

**INDUSTRY**  
Construction & Engineering

**USE CASE**  
Government Lead Tracking  
Funding & Procurement Intelligence

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.

## Challenges

### CONTINUOUS MONITORING

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

### REAL-TIME GOVERNMENT INTELLIGENCE

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

### MULTI-MILLION-DOLLAR PROJECT WINS

With real-time intelligence, Kiewit secured a major bridge replacement contract and optimized its participation in the rail expansion project.

### STRONGER RELATIONSHIPS, SMARTER DECISIONS

The business development team used these insights to build stronger stakeholder relationships, positioning Kiewit strategically throughout evolving procurement discussions.

### IMPROVED RESOURCE ALLOCATION

By cross-referencing internal plans with live funding updates, Kiewit was able to make more informed investment decisions and deploy resources where they’d have the greatest impact.

*“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.”*