

# How Reynolds Asphalt Reclaimed Time and Gained Market Intelligence with Edgevanta

## About Reynolds Asphalt & Paving Co.

Reynolds Asphalt & Paving Co. is a leading asphalt paving and civil construction contractor based in North Richland Hills, TX serving clients across the Dallas/Fort Worth area. With over 40 years of experience, Reynolds specializes in asphalt paving, milling, grading, site work, and concrete services for municipal, state DOT, and private sector projects. Known for quality craftsmanship and reliable delivery, the company handles a diverse mix of public and private work that demands speed, precision, and competitive pricing. As bid volumes increased and schedules compressed, the estimating team needed a way to work faster without sacrificing accuracy.

## The Challenge

Like many civil contractors, Reynolds Asphalt's estimators faced the dual challenge of managing increasingly complex bid packages while staying competitive on price. Manually reviewing municipal bid requirements including bid forms, special provisions, addendums, and compliance checklists, routinely consumed at least one to two days per project. During peak bid season, this administrative burden limited the number of opportunities the team could pursue.

At the same time, the estimating team recognized the value of historical DOT bid tab data for pricing intelligence and competitor analysis. They attempted to manually pull data from state DOT websites, import it into Excel, and analyze pricing trends, but the process was painfully slow and difficult to maintain. By the time they compiled the data, it was often outdated or incomplete. They needed real-time access to structured bid tab data without the spreadsheet gymnastics.

Reynolds needed a solution that could save time on document review and provide instant access to actionable market intelligence.

## The Solution

Reynolds Asphalt partnered with Edgevanta to modernize their estimating workflow. Using Edgevanta's AI-driven document analysis agents, the team began automatically generating Bid Briefs, extracting bid item quantities, reviewing specifications for inconsistencies, and creating compliance checklists from bid requirements. What once took a full day or two now takes minutes, freeing estimators to focus on pricing strategy rather than administrative tasks.

Project Manager and Estimator Owen Scott quickly saw the impact on municipal bids: "It has saved me at least 1-2 days of getting that info together, as far as requirements."

Edgevanta's DOT bid tab intelligence transformed how Reynolds approached pricing. Instead of manually pulling data from DOT sites and wrestling with Excel spreadsheets, the team now has immediate access to clean, structured historical pricing and competitor activity. Edgevanta automatically uploads and maintains the data, allowing estimators to query it in plain English, like speaking to an assistant. They can instantly pull competitor win rates, unit price trends by geography, and awarded work patterns without touching a spreadsheet.

This combination of time savings and market intelligence allowed Reynolds to bid more opportunities with greater confidence and precision.

## The Results

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With Edgevanta, Reynolds Asphalt dramatically improved both the speed and quality of their estimating process. Municipal bid requirements that previously consumed one to two days per project are now summarized and organized in minutes. Quantity extraction became virtually instant, and critical requirements are flagged before they're overlooked.

Perhaps most importantly, real-time DOT market insights gave the team a competitive edge they didn't have before. Instead of spending hours manually compiling and analyzing bid tab data, estimators can now query historical pricing trends and competitor performance on demand, empowering them to make smarter, data-driven pricing decisions in seconds.



## Customer Testimonial

*"On the municipal bids, Edgevanta has saved me at least 1-2 days worth of getting that info together, as far as requirements, allowing me to focus on higher value tasks."*

— Owen Scott  
Project Manager & Estimator  
Reynolds Asphalt & Paving Co.

## Conclusion

Reynolds Asphalt's experience demonstrates how AI can transform estimating without disrupting existing workflows. By eliminating manual document review, providing instant access to structured bid tab data, and enabling natural language queries for market intelligence, Edgevanta helped the team reclaim valuable time and sharpen their competitive strategy, giving them a clear advantage in the Kentucky and Indiana civil construction markets.