



CASE STUDY · MANUFACTURING · AI DEVELOPMENT

Finding the right target, before anyone else.

An AI vision pipeline that finds, enriches and ranks business-development targets from satellite imagery and authoritative public data — built to replace weeks of manual research with a few days of evidence.

Manufacturing

THE CHALLENGE

Good prospects, found the slow way.

Identifying a credible business-development target meant assembling it by hand — combing directories, maps and public records, then judging fit from incomplete evidence. The picture was never complete, and it was never fast.

Manual, multi-step research

Analysts pulled prospects from scattered directories, maps and desk research, then built each one up by hand.

Incomplete coverage

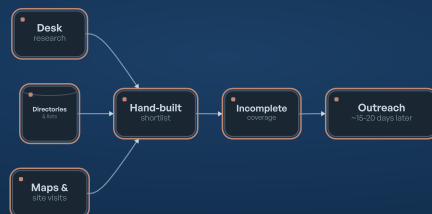
There was no single view of every candidate — private and public sites alike slipped through the gaps.

Slow, low-yield outreach

Roughly 15–20 days could pass from first lead to outreach, and only 15–20% of it ever became a real opportunity.

THE LEGACY PROCESS — MANUAL, FRAGMENTED, SLOW

How targets were found before



Manual research across fragmented sources — never a complete picture, and never fast.

- 1 Desk research, directories and site maps — each prospect assembled by hand.
- 2 A shortlist built manually from whatever those sources happened to cover.
- 3 Coverage stayed incomplete — private and public sites alike were missed.
- 4 Outreach followed roughly 15–20 days later, converting 15–20%.



CASE STUDY · MANUFACTURING · THE APPROACH

One pipeline, from imagery to a ranked list.

We built an AI vision pipeline that reads the landscape directly. It detects structures from imagery and measures them, enriches each one with who operates it and where, then aligns the result with authoritative public data to rank the opportunity by fit.



See the structures

An OpenAI vision model identifies structures from a GIS imagery service and measures their rough dimensions.



Enrich with context

Each candidate is enriched with operators, addresses and firmographics — the fundamentals that make it real.

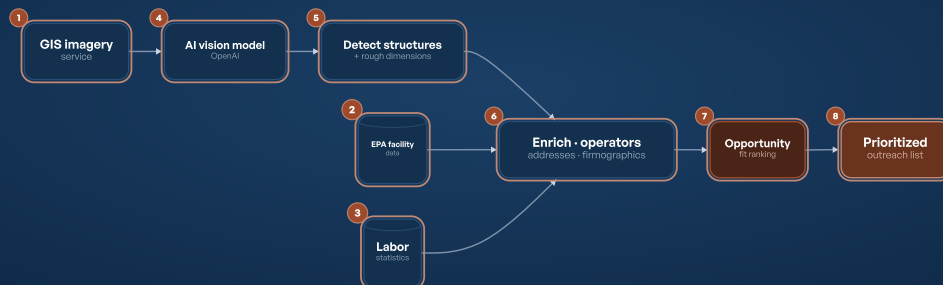


Rank by fit

EPA facility data and labor statistics align to score each opportunity, so the best-fit targets rise to the top.

THE AI VISION PIPELINE — IMAGERY TO PRIORITIZED TARGETS

The AI vision pipeline



Imagery and public data in; a prioritized, evidence-backed target list out.

- 1 GIS imagery — the aerial and satellite view of the landscape.
- 2 EPA facility data — authoritative records on regulated sites.
- 3 Labor statistics — workforce signals by area and industry.
- 4 An OpenAI vision model reads the imagery directly.
- 5 It detects structures and measures their rough dimensions.
- 6 Enrichment attaches operators, addresses and firmographics.
- 7 A fit-ranking scores each opportunity against the public data.
- 8 Out comes a prioritized outreach list — best fit first.

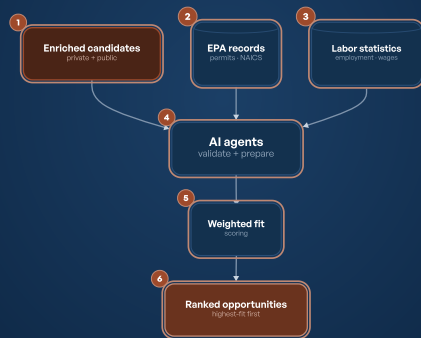


CASE STUDY · MANUFACTURING · GOVERNANCE & OUTCOMES

Precision at scale.

Accuracy comes from the sources. Every candidate is validated and prepared by AI agents, then aligned with EPA records and labor statistics before it is scored — so the ranking reflects evidence, not guesswork, across private and public targets alike.

How fit is scored



How fit is scored

Validated, prepared and aligned with public data before scoring.

- 1 Enriched candidates enter — both private and public sites.
- 2 EPA records add permits and industry classification.
- 3 Labor statistics add employment and wage signals.
- 4 AI agents validate and prepare every field for comparison.
- 5 A weighted model scores each candidate for fit.
- 6 The ranking surfaces the highest-fit opportunities first.

THE OUTCOMES

3–5 days

LEAD TO OUTREACH — DOWN
FROM 15–20 DAYS

>75%

CONVERT TO A PROJECT — UP
FROM 15–20%

~5x

FASTER FROM FIRST LEAD TO
OUTREACH

- ✓ One complete view of every candidate — private and public
- ✓ Operators, addresses and firmographics attached to each lead
- ✓ Targets ranked by evidence, not by who was easiest to find
- ✓ Days, not weeks, from first signal to first conversation

AI Target-Intelligence Pilot

A scoped PoC that increases your business development efforts with precision.

FLEXIBILITY · DELIVERY SPEED · RIGOR

[Book a scoping call →](#)