

ORBIS SE

*Innovating your
Business Processes*

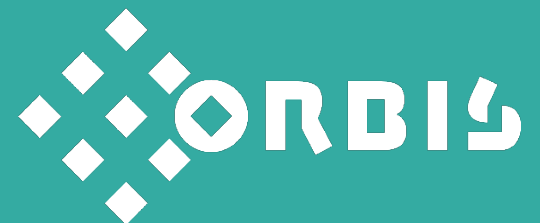
Whitepaper

ORBIS. ConstructionRFQ

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ORBIS SE

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ORBIS.ConstructionRFQ

Efficient RFQ management for the construction supply industry

Coping with the daily flood of requests

The construction supply industry is faced with the challenge of dealing with an ever-increasing number of requests per month. The requests, which are often hundreds of pages long and contain numerous items, come in via various channels and in different file formats. This diversity makes efficient request management considerably more difficult and leads to a loss of time when preparing quotations. In addition, requests are often sent to different company branches, which makes it even more difficult to identify duplicates.

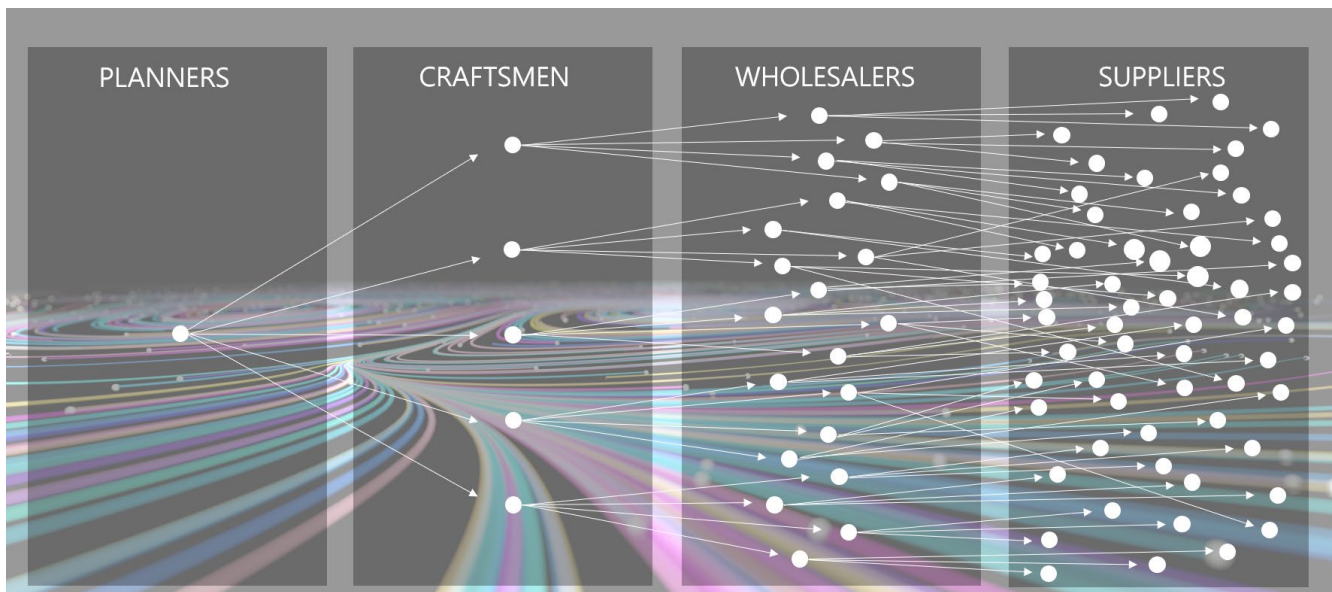


Figure 1: Actual situation in the quotation process

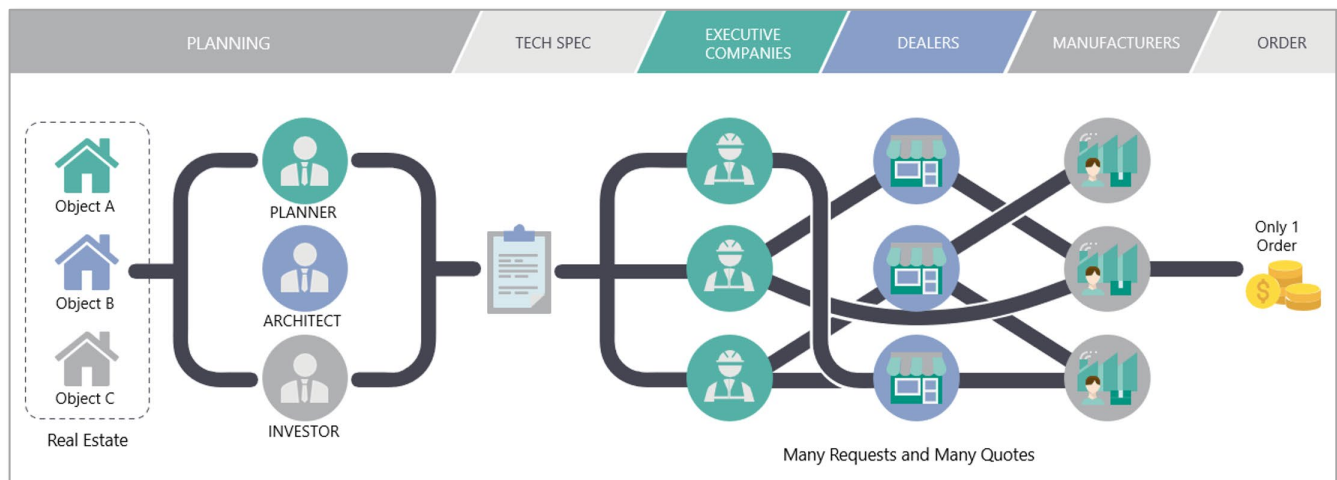


Figure 2: Overview of the quotation process

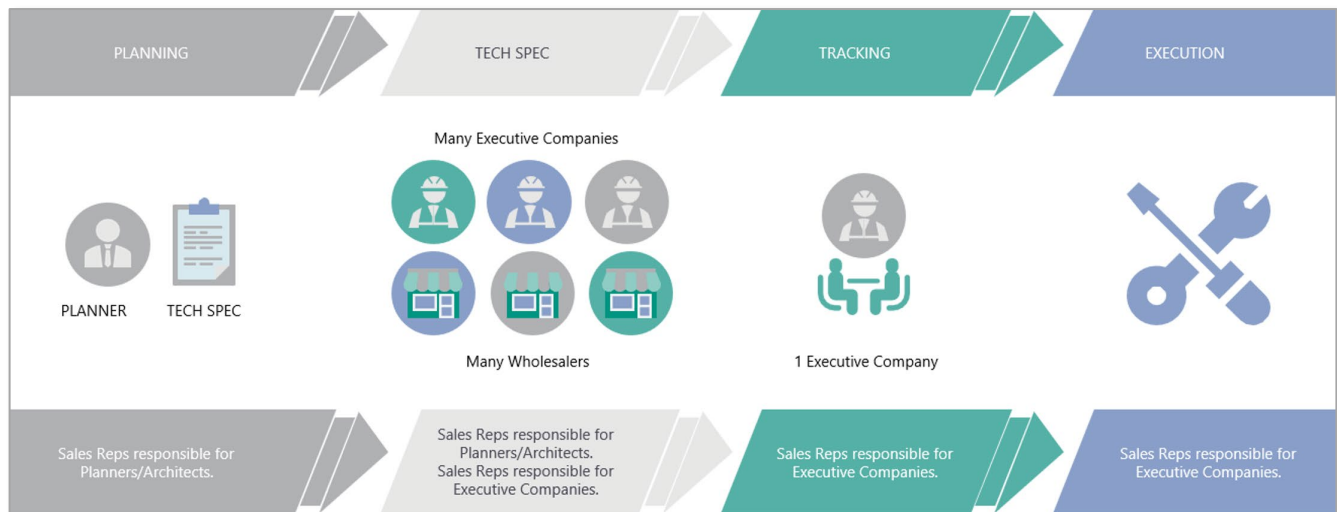


Figure 3: The quotation process timeline and responsibilities

Our product vision

Our vision with ConstructionRFQ is to create an integrated and efficient solution in Dynamics 365 that aims to optimize the request process in the construction supply industry. We strive to establish a seamless ecosystem that combines customer requirements, the handling of requests and offers as well as service optimization. Our goal is to ensure maximum customer satisfaction and operational efficiency by using innovative technology to revolutionize the entire quotation process and strengthen our customers' competitiveness.

