

Customer quotation and estimation

Automatically generates accurate customer quotations by analyzing project requirements, optimizing material usage, and calculating costs based on real-time data. Streamlines the estimation process from initial inquiry to final quote delivery.

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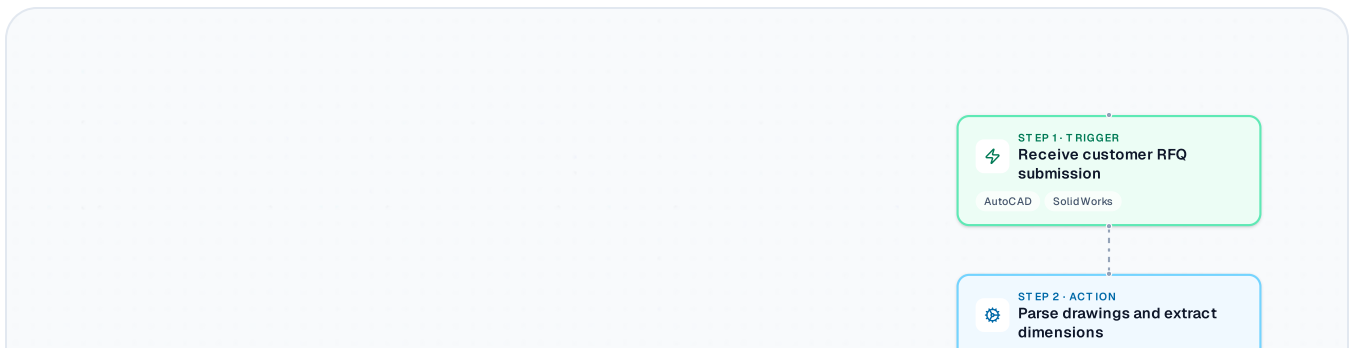


WORKFLOW TRIGGER

Customer submits RFQ with technical drawings and project specifications

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

Receive customer RFQ submission

Customer uploads technical drawings, material specifications, and project requirements through web portal or email. System automatically captures and validates file formats and completeness.

AutoCAD

SolidWorks

2

 ACTION

Parse drawings and extract dimensions

AI analyzes CAD files to extract part geometries, material requirements, and manufacturing specifications. System automatically identifies cutting patterns and fabrication operations needed.

AutoCAD

SolidWorks

SigmaNEST

3

 ACTION

Optimize nesting and calculate materials

System generates optimal cutting patterns to minimize waste and calculates exact material quantities. AI determines most efficient sheet layouts and cutting sequences.

SigmaNEST

ProNest

4

 DECISION

Evaluate project complexity and capacity

AI assesses whether project fits within current production capacity and complexity thresholds. System determines if standard pricing applies or if custom engineering review is required.

5

ACTION

Calculate labor and overhead costs

System estimates fabrication time based on historical data and current machine rates. AI factors in setup time, cutting time, welding operations, and finishing requirements.

JobBOSS

SigmaNEST

6

ACTION

Generate detailed quotation document

AI compiles comprehensive quote including itemized costs, delivery timeline, and terms. System automatically applies current material pricing and standard margin calculations.

JobBOSS

Tekla Structures

7

OUT PUT

Deliver formatted quote to customer

System automatically emails professional quotation document to customer with project timeline and acceptance terms. Quote is also logged in CRM for follow-up tracking.

JobBOSS



Outputs

- Detailed cost quotation with material breakdown
- Optimized cutting patterns and nesting layouts
- Project timeline with delivery dates



Key Metrics

- Quote turnaround time
- Material utilization percentage
- Quote-to-order conversion rate



Tools & Integrations

- AutoCAD
- SolidWorks
- SigmaNEST
- ProNest
- JobBOSS
- Tekla Structures

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