

Infrastructure Project Discovery

Using AI to Identify Relevant Early-Stage Project Opportunities

Pursue Less; Win More

Highlights:

- Reduce due diligence time by 90%
- Capitalize on emerging opportunities
- Identify leads at early stages

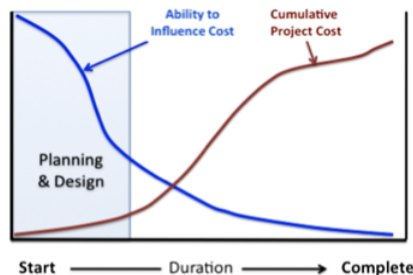
Business Context

Decision-makers at a leading multinational engineering, procurement, and construction (EPC) company sought a unified pipeline for project lead generation, a data-driven addition to their workflow to guide project sourcing strategy and streamline necessary due diligence. An ongoing challenge is that the cost of acquiring a new project is very high. A project nominally estimated at \$150M could require \$1-2M just to respond to the tender. And in order to bid on a billion-dollar tender, construction companies typically spend approximately \$10M over a 2-year sales cycle. As such, it is critically important multinational EPCs focus on high-impact, relevant international deals, especially those similar to their past projects and with a high likelihood of successful closing.

Operators and asset managers have the most effective control in the early stages of the project. As project phases proceed, costs increase and ability to influence the project decreases. Clarity and control in a project's planning and design phase generally decreases the project's cumulative cost and increases its probability of successful completion.

Too Late to Apologize

Ability to influence project costs is greatest at early stage (before planning) of the projects project



Decision

Traditional lead generation decision workflow involves:

- Colleagues and experts on the ground, networks with private equity funds, government
- Information from government bodies in the country (ministries; agencies) tenders (public and private)
- Information from business partners, newsletters and news publications, external sources (such as the World Bank, IMF, IFC, Infrastructure Investor, InfraPPPWorld, Industry Reports)
- Contractual terms, PPP, environment, ethics, probability of success, relevance to similar projects of the contractor, portfolio wide risk alerts

Customer Pain Points

Available projects and tenders data is inconsistent and fragmented. Industry standards are poorly defined and eProcurement sites are cumbersome, making data ingestion and analysis especially challenging. Benchmarking similar projects and sourcing opportunities is overly time-consuming without leveraging curated data and advanced AI. The greatest value for data scientists is the availability of clean, aggregated data, which saves 80% of their time during analysis. Curated data and advanced AI can be leveraged to expedite and enhance this manual workflow, but at a technical level, the cost of hiring dozens of data scientists to aggregate data sources and acquire domain knowledge will cost millions of dollars and years of investment.

The Solution: Taiyō Infra

Taiyō Infra augments the traditional way of sourcing project deals. With the world's largest database of infrastructure projects and tenders, you have a consolidated database of opportunities. Taiyō Infra enables our customer to predict project status and benchmark similar projects time-effectively and control early project phases with clear project specific and portfolio-wide global strategies. With Taiyō Infra, operators and managers can pursue projects with purpose, pursuing less and winning more. Users enter project details, including the location, size, and sectors. The system outputs include:

- The probability the project's success with the key external factors influencing project outcomes,
- List of similar projects, and
- Aggregated analysis of trending global opportunities in sub-sectors of interest, including associated location, country, and project risk monitors.

“This will revolutionize the way we do business”

VP of Business Development, Fortune500 EPC