ORBIS.ConstructionRFQ as part of your customer journey

ORBIS.ConstructionRFQ is part of the ORBIS Construction Journey, as shown here in Step 2:

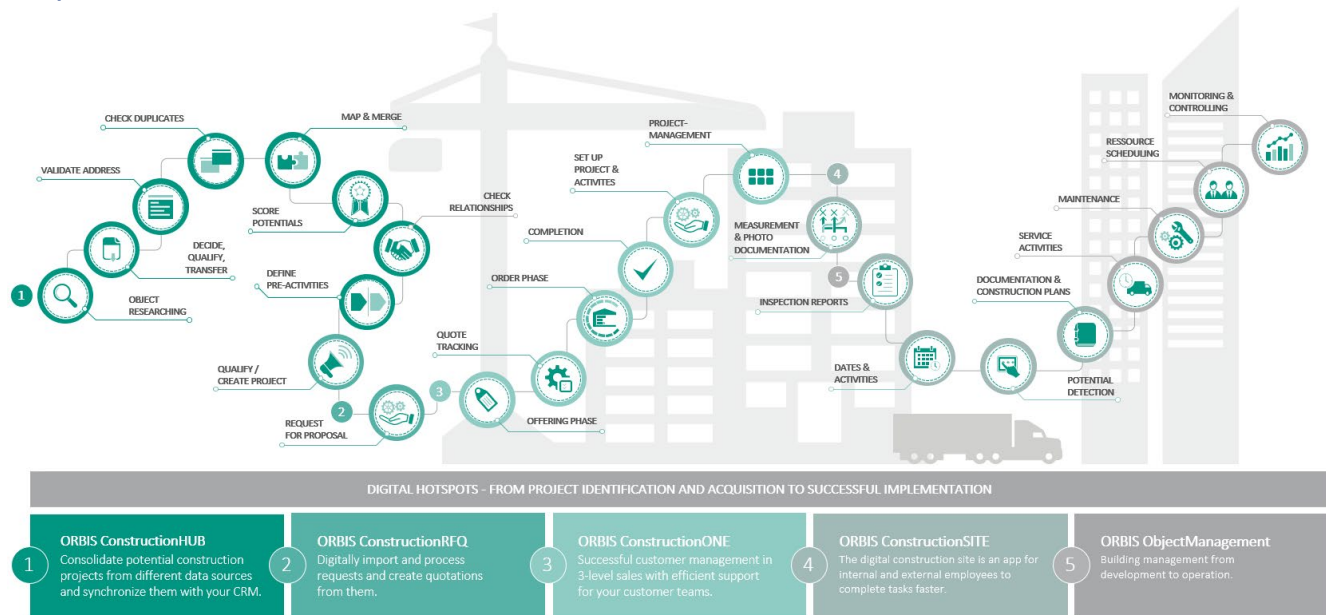


Figure 4: The ORBIS Construction Journey

ORBIS.ConstructionRFQ for automated request management

ORBIS.ConstructionRFQ offers an effective solution to these challenges. The software automates request management using processing mechanisms and optimizes your sales workflow. By integrating root-nine's ePlato or myPlato RFQ platform and ORBIS RFQ Connectivity with your CRM system, ConstructionRFQ offers a complete solution for digitizing and automating the quotation process.

Advantages of our solution

1. Increased efficiency through digitalization:

- All construction project tenders and data is recorded and managed digitally, resulting in high data quality.
- Scanning and indexing technical specifications in various formats (email, PDF, GAEB) eliminates the need for manual entry.

2. Automated matching and avoidance of duplicates:

- The software automatically recognizes items in the purchasing process and compares them with the product and service catalogs, eliminating the need for manual research.
- Duplicates are automatically identified and eliminated, which speeds up the quotation process and reduces errors.

3. Reduced costs and speeding up of the bidding process:

- By automating and optimizing the quotation process, time and resources are saved, resulting in faster quotation submission and a higher completion rate.

ORBIS.ConstructionRFQ offers an innovative solution to the request management challenges of the construction supply industry. By integrating state-of-the-art technology and proven RFQ platforms, our solution enables efficient and time-saving processing of RFQs, leading to an increase in your company's competitiveness and profitability.

Features

- ◆ Added value through digitalization and automation
- ◆ All construction project tenders and data digitally in the system
- ◆ High data quality thanks to automatic master data maintenance
- ◆ Enormous time savings with tenders and tender processing
- ◆ Intelligent product recommendation
- ◆ Faster quotation preparation and therefore an enormous competitive advantage
- ◆ Complete integration with your CRM system

Architecture

ConstructionRFQ's architecture offers complete modularity and scalability. It integrates seamlessly into your system landscape, simplifies the quotation process through automated workflows and efficient data management. At its core is the xPlato platform, which uses interfaces, workflows and intelligent technologies to reduce routine work so that you can concentrate on the essential tasks.

