

Quote Smarter: **3X** *FASTER* *TURNAROUND*

with Semi-Automatic Quotations

Created by
Tier-1 Manufacturing Experts

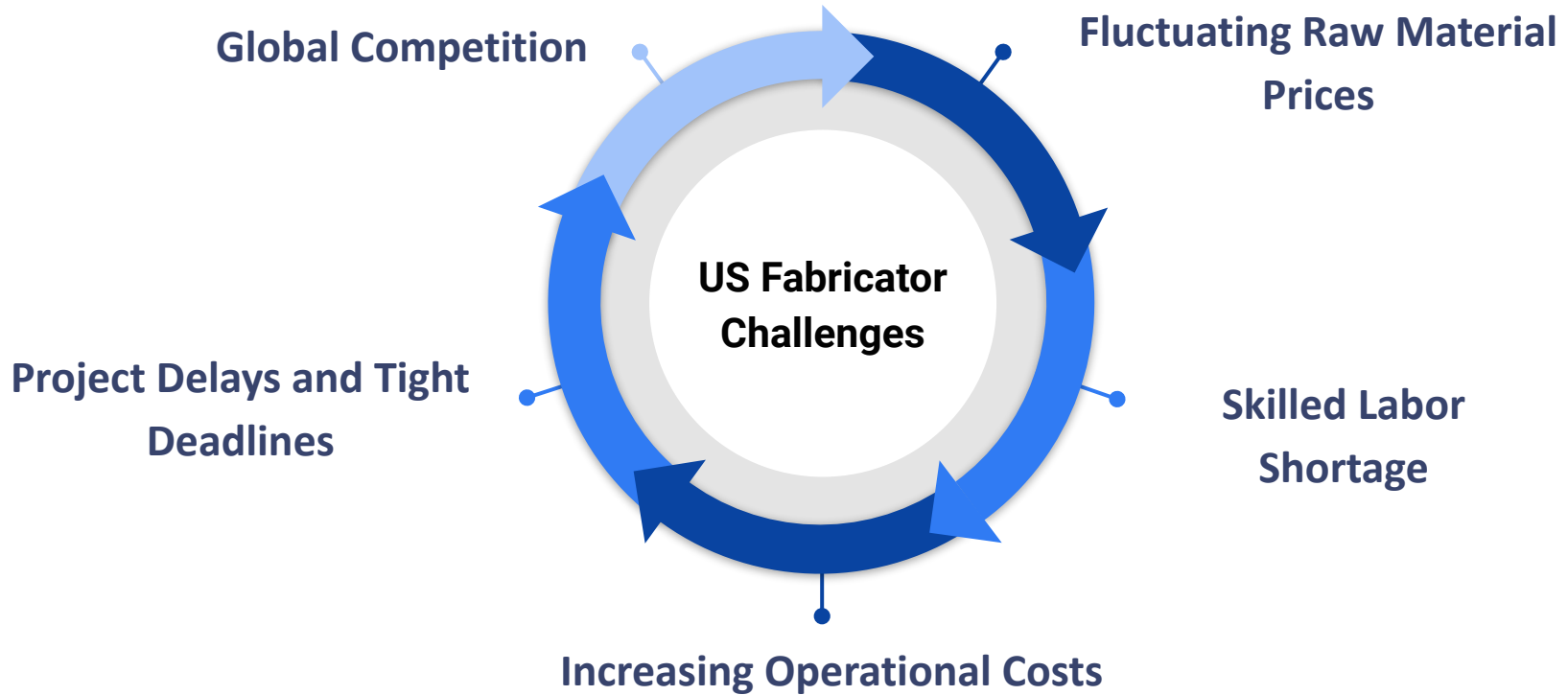
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1. Market Environment

2. Challenges in transferring skills
3. Establishing a fast and stable quotation operation
4. “CADDi DRAWER”, the secret of better quotes

US fabricators face numerous challenges in a competitive market





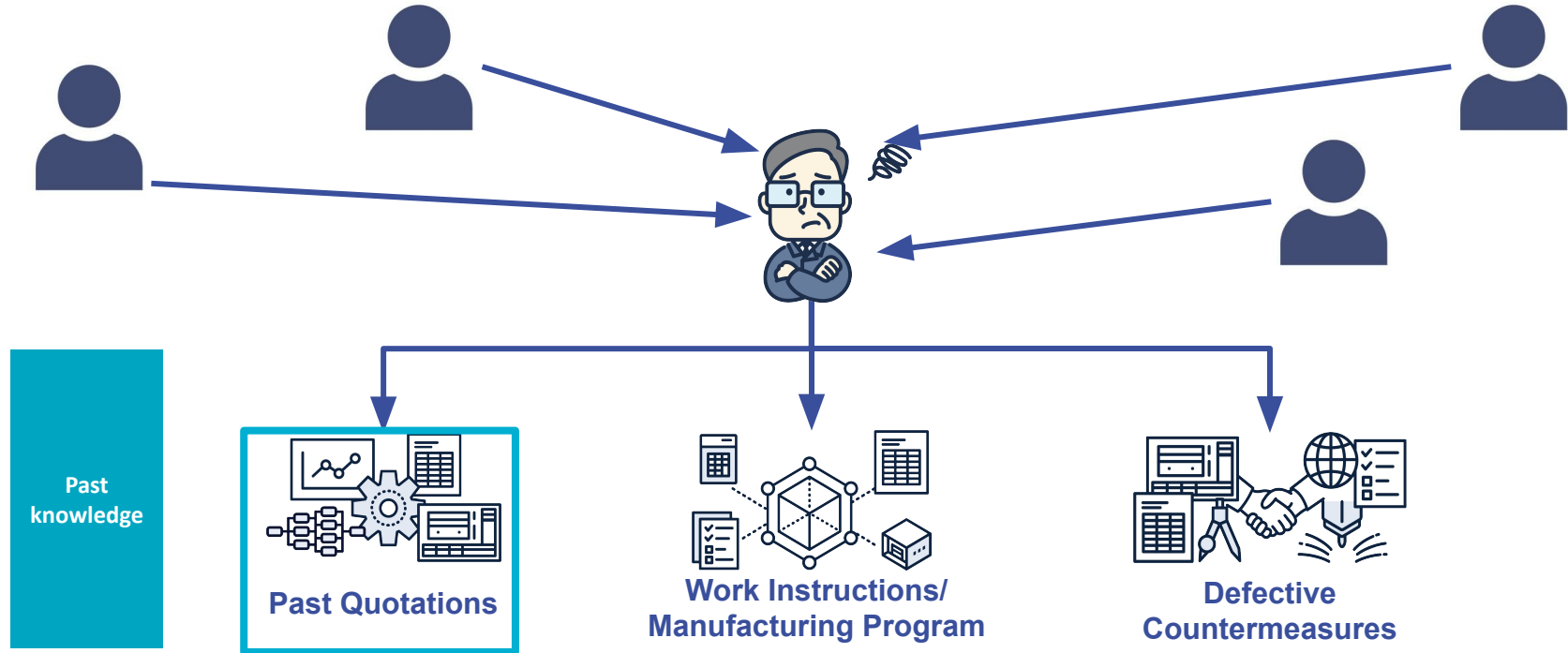
1. Market Environment
2. **Challenges in transferring skills**
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Are you managing your team's work effectively?

