



CASE STUDY

From scattered contacts to an AI-powered sourcing engine

Client: a mid-sized real estate investment company scaling its operations

■ AI-native delivery — weeks, not months

01

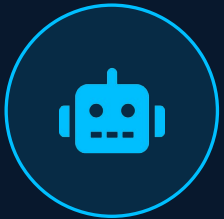


THE CHALLENGE

The Challenge

Dozens of supplier and trade contacts lived across spreadsheets, messaging apps and email. Every new project meant re-finding the same information and defaulting to known, higher-priced suppliers — with no time to hunt for better-value alternatives in less obvious markets. As the company moved to multiply its active projects, this manual approach had become a hard ceiling on growth.

02



OUR APPROACH

Our Approach

Instead of forcing a generic off-the-shelf tool onto the business, we deployed AI agents to build a custom, intelligent sourcing engine designed around how the client actually buys — executed end to end with an AI-native workflow that compresses months of traditional agency work into days.

03



WHAT WE DELIVERED

What We Delivered



AI supplier database with semantic search



8-category taxonomy across every trade & material



Smart geographic sourcing matrix



Auto price-benchmark vs. historical budgets

04



OUTCOMES & BENEFITS

Outcomes & Benefits

15%

lower sourced-material costs

10 hrs

saved per project on sourcing



One intelligent source of truth — any supplier by trade, zone or budget in seconds



AI-driven reach into lower-cost markets the team never had time to explore

05



RESULT VS. THE MARKET

Result vs. the Market

What this normally costs — versus what we delivered.

GENERIC SAAS

~€25,000

per year, recurring

BIG-4 CONSULTANCY

~€40,000

3-6 months

one-time fee

BOUTIQUE AI AGENCY

~€10,000

one-time build

MATCON

30% cheaper than boutique agencies

10-20 weeks faster than any traditional consultancy

Our solution is delivered and owned outright