

Customer quote generation and pricing

Automatically generates accurate quotes for custom machining jobs by extracting part specifications, calculating machining time and costs, and delivering professional quotes to customers within minutes.

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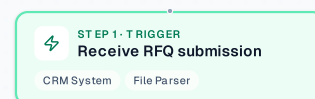


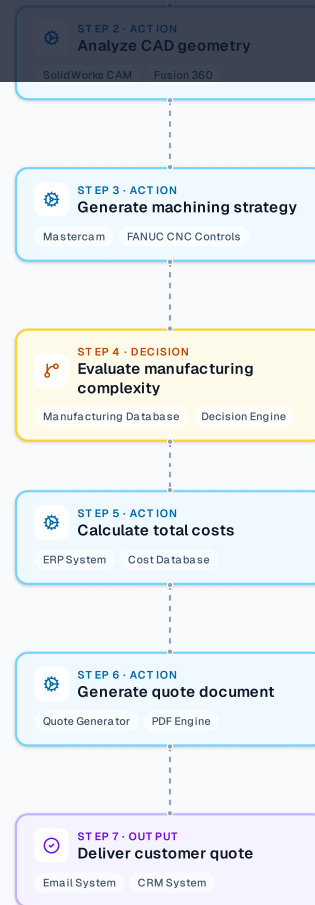
WORKFLOW TRIGGER

Customer submits RFQ with part drawings and specifications through web portal or email

Visual Flow

Each node represents an automated step. Connections show how data and decisions move through the workflow.





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Step-by-Step Breakdown

Detailed explanation of each automated stage in the workflow.

1

⚡ TRIGGER

Receive RFQ submission

Customer uploads CAD files and project requirements through the quote request system. System captures all technical specifications and delivery

2

 ACTION

Analyze CAD geometry

CAM software automatically imports and analyzes the part geometry to identify required machining operations. System extracts critical dimensions, tolerances, and material specifications.

SolidWorks CAM

Fusion 360

3

 ACTION

Generate machining strategy

System creates optimized toolpath sequences and selects appropriate CNC machines based on part requirements. Calculates estimated cycle times and required tooling.

Mastercam

FANUC CNC Controls

4

 DECISION

Evaluate manufacturing complexity

System determines if the part can be manufactured with standard processes or requires special tooling and setup. Routes complex jobs for manual engineering review.

Manufacturing Database

Decision Engine

5

 ACTION

Calculate total costs

System computes material costs, machine time rates, tooling expenses, and overhead to generate accurate pricing. Applies quantity-based discounts and profit margins.

ERP System

Cost Database

6

 ACTION

Generate quote document

System creates professional quote with itemized costs, delivery timeline, and technical specifications. Includes terms and conditions with digital approval workflow.

Quote Generator

PDF Engine

7

 OUTPUT

Deliver customer quote

Automated email sends complete quote package to customer with follow-up scheduling. Quote is logged in CRM for tracking and sales pipeline management.

Email System

CRM System



Outputs

- Professional PDF quote with pricing breakdown

- Automated follow-up email sequence
- CRM Opportunity record with quote details



Key Metrics

- Quote response time (minutes)
- Quote-to-order conversion rate
- Pricing accuracy vs actual costs



Tools & Integrations

- CRM System
- File Parser
- SolidWorks CAM
- Fusion 360
- Mastercam
- FANUC CNC Controls
- Manufacturing Database
- Decision Engine
- ERP System
- Cost Database
- Quote Generator
- PDF Engine
- Email System

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