Do you have time to pass on your skills while managing day-to-day operations?

Past knowledge hinges on the experience of managers, and is inaccessible to others.

This may cause many issues related to **creating quotes**.



Quotation Issues ① Quotation differs by who quoted

Even within the same company, there are variations in quote prices. Information such as processing time differs between the minds of well-experienced and non-skilled employees, resulting in variations in quotations due to differences in experience and know-how.

Issue

Work is concentrated in the hands of veterans, resulting in a chronic **lack of personnel and time**. **Price fluctuation** cannot be controlled by the quotation process.

Solution

Set aside time to formalize veteran employees' processing knowledge and share it with non-skilled employees.

Event

Because veteran employees are busy and do not have the man-hours to formalize their knowledge and non-skilled employees do not have access to that knowledge, they are forced to estimate in their own way.

Newer employee



Estimation is difficult without knowing veteran's insights on processing information.

Veteran employee

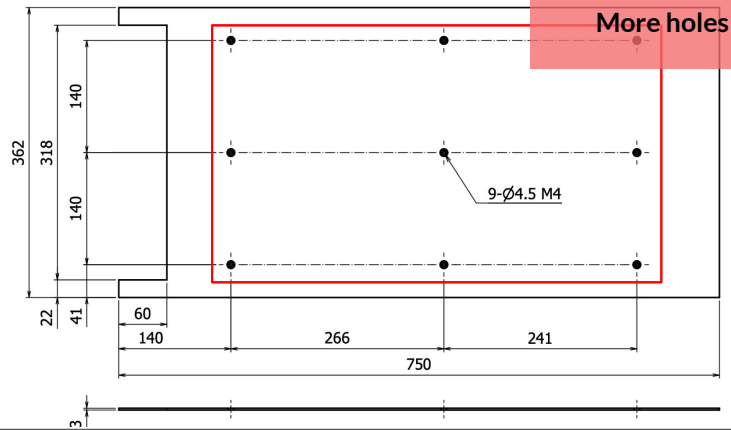


I have knowledge, but I don't have time to review and organize it, and I can't pass it on.

Pricing inconsistencies across similar drawings

For example, quoting a high unit price for the drawing on the left despite the small quantity and more holes.

Drawing A

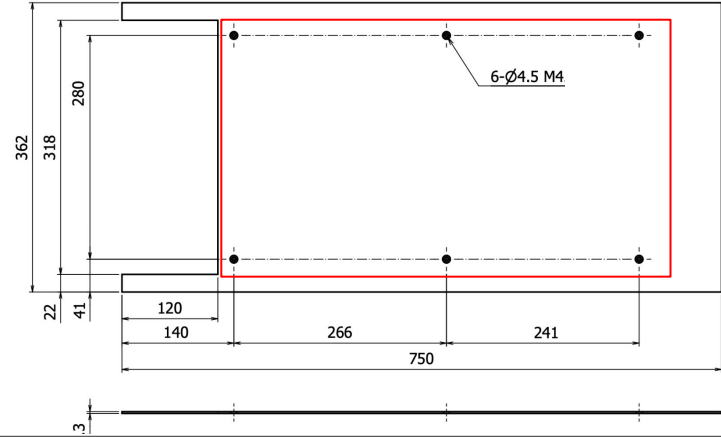


Number of units : 10

Unit cost : \$7.2

+58%

Drawing B



Number of units : 20

Unit cost : \$11.4

Quotation Issues ② Delay in responding to quotations due to human resources

The company does not have any similar information from the past that can be used as a reference for quotations. Additionally, estimates for similar products have to be created from scratch, which takes a lot of man-hours and cannot be turned around immediately.

Issue

Inability to respond immediately to customer requests and requests for quotes.

Solution

There is no other way but to ask veteran employees about past similar quotation results.

Event

Veteran employees are too busy to respond and employees have to go through the process from scratch. We are forced to estimate these costs.

Newer employee



Wants to learn about past quotations but has no method other than asking a veteran.

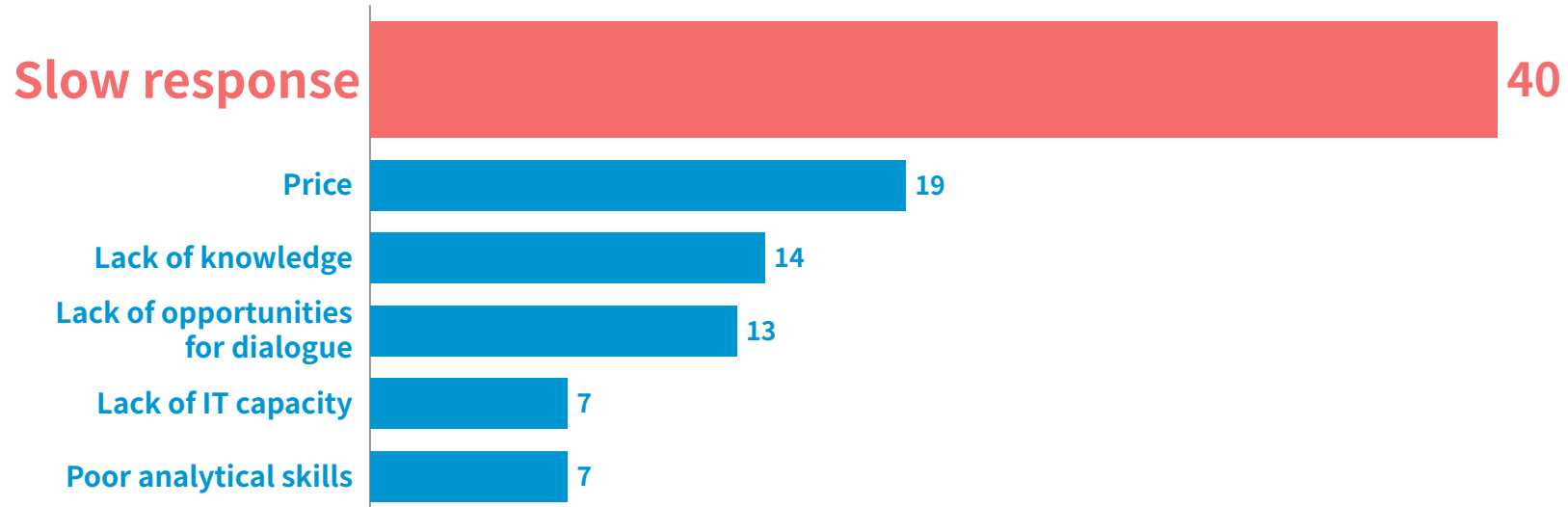
Veteran employee



The business is results-focused, and passing on information about past quotations is time-consuming.

