



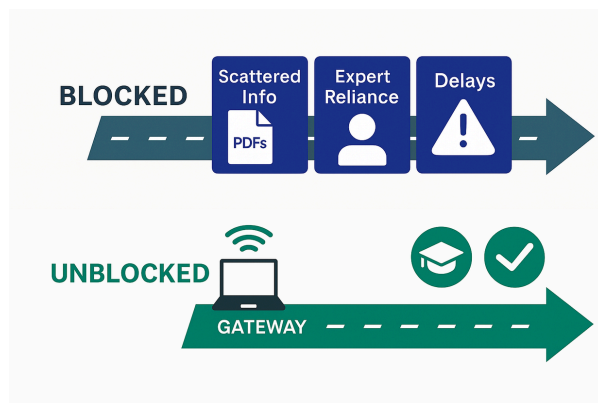
# Scaling InQuik's Modular Construction Technology to Save \$1M+ Annually



## The Challenge:

## How Do You Scale Training Efficiently at Global Scale?

As a global leader in modular bridge construction, InQuik is redefining infrastructure by offering a scalable model that allows companies to build pre-engineered bridges. To sustain rapid growth globally, InQuik needed a solution to expand its networks of partners, clients, and engineers.



### Knowledge Transfer

InQuik's expansion model required seamless knowledge transfer for partners, clients, and contractors.

### Knowledge Gap

Essential knowledge was siloed—stored in PDFs, folders, emails, and within the minds of individual experts.

### Time and Cost

Without a streamlined training system, it became increasingly challenging to maintain speed and cost efficiency across projects.

## The Approach:

## Centralized Digital Training to Scale & Monetize Knowledge

Gateway helped InQuik scale its training efficiently, ensuring every engineer, contractor, and partner had access to structured, self-paced learning that saves time and cost for every stakeholder.



First of all – WOW – **this training system is top-notch** and I'm teary as I review it all.

**Erin Cook**

Chief of Staff at **InQuik**

**120 documents and files, 57 hours of asset gathering and 239 hours of training module creation**

**Four tailored training journeys on an all-in-one platform.**

**Three main groups of learners**

Asset Name	Date Created/Updated	Description	Link	Asset Type
InQuik Capability Statement	Jul '05	Overview of InQuik as a company, solutions and products provided, benefits, asset portfolio	InQuik Capability Statement Email version 2022.pdf	PDF
InQuik USA Business Plan	Jul '21	Outlining market needs, solution, benefits, awards, R&D, ID sources, strategies	InQuik USA Business Plan v1.5 2021-08-09.pdf	PDF
REP-7190088-001-Progress Document (RFPD)	Jan '20	World Bank Group Progress Report of Implementation of Infrastructure and Efficient Bridge	REP-7190088-001-Progress Report (RFPD) - Rev A - Evald	PDF
Marketing Collateral	Jul '05	PDFs and images about Bridge and Bridge Systems, CMIC	Marketing Collateral	Folder of PDFs and images
InQuik Bridge Manual v1.0	Jun '21	Design process, general considerations, standard module	InQuik Bridge Manual v1.0.pdf	PDF
IQ Integral Bridges Exec Summary	n/a	InQuik integral bridge exec summary	IQ Integral Bridges Exec Summary V1.pdf	PDF



Title	Function
Bridge Construction Training	Construction
Bridge Manufacturing Onboarding & Training	Manufacturing
Bridge Marketing and Sales Onboarding and...	Marketing & Sales
Bridge General Onboarding and...	Any



**Licensees & Contractors**



**Engineers & On-Site Workers**



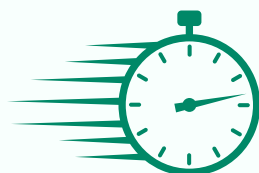
**Sales & Partner Teams**

Value Delivered:

Drive Global Growth with Scalable, Standardized Training & Save \$1M Annually



**\$1,000,000+**  
saved in annual onboarding and training costs



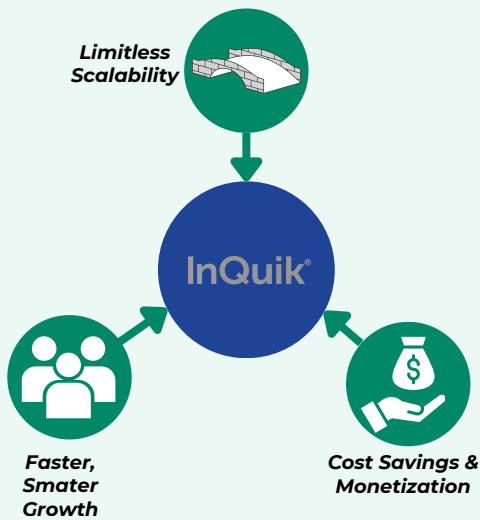
**↓13,400+ hours**  
saved through faster material gathering and content creation, reduced manager time on onboarding tasks, and accelerated employee & customer learning



**\$4.67 M**  
projected cost savings over 5 years

Why Our Solution Works for InQuik®

With Gateway’s platform in place, InQuik now has reliable, consistent onboarding and training capabilities that serve as an uncommon competitive advantage for high-growth companies.



Limitless Scalability

Our structured training model ensures seamless expansion, enabling different stakeholders to follow a standardized, repeatable process, ensuring consistency across all projects.

Faster, Smarter Growth

Real-time learner tracking, streamlined stakeholder management, and mobile-friendly training make it easy for teams to learn on the job and apply knowledge instantly, ensuring bridges are built quickly, safely, and efficiently.

Cost Savings & Monetization

InQuik not only saves \$1M+ annually by eliminating training inefficiencies but also turns training into a revenue driver, potentially offering price incentives for partners and clients who complete the program.



Gateway helped us **scale training efficiently through a standardized system**, making it easier for our partners to install bridges correctly while saving them money. Despite our complex technology, Gateway **streamlined knowledge transfer** and ensured everyone had access to the right information. This platform isn’t just onboarding & training – it’s a **growth tool** that helps us expand faster and more efficiently.

**Logan Mullaney**  
CEO of InQuik®

Ready to turn your training into a growth engine?

Schedule a consultation via  
<https://meetings.hubspot.com/hanh-linh> 