

## INDUSTRIAL &amp; MANUFACTURING

# Find the plant before it's a plant.

Heavy industry, manufacturing, datacenter buildout, and specialty materials. Five distinct configurations cover energy systems, datacenter infrastructure, process technology, EPC pursuit, and capital equipment sales.

## THE COST OF THE PRESS RELEASE CYCLE

By the time a CHIPS Act award, datacenter campus, or new manufacturing facility hits the press, the EPC is already engaged, the major equipment OEMs are already in the loop, and the sub-tier vendors are competing for what's left.

## WHO THIS IS FOR

Sales professionals at industrial EPCs, capital equipment OEMs, datacenter infrastructure providers, specialty materials and process technology vendors, and energy systems integrators selling into heavy industry, manufacturing, and hyperscale buildout.

Industrial EPC BD

Capital Equipment OEM

Datacenter Infrastructure

Process Tech Vendors

Specialty Materials

Industrial Energy Systems

## WHAT CHANGES FOR YOU

## YOUR WEEK

**You stop sourcing leads from the morning's industry headlines.**

No more setting Google Alerts for "groundbreaking" and "ribbon cutting." ArcReact surfaces capital announcements, SEC filings, and economic development disclosures with company, location, and project scope already extracted.

## YOUR PIPELINE

**You compete for first-mover position, not for what's left.**

A new manufacturing facility announcement is the starting gun for vendor selection — and the first contact in shapes the spec. ArcReact gives you the lead time to be the first call, not the fifth.

## YOUR COMPANY

**You convert policy and capital movements into pipeline.**

CHIPS Act, IRA, and state economic development incentives reshape where industrial capital lands. ArcReact translates policy movement into named projects, named buyers, and named procurement windows.

## THREE WAYS SELLERS USE IT

## USE CASE 01

**Track CHIPS Act capital in real time.**

A semiconductor process equipment OEM regional rep configures ArcReact for CHIPS Act award announcements and corresponding facility plans across the southeast. The platform surfaces named manufacturers, site selections, and the supporting infrastructure projects that flow downstream.

**RESULT:** You're in front of the fab planner when the equipment selection is still a list of candidates — not after the EPC has already short-listed three competitors.

## USE CASE 02

**Find the datacenter before the dirt moves.**

A datacenter infrastructure provider configures the profile for hyperscale campus announcements, utility load-study filings, and site-selection economic development disclosures. ArcReact surfaces projects months before grading begins — with hyperscaler, location, and projected scale attached.

**RESULT:** You meet the campus team during pre-design instead of fighting for sub-tier scope after the GC is mobilized.

## USE CASE 03

**Read economic development disclosures as a roadmap.**

An industrial EPC capture lead configures ArcReact for state-level economic development incentive packages over \$50M in committed value. The platform surfaces projects with confirmed funding but pre-EPC selection — the window where capture positioning still matters.

**RESULT:** You build pipeline from public capital movements, not from waiting for the project owner to issue an RFP that already favors an incumbent.

## WITHOUT ARCREACT

- You learn about projects from press releases — same day as every other vendor.
- You guess at downstream impact of CHIPS Act and IRA awards from policy headlines.
- You fight for sub-tier scope after EPC and major OEMs are already selected.

## WITH ARCREACT

- You see capital awards, site selections, and load filings before the trade press.
- You open the portal to projects routed to your sub-profile — equipment, EPC, or process tech.
- You earn first-mover position where capital is committed but vendors are not yet selected.