Quotation Issues ② Delay in responding to quotations due to human resources

Procurement decision makers are most frustrated by suppliers' lack of speed



Summary

If quotation-related information exists only among veteran employees and is not passed on, the following events will occur

Task 1

Work is concentrated in the hands of veterans, resulting in a chronic **lack of personnel and time**. **Price fluctuation** cannot be controlled by the quotation process.

Task 2

Inability to respond immediately to customer requests and requests for quotes.



Decreased customer satisfaction, fewer opportunities to win orders, and a downward spiral in sales

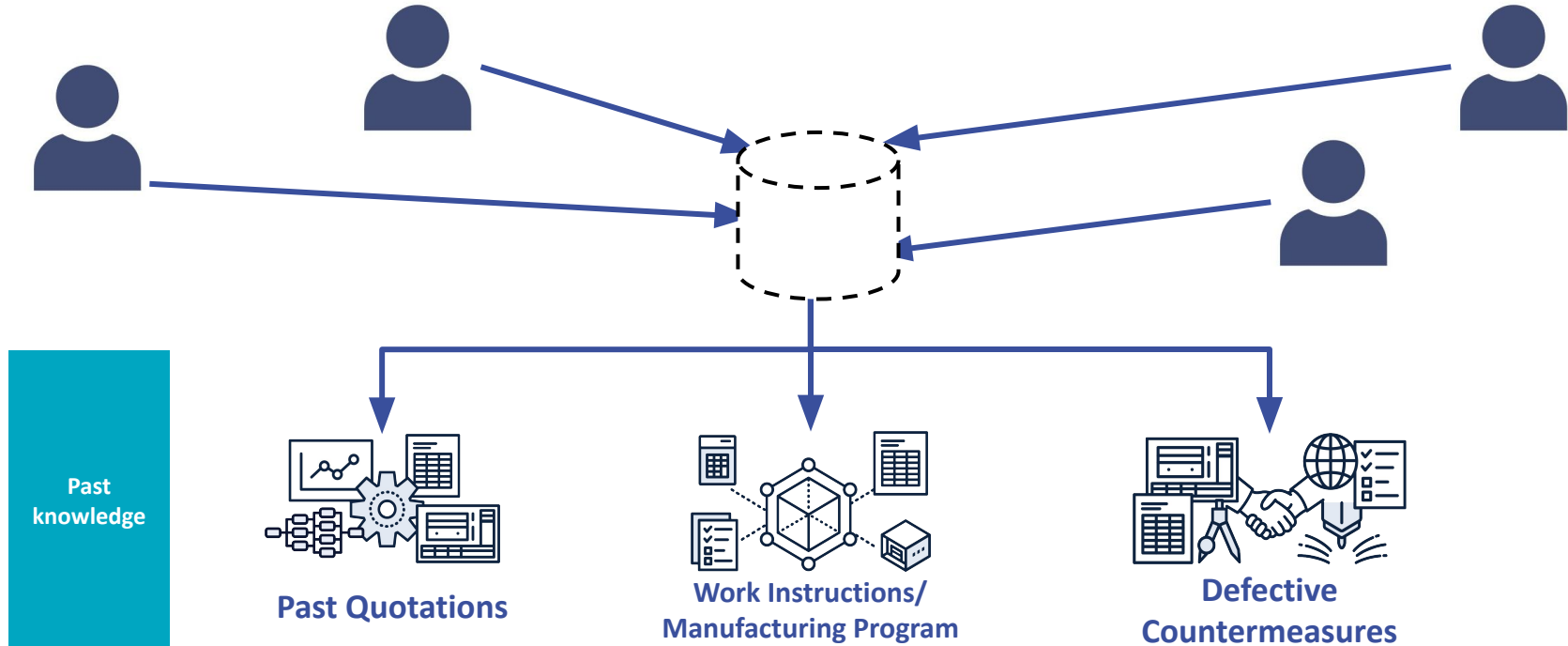


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Breaking free from "relying on veterans" and turn data into assets

Veterans' past knowledge is formalized and stored as data

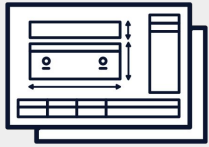
Others can reference the data and access all relevant information



However, the current state of data utilization in the manufacturing industry is...

“Data” in the manufacturing industry is largely neglected and not generating value.

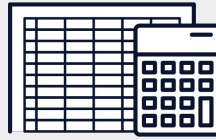
Example of data



Drawing



Customer
Information



Estimated
quantity

Quality history

Outsourcing
Information

Amount at stake

Facility utilization
ratio

Production
Management
Information

Manufacturing
Instructions

What is an asset :

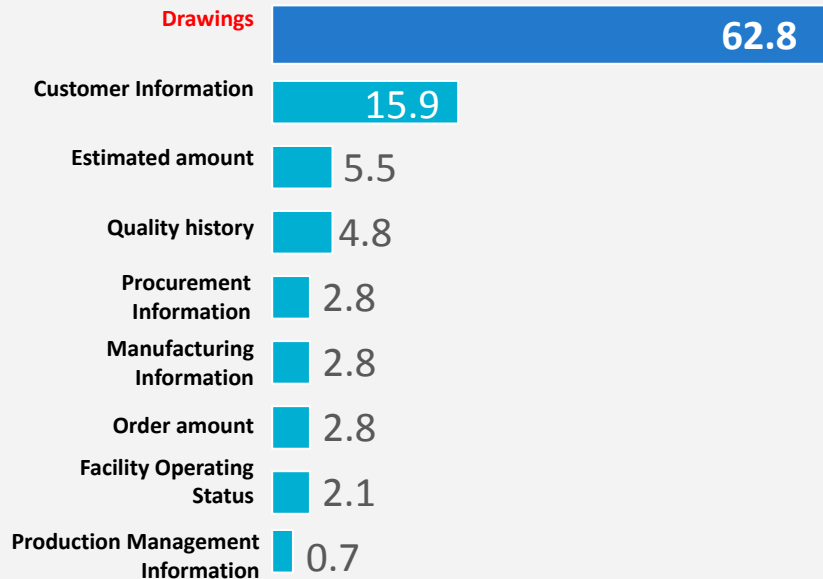
Assets are economic values that
**can be evaluated in monetary
terms and are expected to
generate future earnings for the
company.**



