

How a PE-backed platform went from no AI to production-ready AI before the transaction closed

SITUATION

- PE-backed construction technology platform serving general contractors, developers, and building owners across large-scale projects
- Managed structured project data across thousands of buildings – handover documentation, inspection records, and compliance evidence – a rich data asset with significant AI potential
- No AI talent, no strategy, and needed AI capabilities built into its product fast
- Larger competitors were shipping AI-native features

With a transaction approaching, the PE sponsor needed more than a roadmap – they needed working AI and a story that buyers would believe.

SOLUTION

Sell-Side AI Diligence 4 weeks

Assessed AI readiness across the platform, identified 7 priority use cases with business impact estimates, and built a credible AI value creation narrative feeding directly into the transaction.

AI Strategy and Solution Design 6 weeks

Validated diligence findings with direct system access, prioritized use cases based on technical feasibility and business impact, and delivered a build-ready roadmap with a structured 90-day action plan.

AI Activation 16 weeks

Deployed a conversational document intelligence system ingesting 1,000+ technical documents per project, enabling site teams to ask questions in natural language and get instant, sourced answers.

AI Transformation 16 weeks

Embedded AI across the core platform. Automated photo compliance checks, an intelligent client onboarding system, and data infrastructure to sustain and scale AI capabilities through exit and beyond.

IMPACT

1000+
project
documents

searchable in seconds versus manual search requiring ~20 minutes per document.

~50%
reduction

in photo re-takes through automated AI compliance QA.

~100
hours

of manual client project onboarding eliminated per engagement.

OUTCOME

- AI was deployed in production across the core platform before the transaction closed. Not a pilot or a roadmap, working technology that site teams were actively using on live projects.
- Buyers received a documented AI narrative backed by measurable outcomes and verified results. The AI story was not constructed for the sale – it was built during the hold period, and the evidence was already there.
- The company entered the sale process as an AI-enabled construction platform in a market where most competitors were still at the pilot stage. That differentiation was visible, defensible, and resonated with buyers.