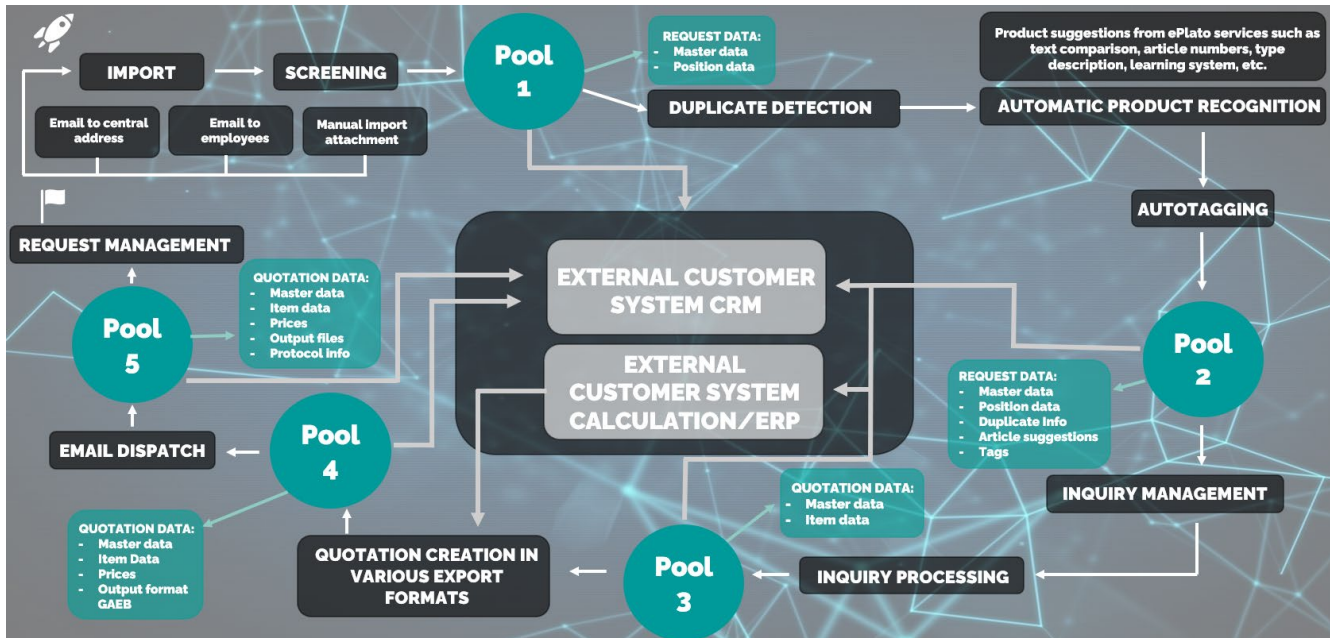


Figure 5: Architectural model

The user interface

MyPlato is an industry-specific information and work platform that enables manufacturers to collaborate efficiently with planners and wholesalers. Core functionalities include the provision of products and product information for tenders, including GAEB in various formats and professional tender processing software. A central focus is on RFQ processing, with an automated inbound system, duplicate detection and direct access to wholesalers. MyPlato revolutionizes productivity in responding to tenders through innovative functions and work simplification.

