



Winning a Project 5x Larger Than Anything Before

How Atlas Structural Expanded from Limited Commercial Work to Large-Scale Grout Projects

The Challenge

Atlas Structural already had a strong, stable business.

They were experienced, capable, and consistently performing excellent residential work and some commercial work.

But they had a plan. Specifically, they wanted to expand into **large-scale projects in a big way.**

To get there, they recognized the need to operate at a different level.

This meant:

- Taking on more complex scopes
- Positioning for larger, higher-margin projects
- Competing in a more demanding environment

The opportunity was clear.

The next step was aligning their approach, tools, and positioning to consistently win that level of work.

What They Discovered

The limitation wasn't demand.

The opportunity for larger commercial work was already there.

Larger commercial projects require:

- Advanced project evaluation
- Expert technical positioning
- The ability to clearly demonstrate scope and risk

Atlas recognized that competing at this level meant refining how they assessed, presented, and positioned their work.

This wasn't about ability.

It was about operating at a higher level of precision and clarity.

With the right approach, they could confidently pursue—and win—the larger projects they were targeting.

The Shift

Through Alchatek support, Atlas Structural was introduced to new application capabilities and tools.

They received:

- Application and product training



- Guidance on expanding into new types of work
- Hands-on experience using the **Pagani DCP**

But more importantly—

They learned how to use the DCP not just as a testing tool...

But as a **sales tool**.

This allowed them to:

- Better diagnose site conditions
- Clearly communicate problems to customers
- Justify larger, more complex solutions

The Impact

The results were immediate and significant. Atlas Structural secured a **bridge project** that became:

The largest chemical grout project in their company's history—5x larger than anything they had done before.

This wasn't incremental growth.

It was a step change in the scale of work they could pursue and win.

What Changed

The biggest shift wasn't just technical.

It was strategic.

They went from:

- Uncertain about bidding large commercial work → To confidently pursuing and winning it

They gained:

- A new level of confidence
- A stronger way to evaluate and present projects
- The ability to compete at a much higher level

The DCP became more than a tool—

It became a way to **win work**.

The Takeaway

This wasn't about doing more of the same work.

It was about doing bigger work.

With the right tools and support, Atlas Structural didn't just grow—

They broke through into a new level of commercial opportunity, winning projects **5x larger than anything they had done before.**

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