MARCO TECHNOLOGIES

AI RFP ANALYST · BUILT FOR TRADE CONTRACTORS

Meet Eva.

From RFP to proposal, in one conversation.

She reads the specs and the drawings, makes the bid call, and drafts the estimate and proposal. You just ask.

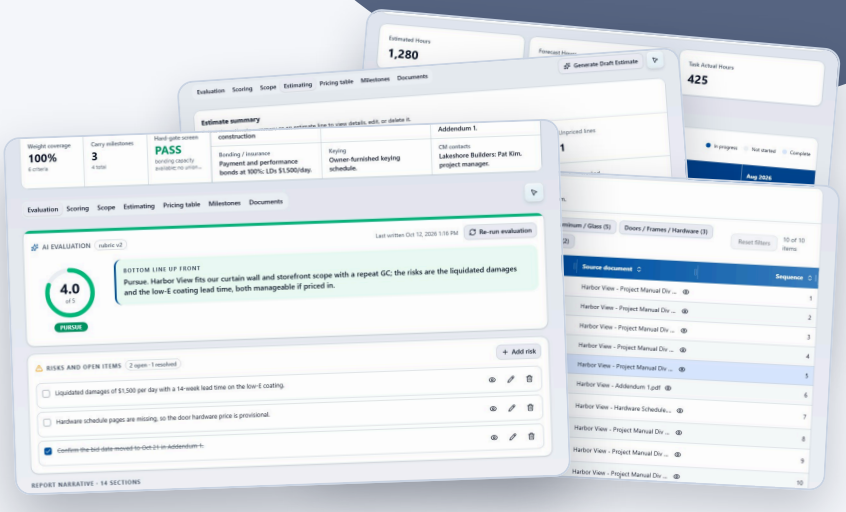


ONE UPLOAD

Bid to build.

Drop in the RFP. Eva scores it, pulls the scope and drafts the estimate and proposal. Olivia takes the win from there.

You: "Eva, do we bid Harbor View?"
Eva: "Yes. Four out of five. Pursue."



What Eva does

01 Reads every page
Specs, addenda and the drawings. Door and window schedules come straight off the sheets.

02 Calls bid or no-bid
Scored on your own rubric: Pursue, Conditional or Do Not Bid, with a report of up to 14 sections.

03 Extracts the scope
Scope lines split by who supplies them, each traced to its source document.

04 Drafts the estimate
Built from your price book, with unpriced lines flagged. A placeholder, not a quote.

05 Drafts the proposal
A draft proposal document, generated from the same upload and ready for your review.

06 Hands off the win
Won bids become projects. Olivia plans tasks, milestones and crew capacity.

Most tools do one piece. Eva does the whole chain.

Response tools	Scoring tools	Quoting tools	Planning tools	Eva + Olivia
write proposals	qualify bids	price the work	schedule crews	the whole chain

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EVA · AI RFP ANALYST

How Eva is different



Most bid software does one piece of the job. Eva and Olivia cover the whole chain for a trade contractor, from the drawings to the crew plan, in one conversation.

	Response tools	Bid-scoring tools	Quoting tools	Planning tools	Eva + Olivia
Reads the drawings	–	–	–	–	Yes
Bid / no-bid score	–	Yes	–	–	Yes
Trade scope lines	–	–	–	–	Yes
Draft estimate	–	–	Yes	–	Draft
Draft proposal	Yes	–	–	–	Draft
Bid to project and capacity	–	–	–	Yes	Yes
Runs in your own tenant	–	–	–	–	Yes

She reads the drawings

Door and window opening schedules come off the drawing sheets, and manufacturers named in the specs are captured.

One pass, not three tools

Score, scope and a draft estimate come from a single upload, against your own rubric and price book.

The bid meets the calendar

Before you bid, ask whether the crew can staff the job if you win it. Won bids carry into the project plan.

Where other tools go deeper. Dedicated response tools do more for proposal writing. Eva produces a draft proposal and a draft estimate for your team to finish, not finished documents.

