

How Kiewit Won Multi-Million-Dollar Projects with Real-Time Government Insights

Kiewit, a leading construction and engineering firm, used Cloverleaf AI to track funding developments and procurement timelines, ensuring a well-timed, data-driven bid that secured high-value projects.



“

“Cloverleaf AI allows our people on the ground to work with the best and most timely intel, so they can focus on what they do best. This has been crucial for winning this multi-million dollar project.”

Challenge

Kiewit needed continuous monitoring of funding developments for major infrastructure projects, including a rail expansion and a bridge replacement. The ability to track government discussions in real-time was critical to ensuring strategic involvement and competitive positioning.

Solution

Cloverleaf AI deployed specialized campaigns to track funding status, procurement timelines, and key government discussions. By continuously extracting relevant intelligence from public meetings, Kiewit's teams received up-to-date insights that directly informed decision-making.

Results



Successful Project Wins

Armed with timely intelligence, Kiewit won a multi-million-dollar bridge replacement project and optimized involvement in the rail project.



Informed Decision-making

Kiewit cross-checked internal insights with real-time funding updates, ensuring strategic navigation of shifting funding landscapes and optimized resource allocation.



Relationship Management

The business development team leveraged timely insights to strengthen relationships and position Kiewit competitively in procurement discussions.