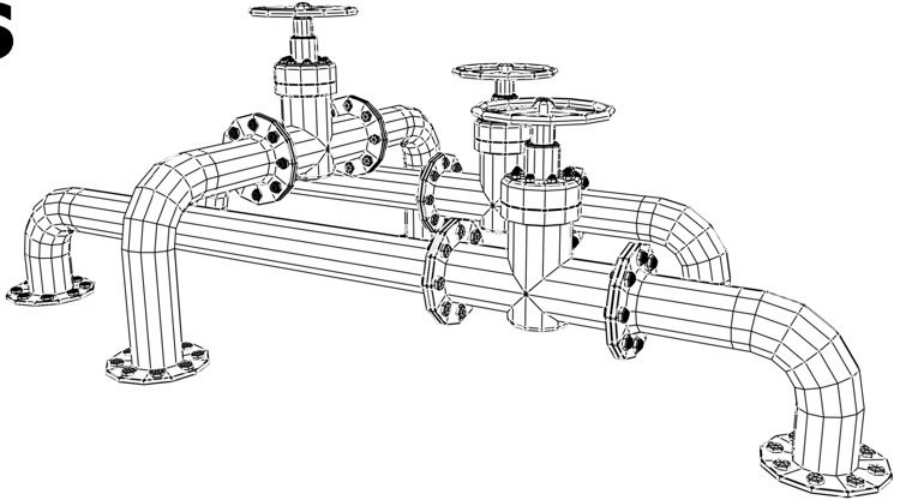# SLOW, MANUAL RFQ PROCESSES COST OPPORTUNITIES

Industrial Data Labs

MARTY DYTRYCH
CEO

Slow, manual RFQ processes cost opportunities

Manual Sales & Sourcing is Broken

Industrial markets still run on spreadsheets, emails, and guesswork – costing billions in missed opportunities and inefficiency.

Manual RFQ Processing Bottlenecks the Industrial Supply Chain

- Distributors and manufacturers lose millions in revenue due to unscalable quoting.

- EPCs and end-users face delays and coverage gaps when suppliers can't respond fast enough.

- Legacy workflows and limited technical staff cause critical opportunities to slip through the cracks — impacting projects and margins across the supply chain.

Current Solution: Two Monitors, A Keyboard, & Experience

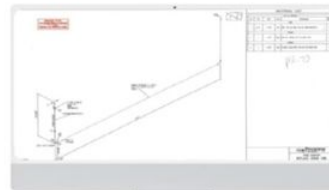# What's really happening: Language Translation

One Solution, All RFQ Formats

The Challenge: No two RFQs or company descriptions are the same.

The Solution: One AI pipeline that handles them all.

XLS

PDFs / Images

EMAILS
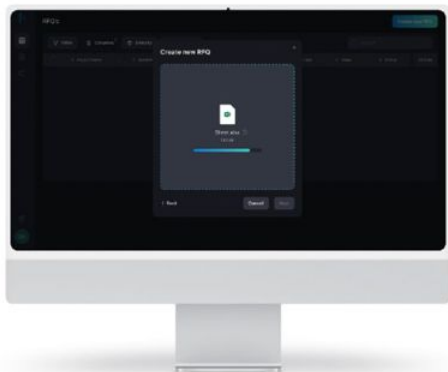
AI RFQ Processing, Simplified.

Upload Any RFQ
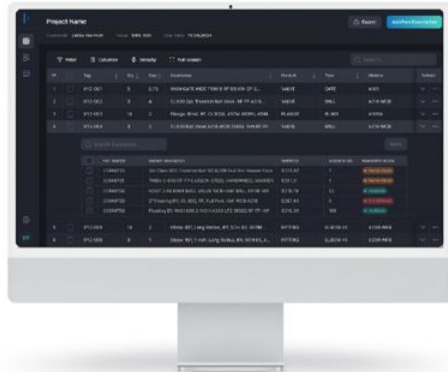
AI Parses & Finds Matches
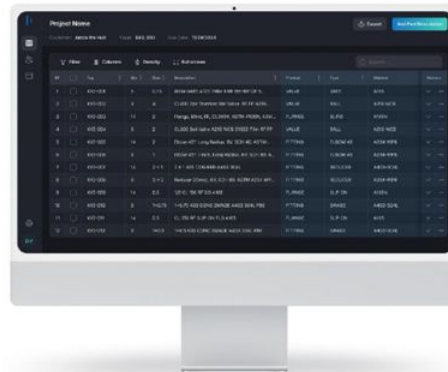
AI Agents Route to Right Suppliers

Technology that helps your relationships thrive

80%

Reduction in Quote Processing Time

From hours to minutes: Respond to RFQs faster than your competition.