Tool categories, not specific products. Based on Marco's market review, November 2026. “Draft” means Eva produces a first version for a person to review.

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EVA · AI RFP ANALYST

What Eva is worth



The first read of an RFP is hours of an estimator's time before anyone knows whether the job is worth bidding. Eva does that read, so your people spend their time on pricing and judgment.

ROI WORKSHEET

Illustrative example

RFPs a month	10	ASSUMPTION
Manual first read	6 h each = 60 h	ASSUMPTION
Eva's evaluation, running unattended	1–3 min each	APP ESTIMATE
Your review of her work	30 min each = 5 h	ASSUMPTION

55 hours back every month

60 h − 5 h = 55 h
about 660 hours a year

Plug in your own numbers

RFPs a month	Hours per manual first read	Review hours per RFP with Eva	Hours back a month

Hours back = RFPs a month × (hours per manual first read − review hours per RFP with Eva)

Earlier no-bid calls

Know which jobs to walk away from before time goes into the wrong bid.

Risks flagged up front

Open items and missing documents are listed with every evaluation.

Capacity before you bid

Ask whether the crew can staff the job if you win it.

Example only, not a measured customer result. The volume, manual reading time and review time are assumptions. The 1–3 minute evaluation time is the app's own estimate.

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EVA · CASE STUDY · DEMONSTRATION BID

One bid. One conversation.



The bid: Harbor View Medical Office Building, an RFP from Lakeshore Builders, due October 21, 2026. Before anyone prices it, the owner needs to know whether it is worth bidding, what is in scope, what to charge, and whether the crew has the hours.

4.0 / 5
Pursue, on the contractor's own rubric

10
trade scope lines, about 1,450 field hours

+70 hours
Addendum 1: install hours 1,450 to 1,520

5 → 1
tool categories for the same bid

What Eva and Olivia did

01 **Read.** Bid documents and drawings, including door and window schedules.

02 **Decide.** 4.0 out of 5: Pursue, backed by a report of up to 14 sections.

03 **Scope and risk.** 10 scope lines, field hours, open items and missing documents.

04 **Staff.** The crew has room from March, against 160-hour months.

05 **Price.** A draft estimate from the price book. A placeholder, not a quote.

06 **Propose.** A draft proposal, ready for the team's review.

07 **Adjust.** Addendum 1 arrives and install hours are updated.

08 **Build.** Olivia turns the won bid into a project with milestones and tasks.

The same bid with other software takes five kinds of tool

	Bid-scoring tools	Takeoff tools	Estimating tools	Response tools	Planning tools	Eva + Olivia
Read the drawings	–	Yes	–	–	–	Yes
Bid or no-bid score	Yes	–	–	–	–	Yes
Scope and risk	Risk flags	Quantities	–	–	–	Yes
Crew capacity before bidding	–	–	–	–	–	Yes
Estimate	–	–	Yes	–	–	Draft
Proposal	–	–	–	Yes	–	Draft
Addendum changes	–	Drawings	–	–	–	Yes
Won bid becomes a project	–	–	–	–	Yes	Yes

Where specialists go deeper. Takeoff tools measure a full drawing set and response tools do more for proposal writing. Eva produces a draft estimate and a draft proposal for your team to finish.

Demonstration bid, not a measured customer result. Tool categories, not specific products, based on Marco's market review, November 2026. Eva recommends; your team decides.

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AI PROJECT MANAGER · FOR TRADE CONTRACTORS

Meet Olivia.

Eva wins the bid.
Olivia plans the work.

She turns won bids into projects, tracks tasks and milestones, and shows whether your crew has the hours.

