

Kyvoo AI Consulting

AI CONSULTING CASE STUDY

CUSTOMER OVERVIEW

A **National Facilities Management Company** that provides direct and outsourced building maintenance, facility services and construction services faced a growing operational challenge. The company had a steady increase in bid opportunities, but its internal bid process could not keep up. All bid analysis, bid assembly, and bid tracking were performed by a single employee who had developed deep expertise over many years. This created heavy dependency on one person and significant risks whenever that individual was unavailable.

The organization generated approximately **\$10-20 million** in annual revenue with **100-110 employees**. Although growing, internal processes for winning new business were not scaling with demand.

BUSINESS CHALLENGES

The Facilities Management Company recognized they did not have internal expertise or technical capacity to design, build, or deploy AI agents and workflow automations. Their bid process had reached a breaking point, and leadership knew modern AI could help, but were unsure what was achievable with today's technology or how to adopt it safely within their organization.

Single Point of Failure One person performed nearly all bid-related work. When unavailable, the entire bid pipeline slowed or stopped.	Growth Outpacing Capacity Dozens of bids received weekly but never analyzed more than 20 of them. Many opportunities were missed due to workload exceeding available time.
Training Difficulties Bid work requires deep familiarity with clients, pricing, and processes. Training attempts resulted in inconsistent outcomes and long ramp-up times.	Accuracy & Consistency Issues Manual extraction, formatting, and tracking were time-consuming and prone to mistakes with multiple attachments and specifications.

Critical Requirement: SaaS AI was not viable. Cloud hosted AI tools could not process bid documents because client information, pricing, and contracts could not be shared externally. They needed AI that operated privately and securely inside their own environment.

They engaged Kyvoo to provide expert guidance, evaluate processes, and create a pilot program introducing agentic AI into operations while keeping client documents private. The objective was to learn what AI could realistically automate, determine where it could deliver the most value, and implement a proof-of-concept demonstrating measurable improvements without disrupting workflows.

KYVOO CONSULTING & AUTOMATIONS

Kyvoo developed AI Agents were deployed fully inside the company's Azure environment, ensuring all documents and data remained private and never left organizational control. These addressed the most time-consuming parts of the bid process while giving leadership full visibility and audit tracking.

Key Automations Delivered:

- Data extraction from bid documents
- Bid template formatting and population
- Document organization and tagging
- Bid tracking and status updates
- Automated reminder and notifications for subcontractors
- SmartAnswers based support for internal bid logic and decision steps

Summaries and reports were automatically distributed through email with direct links to documents and bids, allowing employees to work in a familiar environment without learning new software.

RESULTS & MEASURABLE IMPACT

Within **90 days** of deployment, the Facilities Management Company saw meaningful and measurable changes:

<p>50%</p> <p>Increase in Weekly Bids</p> <p>From 10 to 15 bids per week without hiring additional staff</p>	<p>60-75%</p> <p>Reduction in Manual Work</p> <p>Bid preparation time dropped dramatically through automation</p>
<p>3.5-5x</p> <p>Return on Investment</p> <p>Avoided hiring a \$65K-85K/year bid coordinator while increasing output</p>	<p>100%</p> <p>Data Security</p> <p>All operations contained inside company's Azure tenant for zero external exposure</p>

WHY KYVOO AI CONSULTING

The Facilities Management Company selected Kyvoo because they provide a full business-ready solution that met all requirements:

- AI that operates privately within their own environment
- Automated bid processing that significantly reduced manual workload
- Consistent and accurate formatting of submissions
- Full audit tracking for internal review and accountability
- Routing rules tailored to employees, subcontractors and project types
- A scalable process no longer dependent on one experienced individual

Kyvoo transformed the company's bid operations by automating repetitive tasks, increasing throughput, eliminating single-expert dependency and protecting sensitive client data. With Kyvoo, the company gained the ability to pursue more opportunities, operate more efficiently and scale confidently without adding staff, creating a long-term competitive advantage.

