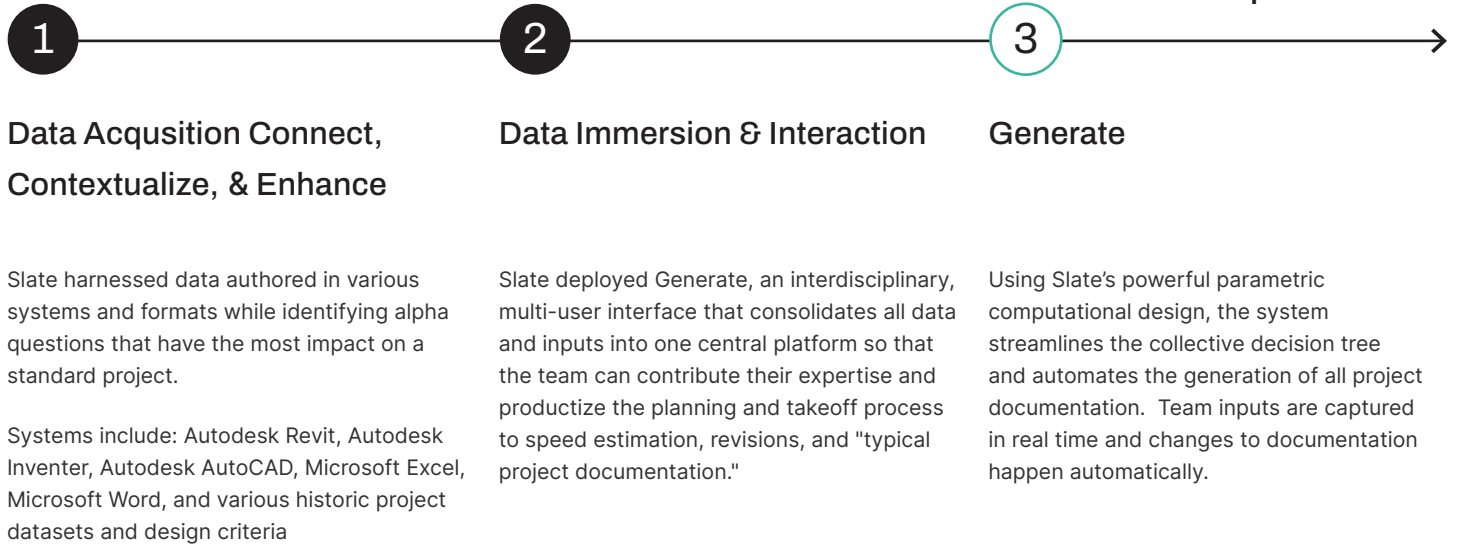
overall design time saved

**320hrs**

saved on a single configuration

## How Slate was Deployed

Up next: Insights driven by predictive AI



## Slate Generate Direct Project Impacts

- ➔ Compresses the collective decision tree saving valuable time
- ➔ Reduces the number of decisions to help avoid costly mistakes
- ➔ Captures data in a single platform for multidisciplinary teams
- ➔ Integrates data and tailors it to each team members specific needs
- ➔ Captures collaborator contributions in real time, updating your project documentation
- ➔ Generates the documentation you need in a variety of formats, including: Bill of Quantities, Proposals, 3D Models, Aerial Imagery, & 2D Drawings

# Creating Value with Slate

## So, what does Slate mean for the bottom line?

Using Slate Generate, in addition to direct time savings, the client unlocked the potential to bid new business.

**10x** increase in number of bids per year

**\$150M** potential NEW revenue per year

## Slate Generate has surfaced remarkable additive value over time, including:

- A 80% reduction in user inputs needed
- The identification of 7 alpha questions that have the most important impacts on design and estimating
- Time saved per revision = 60 hours on average.

Imagine the impact Slate can have on your projects, providing you with project-based solutions that scale to each project’s specific challenges, at every stage of project lifecycle, and across your entire project portfolio.

“Slate Generate is an interdisciplinary, multi-user interface to configure project-based solutions that are scalable and designed for your entire project lifecycle.”

Joel Hutchines  
Chief Product Officer, Slate Technologies





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#### About Slate – Our Mission

We empower teams with a powerful decision assistant that leverages advanced technology and smart data to transform construction projects and revolutionize the industry.

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#### Get Started With Slate

Let's talk about how Slate can help your team harness the power of data to make better decisions and create better project outcomes.

Contact Slate at [\*\*sales@slate.ai\*\*](mailto:sales@slate.ai)