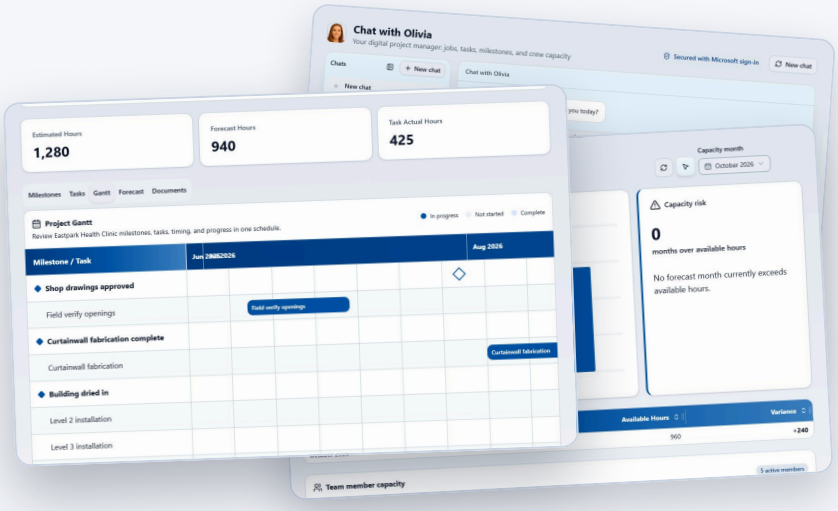


AFTER THE WIN

Win to build.

A won pursuit becomes a project with its milestones carried over. Tasks, timeline and install hours stay in one place.

You: "Are we over capacity?"
Olivia: "No month exceeds available hours."



What Olivia does

01 Picks up the win
Won pursuits become projects, with their milestones carried over.

02 Plans the work
Projects, milestones and tasks, kept together in one plan.

03 Shows the timeline
A Gantt view of every project and its milestones.

04 Forecasts install hours
Monthly install-hour forecasts across your projects.

05 Watches crew capacity
Team capacity measured against 160-hour months, so overloads show early.

06 Answers where you work
Ask in the app, in Microsoft Teams or in Copilot.

Just ask Olivia

- "What's on my plate this week?"
- "Which of my tasks are overdue or blocked?"
- "Are we over capacity in the next three months?"
- "Which milestones are at risk?"

Runs in your Microsoft 365, secured with Microsoft sign-in.
No third-party platform. Set up and managed by Marco Technologies.

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EVA · AI RFP ANALYST

Frequently asked questions



What is Eva?

An AI RFP analyst for trade contractors. She reads bid documents and drawings, recommends bid or no-bid, and drafts the estimate and the proposal.

Who is Olivia?

Your AI project manager. She turns won bids into projects and tracks tasks, milestones, install hours and crew capacity.

What files can Eva read?

PDF, Office, image and email files, up to 75 MB each. That includes drawing sheets, where she reads door and window schedules.

How long does an evaluation take?

Usually 1 to 3 minutes. It runs on its own while you do something else.

How does the score work?

Each RFP gets a weighted score out of 5 on your own rubric, with a band: Pursue, Conditional or Do Not Bid.

What is in the report?

A bottom line up front, then up to 14 sections, including a hard-gate screen, trade scope, hours, pricing, schedule and scope exclusions.

Does Eva make the decision?

No. Eva recommends and your team decides. When she proposes a change to a record, a person confirms it first.

Is the estimate a quote?

No. It is a draft built from your price book, with unpriced lines flagged. The proposal is a draft for your review as well.

Where does our data live?

In your own Microsoft 365 tenant. Your pricing and margins stay in your environment, and there is no third-party platform to sign into.

How do we talk to Eva?

By chat or by voice, in the app. She can see the screen you are on, and her answers cite their sources. Olivia also works in Microsoft Teams and Copilot.

Is our data used to train AI models?

[ANSWER FROM THE APPROVED SECURITY PACK. CONFIRM BEFORE USE.]

How do we get started, and what does it cost?

Book a 30-minute live demo. Marco then sets up your rubric and price book with you and manages Eva for you. **[PRICING: PENDING THE PRICE BOOK]**

Runs in your Microsoft 365. Your pricing stays in your tenant.

No third-party platform. Set up and managed by Marco Technologies.

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