Edgevanta

EMERY SAPP & SONS

CASE STUDY

How Emery Sapp & Sons Won a Critical $6 Million DOT Bid — By Trusting the Data

About Emery Sapp & Sons

Emery Sapp & Sons (ESS) is one of the Midwest's most respected heavy civil and highway contractors, with deep roots across the Midwest. Known for their operational excellence and competitive estimating culture, ESS pursues a high volume of DOT work annually across multiple districts — where winning the right bids at the right price is the foundation of a profitable year.

Andy Baker, MBA serves as Assistant Vice President for ESS's Midwest operations, overseeing estimating and project strategy for a region with significant DOT activity.

About Edgevanta

Edgevanta is an AI-powered pricing intelligence platform built exclusively for heavy civil contractors. The platform centralizes DOT bid tab data across 50 states, delivering competitor forecasting, backlog analysis, sensitivity analysis, and document intelligence — all purpose-built for the estimating workflow. Founded by a fourth-generation highway contractor, Edgevanta is designed to help contractors price with confidence, recover lost margin, and win the work that matters most.

The Challenge

Like many regional contractors operating across multiple DOT markets, ESS's estimating team relies on deep institutional knowledge and historical data to make pricing decisions. But with bid volumes high and competitive landscapes shifting constantly, knowing exactly where a competitor is likely to land on any given job — and whether to sharpen or hold on price — has always required a combination of experience and gut instinct.

For a team operating in the Midwest, where competitor aggressiveness can shift based on backlog, geography, and work type, having a reliable, data-driven view of the market is the difference between winning the right jobs and leaving money on the table — or worse, losing work you needed.

In this case, the stakes were particularly high. ESS was light on asphalt work and needed to win a specific DOT bid. The question was: how aggressive did they need to be — and could the data tell them?

The Solution

Andy Baker used Edgevanta's competitor forecasting tools to build a detailed price prediction for the DOT bid. By analyzing historical weighted averages, backlog data, and regional pricing patterns, the team used the platform to generate a forecast of where the primary competitor was likely to land. In the past, this would have involved hours or days of work analyzing past bids and comparing them against this bid. Edgevanta made all that possible in minutes.

The Decision Moment

Based on the forecast in Edgevanta, Andy and his team identified that ESS's initial number was close — but potentially not close enough. With the team light on asphalt work and needing this job, they made the data-backed decision to get more aggressive on their bidding strategy. It wasn't a purely gut call. It was grounded in what the platform showed about how their competitor priced similar work in this market.

ESS submitted the adjusted bid — and won. When the results came in, the margin was razor thin: had they not made the appropriate adjustment, they would have lost by almost nothing on a $6 million bid.

The data made the difference.

Key Stats

- 1 Decision — Strategic bid adjustment based on Edgevanta competitor forecast
- $6 million — Would have lost without the adjustment
- 1 Bid — Platform ROI proven in a single letting

Results

The outcome for ESS was clear and immediate. A job they needed — secured. A pricing decision validated by data rather than pure guesswork and that didn't take an estimator hours or days to compile. And a team that now had direct, firsthand proof of what Edgevanta's competitor intelligence can do in a live bidding situation.

For Andy Baker and the Midwest team, this wasn't a theoretical ROI calculation. It was a specific bid, a specific competitor, a specific number — and a win that wouldn't have happened without the platform's forecasting capability.

This is the kind of outcome Edgevanta is built for: not replacing the expertise of experienced estimators, but giving them the data and confidence to act on it decisively when it matters most.

Customer Testimonial

"We used Edgevanta to build our competitor forecast on this DOT bid. Based on what the data showed us and the patterns we saw in the data, we made the call to adjust our pricing strategy. We won — and when the results came out, we would have lost the $6 million bid by almost nothing if we hadn't made that adjustment. We maximized our margin to the fullest while staying competitive. This took us minutes instead of hours or days. That's the platform working exactly the way it should."

— Andy Baker, Assistant Vice President | Emery Sapp & Sons

Conclusion

Emery Sapp & Sons' experience with Edgevanta illustrates something fundamental about how AI-powered pricing intelligence creates value: it's not about replacing experienced estimators — it's about giving them the confidence to trust their read of the market when the stakes are highest.

In a single bid cycle, Edgevanta delivered a return that justified the platform many times over. As ESS continues to use the platform across their markets, that edge compounds with every letting.