

1

Industrial Equipment Bid Intelligence

INDUSTRIAL & MANUFACTURING

THE PROBLEM

Bid teams manually monitor dozens of procurement portals, download spec PDFs, and assemble bid packages by hand. Qualified opportunities are missed and response times are too slow.

WHAT WAS BUILT

- **Monitors 14+ procurement** portals, downloads spec docs, and classifies every listing for equipment fit automatically
- **AI triage keeps** only what fits your spec — drive type, flow range, power requirements — and surfaces 20x more qualified leads
- **Generates complete bid** packets with cover, compliance matrix, deviations, and next steps in minutes, not hours

CONTEXT & PROBLEM

Bid teams manually monitor dozens of procurement portals across federal, state, and local government. The volume of irrelevant listings makes manual filtering impractical at scale, and opportunities are regularly missed.

Each qualified bid requires a complete package: cover letter, equipment configuration, compliance matrix, and deviation list. Starting from scratch every time takes hours.

Distributor networks are managed informally with no data on which regions are undercovered or which partners are underperforming on the leads they receive.

AI SOLUTION

Automated ingestion monitors procurement portals every 2-4 hours, downloads PDF specifications, and runs AI classification to determine relevance, scope, and equipment fit against your active spec sheet.

AI triage engine scores each listing against your equipment parameters — drive type, flow range, power requirements — and routes qualified opportunities to the correct distributor.

Bid packet generator assembles a complete proposal: cover page, executive summary, equipment configuration, compliance matrix (UL 508, ANSI/HI 14. 6), deviations, and recommended next steps.

VALUE AT STAKE

Qualified bid capture rate increases from sporadic manual checks to continuous 24/7 monitoring across every relevant portal.

Bid preparation time compresses from hours of manual spec review and document assembly to minutes of human review on an AI-generated packet.

Geographic intelligence reveals distribution coverage gaps, converting anecdotal territory management into a data-driven expansion map.

Full video walkthrough available at heildigital.com/portfolio/industrial-bid-intelligence