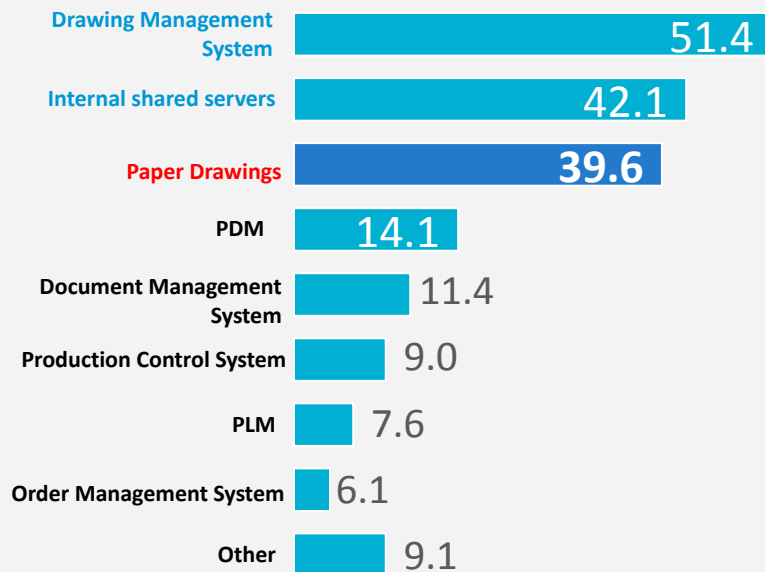
**In reality, most data does not
generate value and is not an
"asset"**

About 40% of respondents manage their most important data, drawings, on paper.

What is the most important data in the company?



What do you use to manage your drawings?

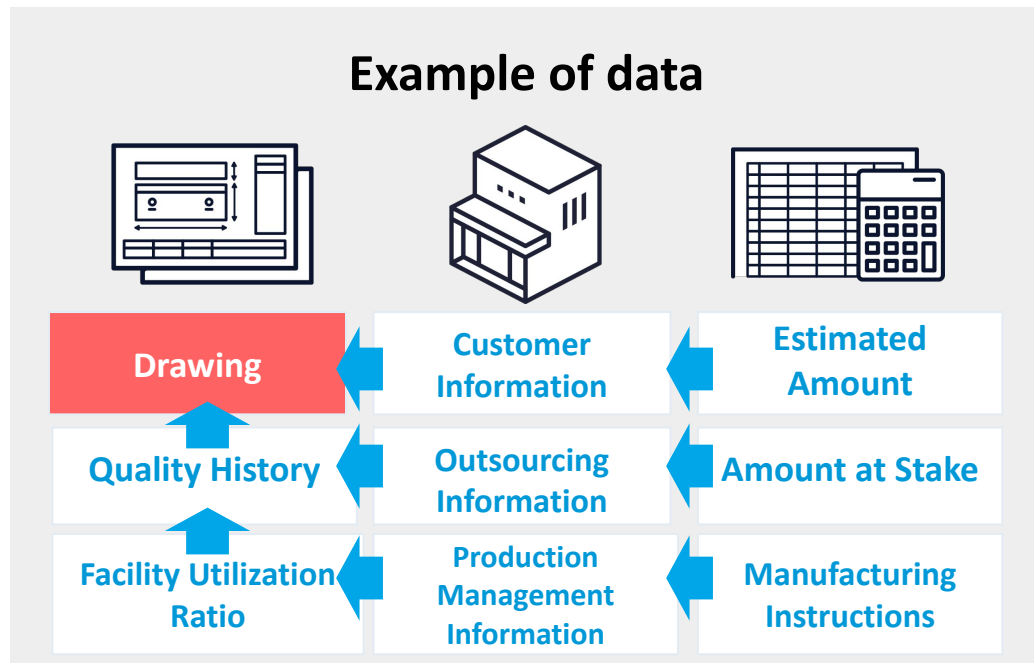


2022 CADDI Research

Despite being the most important data, drawings are just "stored" and not capitalized.
Paper drawings being stored are not being converted into assets.

Focus: Integrate, assetize, and utilize data based on drawing information

Capitalize on accumulated data by making associations between data to facilitate analysis



What is an asset:

Assets are economic values that can be evaluated in monetary terms and are expected to generate future earnings for the company.



Data association facilitates analysis, making it an "asset"

For estimates: See previous reference drawings

If relevant information on quotations is stored in connection with drawing information, it is possible to respond to quotations instantly and with a certain degree of accuracy by referring to similar drawings in the past.

Before

Price Fluctuation

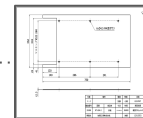
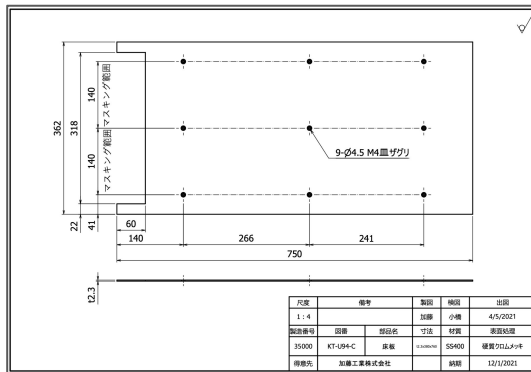
Work is concentrated on veteran workers, resulting in a chronic lack of time.
Price fluctuation cannot be controlled by the quotation process.

Responding delay

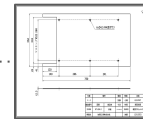
Failure to respond immediately to customer requests and requests for quotations
Business negotiations flow to competitors who are quicker to respond to customer requests and requests for quotations

Decreased customer satisfaction and opportunities to receive orders, leading to a downward spiral of sales.

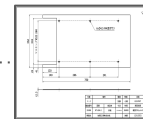
After



\$100



\$105



\$110

Instant identification of past reference drawings and the option to refer to past production/quotation/processing instructions within a quotation.

