

How Tough Leaf Helped Structural Win Seattle's McGraw Bridge Retrofit Project



When Structural Technologies bid on Seattle's \$3.34 million McGraw Street Bridge seismic retrofit project, they partnered with Tough Leaf to secure competitive bids that met the City's strict 11% MWBE participation requirements. This successful partnership enabled them to **win their first project** as a prime contractor with the City, marking the beginning of many more to come.

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\$3.34 M Project Value	11% MWBE Requirement

“ You can search a database for registered MWBEs, but **you still have to call over 200 candidates one-by-one.** That process would require our team members to **dedicate 100% of their time over multiple weeks.** Tough Leaf delivered great results, allowing us to focus on what we do best.”

- Blaine Sanchez,
Business Development Manager,
Pullman Services, A STRUCTURAL SUBSIDIARY



The Structural team recognized the challenge of meeting such a stringent goal in a tight market, so they enlisted Tough Leaf.

How it worked:



Structural provided the project details.



Tough Leaf's AI-powered matching platform reviewed certified diverse firms in the area.



Our outreach platform contacted these firms and secured competitive bids.



Tough Leaf provided these bids to Structural.



Structural achieved their project diversity goal.



The Numbers:

10
Scopes of Work

2,000
Certified Diverse Firms Reviewed

200
Certified Diverse Firms Identified

11%
Project Diversity Goal Achieved

“ Tough Leaf delivered great results, allowing us to focus on what we do best.” - B. Sanchez