25%

Higher Win Rates

Enhance your business performance with competitive, timely quotes to boost sales.

50%

More Time for Client Engagement

Free your sales team to focus on relationship-building and strategic selling

THE AI AGENTS: Knowledge / Tools / Connectivity to Execute

Industrial DataLabs
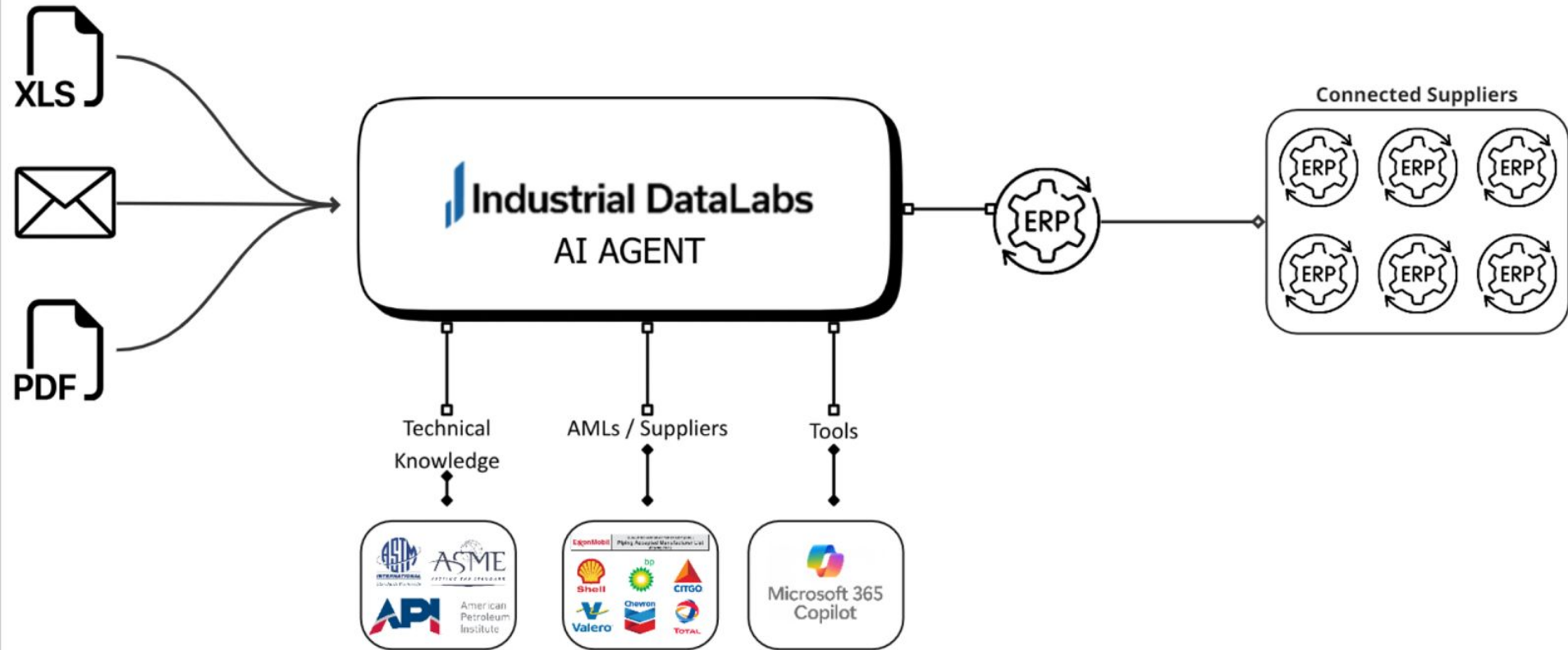
Time wins deals.
AI wins Time.

And the time to start introducing AI is Now!