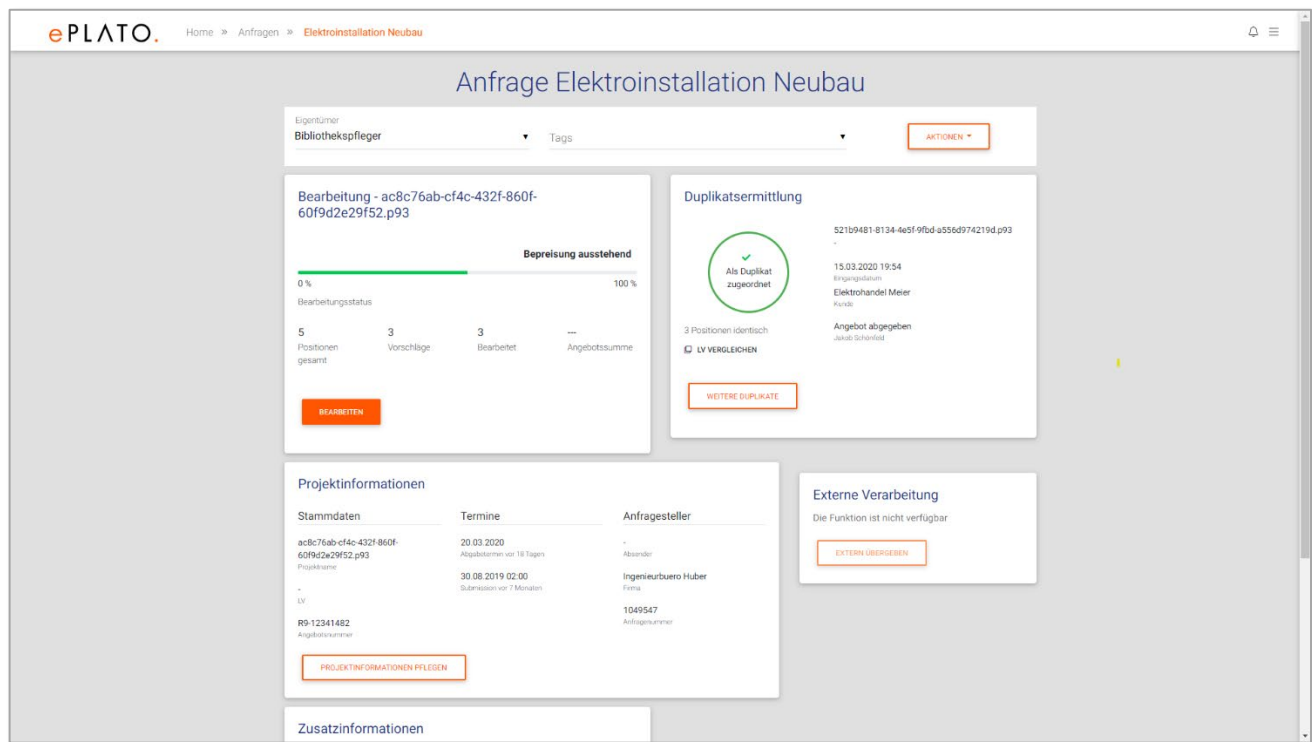


Figure 6: Overview of the master data and information for a request

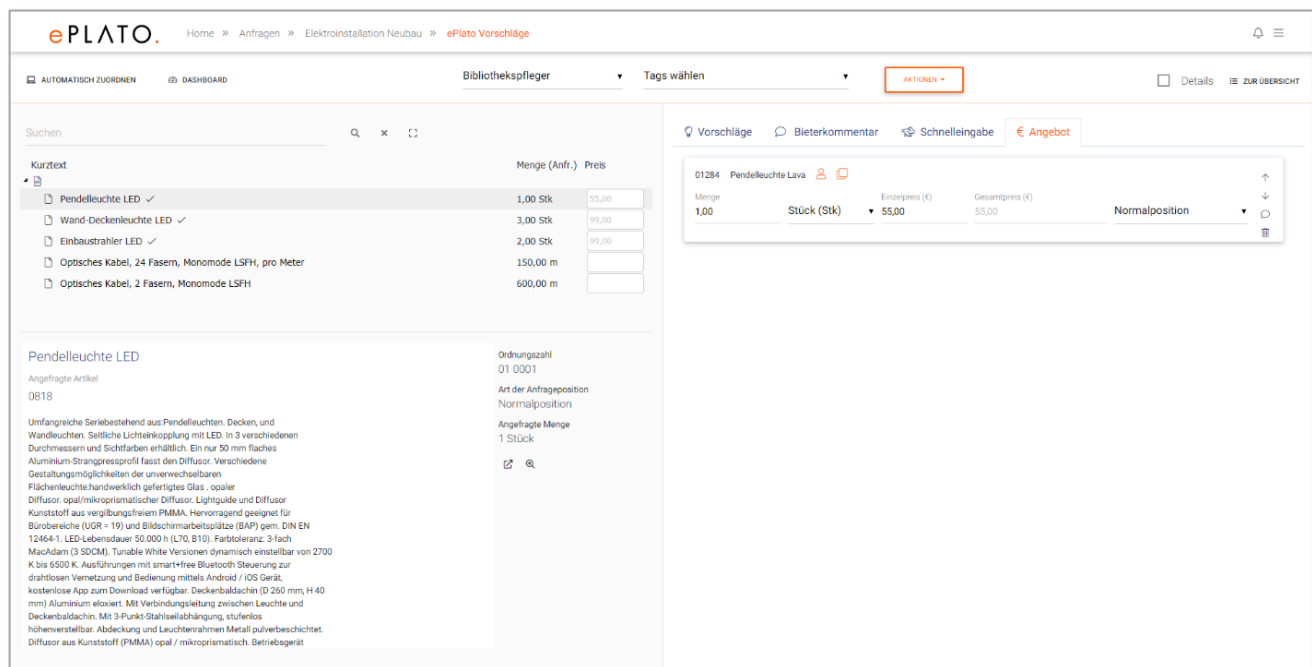


Figure 7: Overview of the request/requirements with the option of direct product allocation

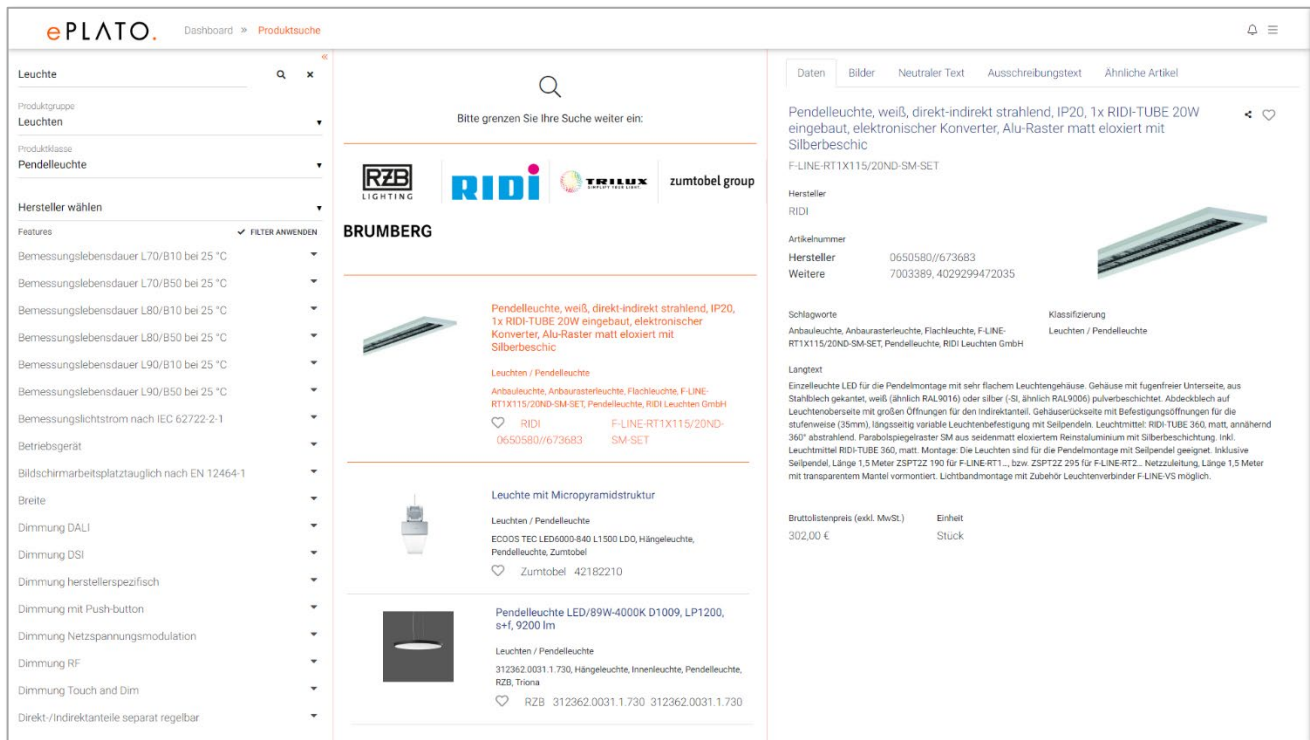


Figure 8: Overview of the product catalog in the background

Our RFQ solution, ORBIS ConstructionRFQ, offers efficient and automated processing of RFQs in the construction supply industry. By integrating state-of-the-art technology and proven RFQ platforms, ConstructionRFQ enables time-saving RFQ processing, identification of duplicates and a seamless connection to your CRM system. Our solution is customizable and can significantly streamline your quotation processes.

If you are interested in a detailed presentation of our solution and how it can support your business goals, please get in touch with us. We look forward to providing you with insights into our advanced solution and working with you to take your RFQ management to the next level.

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