Nevertheless, there are many challenges with current drawing data management methods

Middle

Retrievability

Low

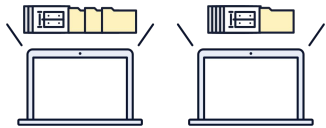
Drawing Management Systems



Parameters can be used to narrow down the search results, **but only those that have been set in advance can be searched.**

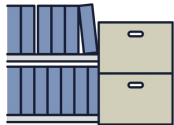
- It takes a lot of **man-hours to input** parameters.
- **Cannot search by shape**

Internal shared servers



- Data is stored and managed by folder.
- **Complicated folder structure** and **unclear titles** make it difficult for others to find files.
- **Contents cannot be confirmed without opening the file.**

Paper Drawings

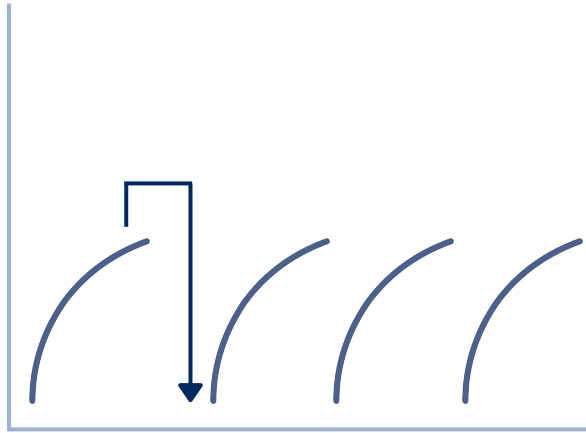


- Drawings that are more than **10 years old** are stored in archives.
- **Folders may be scattered** or **have different locations.**

The goal is to "assetize" on drawings:

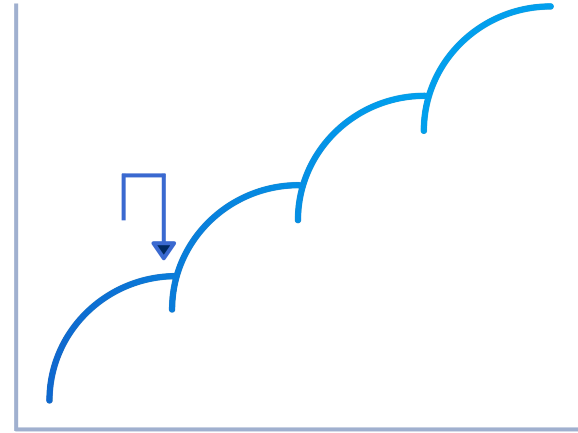
A cycle of knowledge sharing and standardization

Current Process



**Repetition of the same work,
reinvent the wheel**

Assetization



**Compound growth
based on your asset**

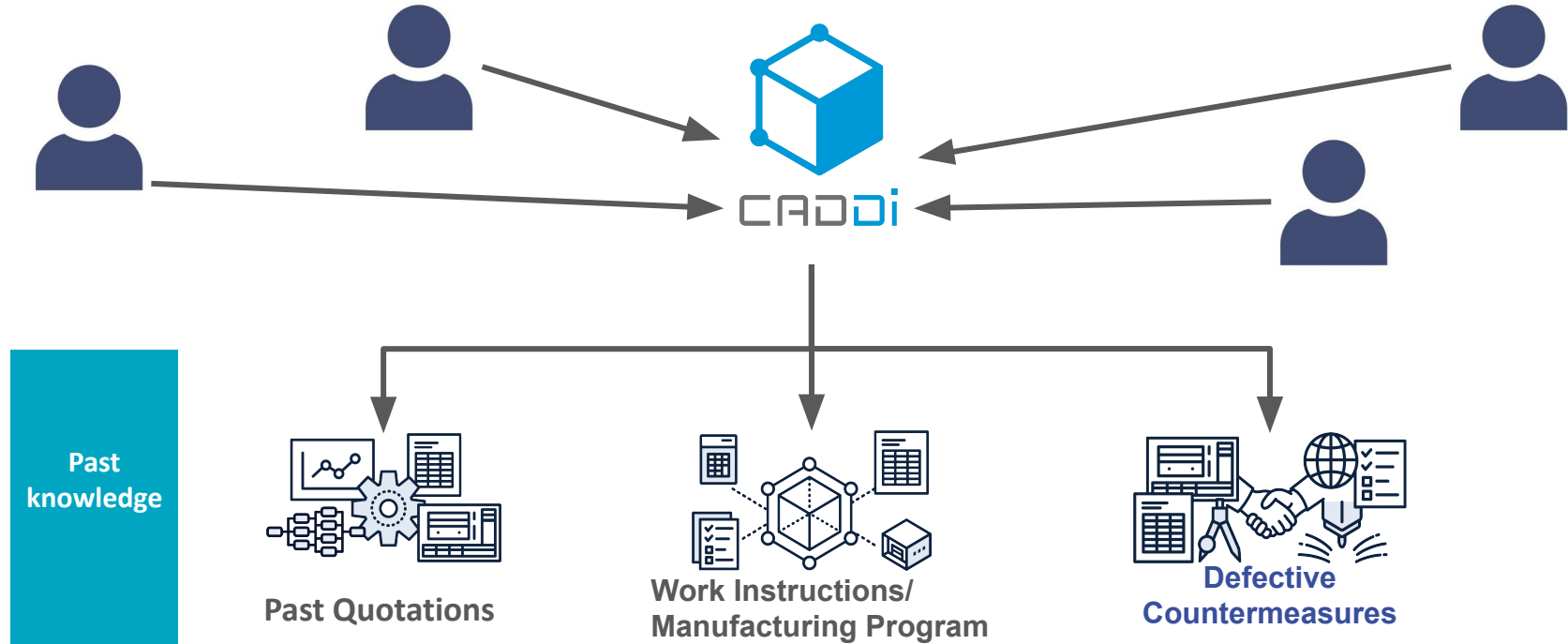


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CADDi Drawer, the secret of better quotes