Marty Dytrych, CEO

marty@industrialdatalabs.com

832-844-8437
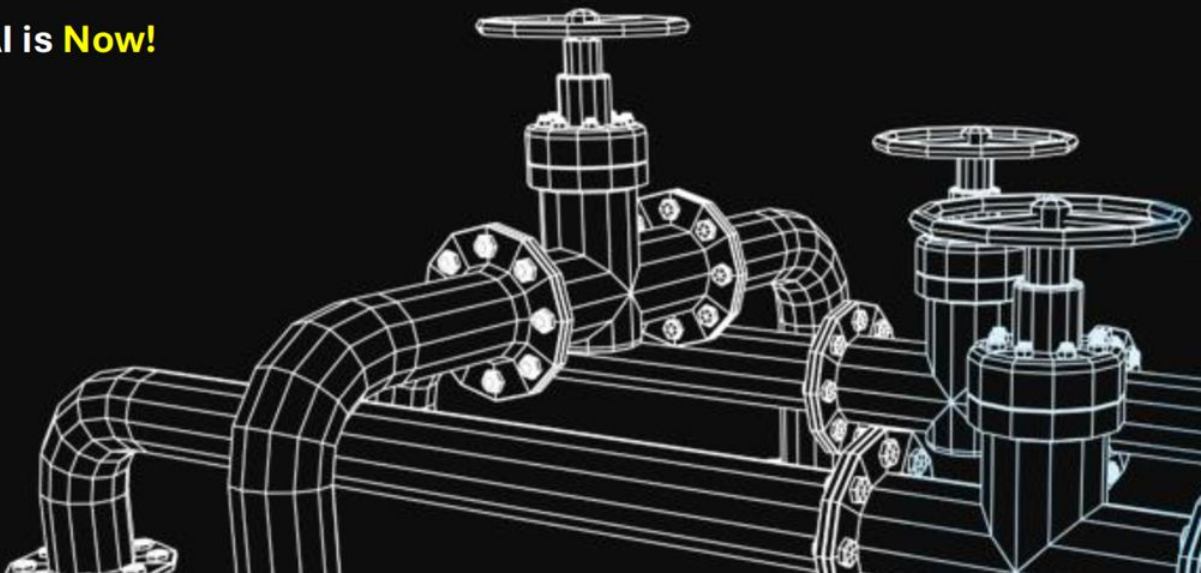
Appendix:
Use Cases

Unlocking Value Across Quote-to-Cash Workflow:

Our mission is to build core functionality that turns messy RFQ data into structured insights and actions across quoting, supplier collaboration, and purchasing decisions.

Here's how our platform is delivering value across the organization — from inside sales to operations.

Use Case 1 – Categorize Attributes – Organize & Send to Suppliers

Purpose: Transform unstructured RFQ line items into clean, structured formats — enabling speed, accuracy, and automation through AI.

Outcome: Export parsed RFQ data into a standardized XLS template and send it directly to suppliers for pricing and delivery — fast, clean, and consistent.

Impact:

- Standardizes supplier communication across the team

- Streamlines the quoting process and accelerates supplier response

- Captures structured RFQ data to power reporting, sales and purchasing analysis, faster quoting, and ongoing AI learning

Use Case 2 – Turn Tribal Knowledge into AI Intelligence

Purpose: When users match parsed descriptions to known product codes, those mappings are stored in the AI's memory.

Outcome: The system continuously learns and improves, increasing the speed and accuracy of future matches — especially helpful for repeat customers and commonly quoted items.

Impact:

- Reduces repetitive work for inside sales teams

- Improves consistency in product matching across the team

- Builds a smarter AI engine over time, tailored to your product catalog and customer base

<mark>Use Case 3</mark> – Let AI Do the Heavy Lifting – Quote While You Work

Purpose: AI searches your inventory for you – so you can quickly find the best product options without digging through systems.

Outcome: Users quickly confirm or adjust AI-suggested selections, then export (or push to ERP) the quote to send to customers.

Impact:

- Speeds up quoting by reducing manual search time

- Ideal for repeat customers: same descriptions, faster quoting

- Great for multi-tasking – let AI work while you focus on other priorities

- Learns from every interaction – improving with each RFQ

<mark>Data Use Case 1</mark> – Outside Sales Data – Customer-Level Insights

Purpose: Capture what's been quoted to each customer — by line item, description, and attribute — to build a complete picture of quoting activity.

Outcome: Monthly and quarterly reports give outside sales teams visibility into quoting history, customer behavior, and pricing trends.

Impact:

• Enables more strategic follow-ups with customers

• Identifies repeat opportunities and gaps in coverage

• Equips outside sales with data to drive stronger relationships and win more business

Data Use Case 2 – Inside Sales Data – Measure & Optimize Performance

Purpose: Track key inside sales metrics to measure productivity, quoting efficiency, and customer engagement.

Outcome: Gain insight into team performance and quoting trends — uncover opportunities to streamline processes, identify training needs, and automate repetitive tasks.

Impact:

- Gives reps visibility into their own activity and momentum

- Highlights wins and opportunities for improvement

- Surfaces patterns to help prioritize where to spend time

<mark>Data Use Case 3</mark> – Turn Quoting Trends into Smarter Inventory Decisions

Purpose: Track which items are frequently requested in RFQs — even when not in stock — and which ones are consistently quoted, to surface real demand signals.

Outcome: Align purchasing and stocking decisions with actual quoting activity to improve availability and reduce lost opportunities.

Impact:

• Identifies high-demand items for smarter stocking

• Connects sales patterns to procurement strategy

• Equips purchasing teams with real-time quoting insights

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QUESTIONS?