



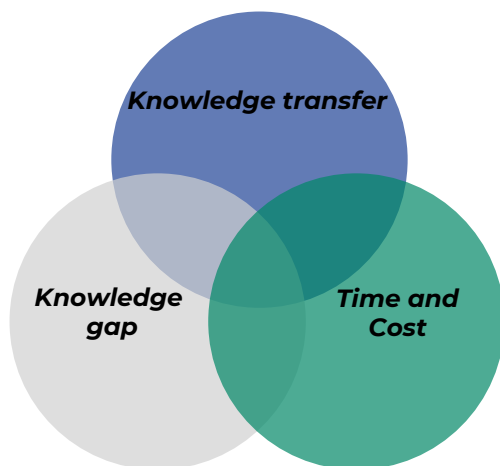
Scaling InQuik's Modular Construction Technology to Save \$1M+ Annually



The Challenge:

How Do You Scale Training Efficiently at Global Scale?

As a global leader in modular bridge construction, InQuik is redefining infrastructure through a patented technology available in 88+ countries. This global reach has enabled them to offer a franchise-style scaling model that allows companies to install pre-engineered bridges. To sustain rapid growth globally, InQuik needed a solution to expand its networks of partners, licensees, and engineers.



Knowledge Transfer

InQuik's expansion model required seamless knowledge transfer for licensees 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, licensees faced delays and additional costs when installing InQuik's bridges.

The Approach:

Centralized Digital Training to Scale & Monetize Knowledge

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

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 '16	Overview of InQuik as a company, solutions and products provided, benefits, awards, R&D, 10 notable projects.	InQuik Capability Statement Email version 2022.pdf	PDF
InQuik USA Business Plan	Jul '21	Outlining market needs, solution, benefits, awards, R&D, 10 notable projects.	InQuik USA Business Plan v1.5 2021-08-09.pdf	PDF
REP-7190088-001-Progress Report (PR)	Jan '20	World Bank Group Progress Report of Implementation of InQuik's modular bridge technology.	REP-7190088-001-Progress Report (PR) - Rev A - E.pdf	PDF
Marketing Collateral	Jul '16	PDFs and images about Bridge and Bridge Systems, CMC	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
Design guides for engineers (Bridges)	Sep '21	Design manual (bridging system, design process, considerations, standard module)	https://inquit-my.sharepoint.com/:personal/sydney_wyatt_inquit	PDF
Job Sheet sign offs	n/a	Job sheet detailing bridge deck, bridge abutments/wing walls/retaining walls, etc.	https://inquit-my.sharepoint.com/:personal/sydney_wyatt_inquit	Folder of PDFs



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

A centralized training platform with 4 tailored journeys that enables seamless partner/licensee/employee management, real-time data analytics, and dynamic training updates.

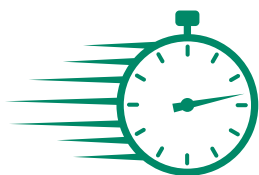
Value Delivered:

Scale Like a Franchise, Save \$1M Annually, and Standardize Training for Global Expansion



\$1,000,000+

saved in annual onboarding and training costs



↓ 296+ hours

saved in material gathering and onboarding and training creation time

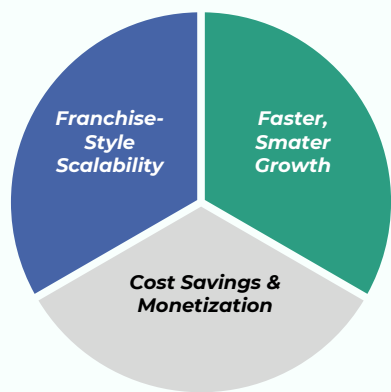


\$17.2 M

total cost savings in 5 years

Why Our Solution Works for InQuik®

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



Franchise-Style 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 \$100M+ annually by eliminating training inefficiencies but also turns training into a revenue driver, potentially offering price incentives for licensees who complete the program.



Logan Mullaney
CEO
InQuik

“ Gateway helped us **scale training like a franchise**, 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.

”



Erin Cook
Chief of Staff
InQuik

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

”

Ready to scale your business like a franchise??

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