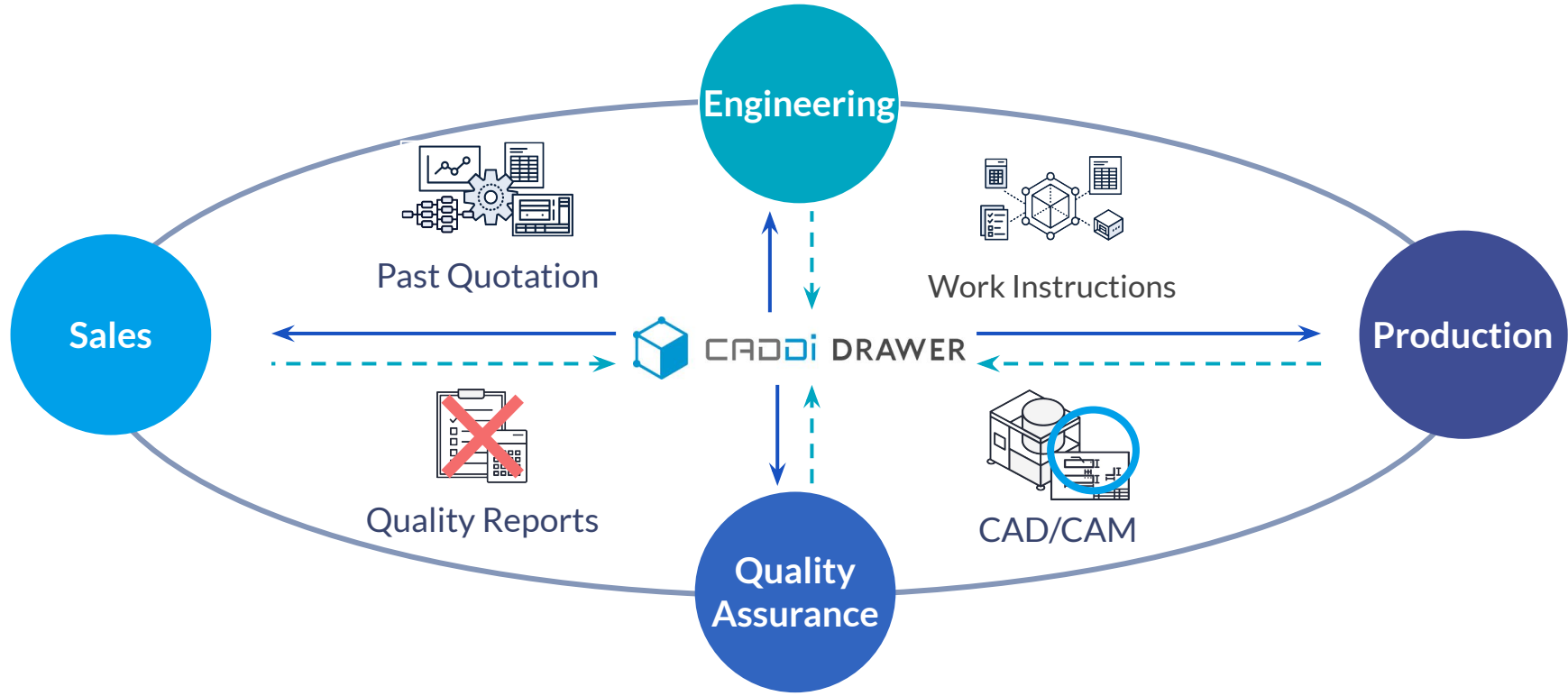
Anyone can replicate the work of the experienced workers

Easily find past drawings using similarity and keyword search



Drive the “assetization” of drawings + supply chain data

DRAWER makes your supply chain data searchable and accessible, allowing anyone in your company to reproduce the work of experienced members



Save 60% of time for quotation

Sales

Engineering

DRAWER allows you to cross-reference past similar drawings with quotation history

Problem

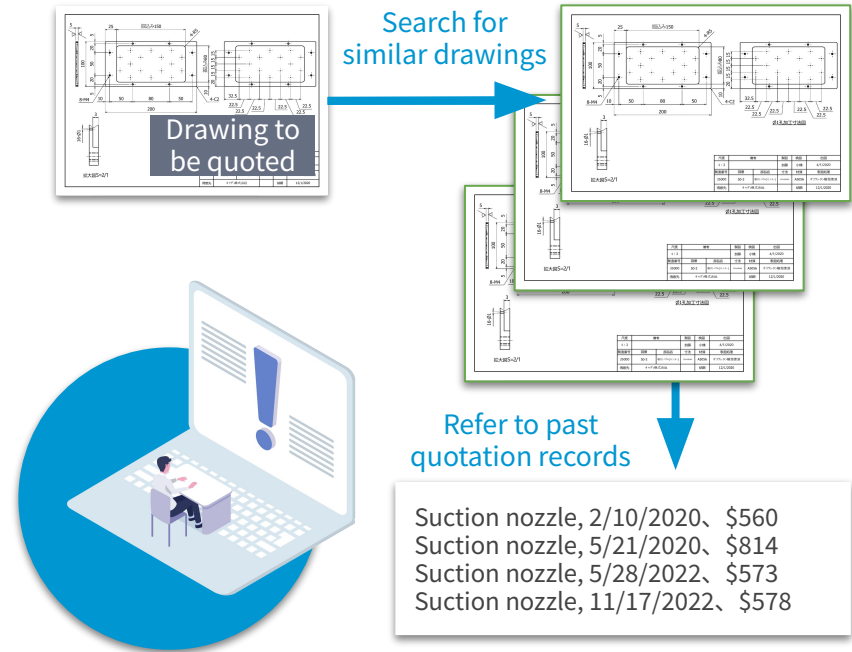
Too much time spent on creating quotation
Fluctuation of quotation price

Solution

Instantly identify past reference drawings
based on keywords and similarities in
shape of the parts

Impact

- Quick and accurate quotation backed by past data
- Sales can allocate more time on customer engagement



Save time to check the difference of similar drawings

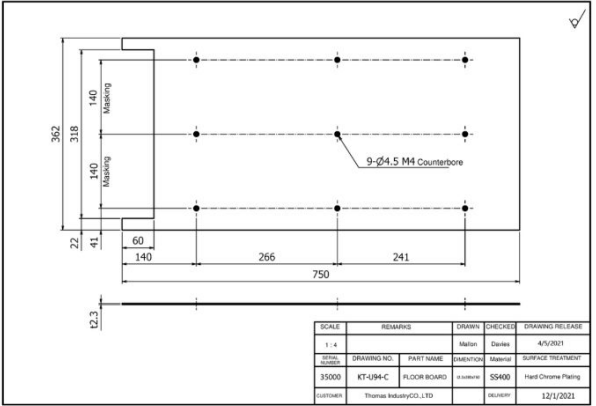
Sales

Engineering

DRAWER automatically detects and highlights the difference between similar drawings

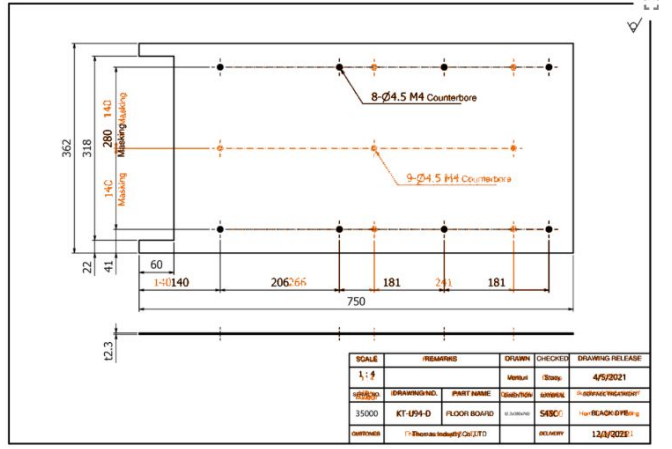


Search Similar Drawings



SCALE	REMARKS	DRAWN	CHECKED	DRAWING RELEASE
1:4		Decker	Decker	4/5/2021
35000	KT-U94-C	FLOOR BOARD	4/5/2021	Hard Chrome Plating
CUSTOMER	Thomas Industry CO., LTD	REVISION		12/1/2021

