



Engineer Outreach Helped Contractors Win and Execute Multi-Site Projects

How Small Operations Gained Access to Larger Opportunities and Scaled

The Challenge

These contractors were primarily focused on **smaller, residential work**.

Most of their projects were:

- Local
- Limited in size
- Concentrated around their home geography

While this provided steady work, it came with constraints.

They were facing:

- Margin pressure
- Over-reliance on slab lifting
- Limited access to larger commercial opportunities

The type of work they wanted—larger, multi-site projects—wasn't accessible to them. They weren't competing for those jobs. They weren't even in the conversation.



What They Discovered

The limitation wasn't capability. It was **access**.

Larger commercial opportunities—especially multi-location projects—required:

- Relationships with decision-makers
- Trust at the engineering level
- The ability to present solutions at scale

Without that access, contractors remained confined to smaller, local work.

The opportunity wasn't missing.

It was just out of reach.

The Shift

Through Alchatek support, these contractors were introduced to **engineer outreach and Lunch & Learn engagement**.

They:

- Gained access to engineers and decision-makers
- Learned how to present solutions in a commercial context

- Built credibility beyond residential work

This wasn't just training. It was **opening doors**.

Doors to projects they previously had no visibility into.

The Impact

The results were substantial.

These contractors began:

- **Bidding and winning multiple Church's locations**
- Executing larger projects across multiple sites
- Completing higher-value work in shorter timeframes

This created clear operational advantages:

- Reduced labor inefficiencies
- Lower mobility costs
- Greater revenue per project cycle

Instead of one job at a time—

They were now operating at scale.

What Changed

The biggest shift wasn't technical.

It was access.

They moved from:

- Local, residential work...To multi-location commercial projects

They gained:

- Entry into larger opportunities
- The ability to scale work across sites
- A new level of visibility with decision-makers

The Takeaway

This wasn't about doing bigger individual jobs.

It was about doing more jobs—at scale.

Through engineer outreach, these contractors didn't just grow—

They expanded into a model where one opportunity could turn into **100+ locations**, creating a completely new level of revenue and efficiency.

Tech Support:
404-618-0438
www.Alchatek.com

This information is provided in good faith, but without guarantee. The application, use and processing of the products are beyond our control and therefore your entire responsibility. Should Alchatek nevertheless be held liable for any damage, such liability will be limited to the value of the goods delivered by us. We are committed to providing high-quality goods at all times. This version supersedes all previous versions. Revision Date: March 30, 2026 3:28 PM