

FOR MANUFACTURERS

Turn more RFQs into POs

Your estimators should spend their time on the number, not chasing missing drawings, re-keying old quotes or following up by email. We set up the front end of quoting, get your capabilities in front of buyers, and pull quote and job data out of the spreadsheets.

For owners, presidents, ops managers and sales managers at job shops and contract manufacturers: CNC, fab, plastics and OEM work.

THE PROBLEMS WE FIX

01

RFQs pile up in the inbox

Drawings, STEP files and spec sheets come in by email, get missed or sit until the estimator has time. A fast, clear reply keeps you in the running.

02

Buyers can't tell what you can make

Your capabilities, machine list, materials and certs (ISO 9001, AS9100, ITAR registered) aren't on your site in a way an engineer or buyer can check fast.

03

Quotes go quiet

Quotes get sent and never followed up, so nobody knows if you lost on price or lead time, or if the buyer just never looked.

04

It all lives in someone's head

Repeat-part history, routings and quoting rules sit in spreadsheets and tribal knowledge, and the ERP reports don't show what you win.

Five things we set up. Start with one.

Each one is set up around how you already work. Timelines are typical, not guaranteed.

01 Capabilities & Part Pages

Engineers and buyers can see what you make, what you hold to and what certs you carry, before they send the RFQ.

- Capabilities pages by process: machining, turning, fab, finishing and more
- Machine list, materials, tolerances and part size ranges
- Certifications and quality info buyers check (ISO 9001, AS9100, ITAR registration where you hold them)
- Downloadable line card, cert copies and datasheets
- Search setup around the processes and part types buyers look up
- Thomasnet, Google Business Profile and supplier-directory listings

Best for: Shops whose capabilities sit in a PDF, a dated site or the owner's head. **Typical timeline:** Typically 3–5 weeks.

02 RFQ Intake & Follow-up

Every RFQ is logged, acknowledged fast and followed up, while your estimator still owns the number.

- RFQ form that takes drawings, STEP files, quantities, material and due date
- Missing-info check so the estimator isn't chasing prints
- Fast acknowledgement to the buyer, drafted for your review
- Repeat-part lookup so old quotes aren't rebuilt from scratch
- Follow-up reminders on open quotes
- Simple RFQ log: received, quoted, won, lost and why

Best for: Shops quoting from email and spreadsheets that lose track of open RFQs. **Typical timeline:** Typically 2–4 weeks.

03 New Customer Outreach

Get in front of buyers and engineers who need your processes, so you depend less on one or two big customers.

- Monthly list of companies that buy your type of work
- Verified contacts for purchasing, supply chain and engineering
- Short, plain emails written around each company's parts and industry
- Follow-ups and reply handling
- LinkedIn posts in the owner's voice: real jobs, capacity and capabilities
- Monthly review of replies and what to change

Best for: Shops with open capacity or too much work tied to a few customers. **Typical timeline:** Typically 2–3 weeks to first emails, then ongoing.

04 Trade Show Kit

Book meetings before the show and follow up while the buyer still remembers your booth.

- Pre-show emails to buyers in your target industries
- Meeting booking for the show floor
- QR code lead capture at the booth
- Short notes on each lead: part, quantity, timing
- Follow-up within 24 hours of the conversation
- Post-show list of every lead and next step

Best for: Shops exhibiting at regional or national manufacturing shows. **Typical timeline:** Typically 3–4 weeks before the show.

05 Quote & Job Dashboard

One screen for quote hit rate, backlog, on-time delivery and top customers, pulled from the systems you already use.

- Connects to your spreadsheets or ERP exports (JobBOSS, E2, Epicor and others)
- Quotes won and lost, by customer and reason
- Backlog and open jobs by due date
- On-time delivery and late jobs
- Top customers and repeat-part reorder reminders
- Works on desktop and phone

Best for: Owners and ops managers who run the shop from spreadsheets and ERP reports. **Typical timeline:** Typically 2–4 weeks, depending on your systems.

WHERE TO START

Start with one. Add more only if it earns its keep.

The free check shows where the biggest gap is. We suggest one or two fixes to start and agree on a clear scope before any work begins.

Start with a free check.

We send your shop a test RFQ the way a buyer would, look at how buyers find you online, and send a short written summary of what we saw.

1

Free RFQ response check

We send your shop a test RFQ the way a buyer would, look at how buyers find you online, and send a short written summary of what we saw.

2

Plan

We pick the one or two fixes that matter most for your shop and agree on a clear scope.

3

Set up

We build and connect it, then adjust it once real RFQs start coming through.

BUILT FOR

- CNC machining and turning
- Metal fabrication and welding
- Plastics and injection molding
- Contract and OEM manufacturing
- Precision and aerospace-adjacent shops

HOW WE WORK

- Set up around the tools you already use
- Your people still own pricing and estimates
- Plain reporting, no jargon
- No ad spend

FREE, NO OBLIGATION

See how your shop handles a test RFQ.

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