Highlight the difference



SCALE	REMARKS	DRAWN	CHECKED	DRAWING RELEASE
1:4		Decker	Decker	4/5/2021
35000	KT-U94-D	FLOOR BOARD	4/5/2021	Hard Chrome Plating
CUSTOMER	Thomas Industry CO., LTD	REVISION		12/1/2021

100%(Estimated maximum dimension 750 mm)

Thomas Industry

\$18.10(5)

Purchase Orders 1

Basic info

Drawing ID **DR-CEBRQARW88QW**

Customer **Thomas IndustryCo.,LTD**

Part name **FLOOR BOARD**

Material size **12.3x380x760**

Material **S45C**

Surface treatment **BLACK DYE**

Serial number **35000**

Drawing number **KT-U94-D**

Estimated maximum dimension **750 mm**

Welding Type -

Purchase Orders

Company name **Thomas IndustryCo.,LTD**

Currency **USD**

Order date **2022-01-14**

Price **\$18.10**

Quantity **5**

Analyze orders to improve sales strategy

DRAWER helps you to analyze past orders to better understand your strengths and weaknesses

Search Similar Drawings

Annotation
 ① No text
 ② When listing each dimension must not exceed 10 characters
 ③ Processing with taking account of a margin for grinding

ITEM	DESCRIPTION	UNIT	QTY	REMARKS
1-1	Top view (dimension 104 mm)	mm	1	1/1/2022
1-2	Side view (dimension 104 mm)	mm	1	1/1/2022
1-3	Bottom view (dimension 104 mm)	mm	1	1/1/2022
1-4	Front view (dimension 104 mm)	mm	1	1/1/2022
1-5	Back view (dimension 104 mm)	mm	1	1/1/2022
1-6	Left side view (dimension 104 mm)	mm	1	1/1/2022
1-7	Right side view (dimension 104 mm)	mm	1	1/1/2022
1-8	Isometric view (dimension 104 mm)	mm	1	1/1/2022
1-9	Exploded view (dimension 104 mm)	mm	1	1/1/2022
1-10	Assembly view (dimension 104 mm)	mm	1	1/1/2022

Estimated maximum dimension 104 mm
 Kobashi Metal
\$5.58(20) Purchase Orders 3

Basic info
 Drawing ID DR-AWLFBJKTJLX7

Tag the quotation results

Annotation
 ① No text
 ② When listing each dimension must not exceed 10 characters
 ③ Processing with taking account of a margin for grinding

ITEM	DESCRIPTION	UNIT	QTY	REMARKS
1-1	Top view (dimension 104 mm)	mm	1	1/1/2022
1-2	Side view (dimension 104 mm)	mm	1	1/1/2022
1-3	Bottom view (dimension 104 mm)	mm	1	1/1/2022
1-4	Front view (dimension 104 mm)	mm	1	1/1/2022
1-5	Back view (dimension 104 mm)	mm	1	1/1/2022
1-6	Left side view (dimension 104 mm)	mm	1	1/1/2022
1-7	Right side view (dimension 104 mm)	mm	1	1/1/2022
1-8	Isometric view (dimension 104 mm)	mm	1	1/1/2022
1-9	Exploded view (dimension 104 mm)	mm	1	1/1/2022
1-10	Assembly view (dimension 104 mm)	mm	1	1/1/2022

106%(Estimated maximum dimension 110 mm)
 Kato Industry
\$6.64(5) Purchase Orders 3

Annotation
 ① No text
 ② When listing each dimension must not exceed 10 characters
 ③ Processing with taking account of a margin for grinding

ITEM	DESCRIPTION	UNIT	QTY	REMARKS
1-1	Top view (dimension 138 mm)	mm	1	1/1/2022
1-2	Side view (dimension 138 mm)	mm	1	1/1/2022
1-3	Bottom view (dimension 138 mm)	mm	1	1/1/2022
1-4	Front view (dimension 138 mm)	mm	1	1/1/2022
1-5	Back view (dimension 138 mm)	mm	1	1/1/2022
1-6	Left side view (dimension 138 mm)	mm	1	1/1/2022
1-7	Right side view (dimension 138 mm)	mm	1	1/1/2022
1-8	Isometric view (dimension 138 mm)	mm	1	1/1/2022
1-9	Exploded view (dimension 138 mm)	mm	1	1/1/2022
1-10	Assembly view (dimension 138 mm)	mm	1	1/1/2022

133%(Estimated maximum dimension 138 mm)
 Kobashi Metal
\$15.81(15) Purchase Orders 3

Annotation
 ① No text
 ② When listing each dimension must not exceed 10 characters
 ③ Processing with taking account of a margin for grinding

ITEM	DESCRIPTION	UNIT	QTY	REMARKS
1-1	Top view (dimension 104 mm)	mm	1	1/1/2022
1-2	Side view (dimension 104 mm)	mm	1	1/1/2022
1-3	Bottom view (dimension 104 mm)	mm	1	1/1/2022
1-4	Front view (dimension 104 mm)	mm	1	1/1/2022
1-5	Back view (dimension 104 mm)	mm	1	1/1/2022
1-6	Left side view (dimension 104 mm)	mm	1	1/1/2022
1-7	Right side view (dimension 104 mm)	mm	1	1/1/2022
1-8	Isometric view (dimension 104 mm)	mm	1	1/1/2022
1-9	Exploded view (dimension 104 mm)	mm	1	1/1/2022
1-10	Assembly view (dimension 104 mm)	mm	1	1/1/2022

Estimated maximum dimension 104 mm
 Kobashi Metal
\$5.58(20) Purchase Orders 3

Basic info
 Drawing ID DR-AWLFBJKTJLX7

Annotation
 ① No text
 ② When listing each dimension must not exceed 10 characters
 ③ Processing with taking account of a margin for grinding

ITEM	DESCRIPTION	UNIT	QTY	REMARKS
1-1	Top view (dimension 104 mm)	mm	1	1/1/2022
1-2	Side view (dimension 104 mm)	mm	1	1/1/2022
1-3	Bottom view (dimension 104 mm)	mm	1	1/1/2022
1-4	Front view (dimension 104 mm)	mm	1	1/1/2022
1-5	Back view (dimension 104 mm)	mm	1	1/1/2022
1-6	Left side view (dimension 104 mm)	mm	1	1/1/2022
1-7	Right side view (dimension 104 mm)	mm	1	1/1/2022
1-8	Isometric view (dimension 104 mm)	mm	1	1/1/2022
1-9	Exploded view (dimension 104 mm)	mm	1	1/1/2022
1-10	Assembly view (dimension 104 mm)	mm	1	1/1/2022

Estimated maximum dimension 104 mm
 Kobashi Metal
\$5.58(20) Purchase Orders 3

Basic info
 Drawing ID DR-AWLFBJKTJLX7

Conduct Order Analysis

Data point (Sample)

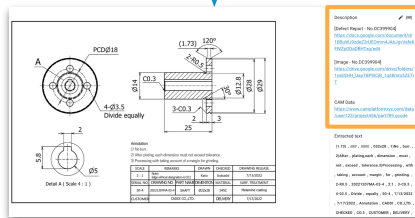
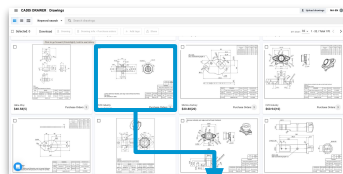
- Quotation Price
- Lead time
- Quoter
- Supplier
- Material
- Surface treatment

- Identify improvement areas
- Redefine the area of strength
- Update sales strategy

Save CAM program development cost by 70%

Leverage past machining instructions instead of creating new program from scratch

Search Reference Drawings and CAM data



Description

[Defect Report - No.DC399904]
<https://docs.google.com/document/d/1BBuWJ9zdeZ3rUEOmrrn4JABJgVafekFWZpODaDBHTXg/edit>

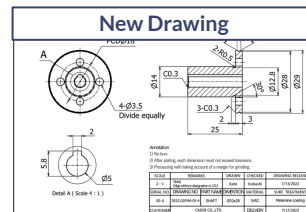
[Image - No.DC399904]
https://drive.google.com/drive/folders/1ysESHU_UapTBP9iCjB_1q48mto5ZETI

CAM Data
<https://www.camplatformxyz.com/data/user123/project456/part789.gcode>

Automatic data linkage
 DRAWER automatically links drawings and various data such as..

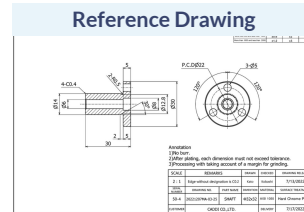
- CAD / CAM
- Quality Defect Report & Images
- Process Instructions, SOP

Reuse CAM data

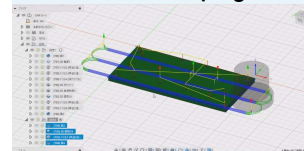


CAM

Edit



Reference CAM program



w/o
DRAWER

70h

with
DRAWER

21h

70% reduction

Time spent for CAM development/mo

DRAWER as a system of “insights”

Scattered data and knowledge across teams



- CAD / CAM
- PLM / PDM / BOM



- ERP / EDI
- Supplier info



- Spec Sheet
- Quality defects



- Cost analysis
- Process design



- Design concept
- VAVE Ideas

Integration & Analysis



DRAWER

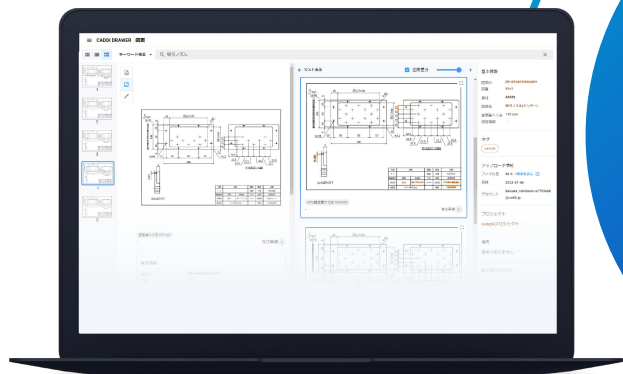


New Value Creation

- ▶ Knowledge transfer
- ▶ More time for planning
- ▶ Reduction of Quotation LT
Higher Order Rate
- ▶ Reduction of product defects
- ▶ Efficiency in process design

Our consultants will support the assetization of your data

Data Infrastructure

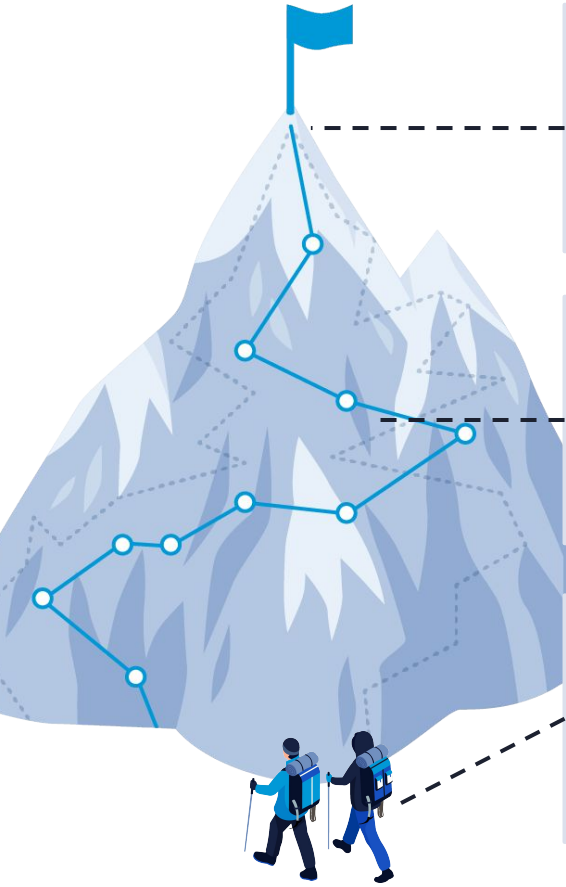


CADDi DRAWER

Consultant



Customer Success Program



Goal setting : Leverage data assets to drive..



Cost
Reduction



Design
Standardization



Growth



Strategy & KPI setting



Price
Fluctuation



No. of New
Drawings



Quotation
Speed



Onboarding & Activation Support



Analysis &
Reporting



Data
Processing



Template
Creation

Get in Touch

Contact our experienced team to
digitally transform your operations



CALL US

 **872-265-4418**

OR

Book a Demo

