



Case Study

Automating RFQ lifecycle for a leading manufacturer of utility transmission parts

CASE STUDY



Digitizing and automating RFQ & Bidding process through the consolidated database. Providing a unified view of the quotation process to key stakeholders spread across the world.



Services Used

- Enterprise Application Development
- App Modernization
- API Integration and System Integration
- Cloud Migration
- DevOps Engineering
- Security Testing (Infrastructure)
- QA - Compliance Testing

Technology Stack

.Net Core

Azure

Power BI

Angular



Challenges

Migrating legacy applications and databases to cloud and ensuring that solution adheres to security and compliance norms was a primary challenge.

Automating sales and quotation process

Modernizing sales and quotation process for pole manufacturing which includes **100+ paper-based checks and balances** through more than 30 stakeholders working cross-functional.

Numerous considerations with no scope for error

Generating error-free quote with 100+ critical parameters like parts & labor required with pricing, material quality, fabrication drawing, manufacturing plant production capacity, transportation cost, and utilizing directly into the manufacturing process.

System integration for structural blueprint

Integrating with ERP, Inventory systems, and Engineering design tools like AutoCAD for **structure blueprint which is production ready** upon successful bid closure.

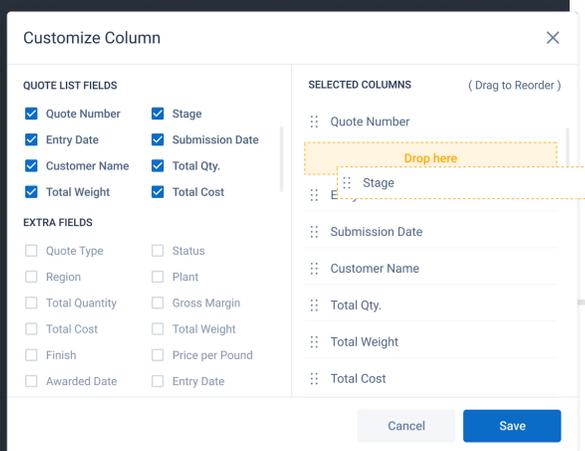
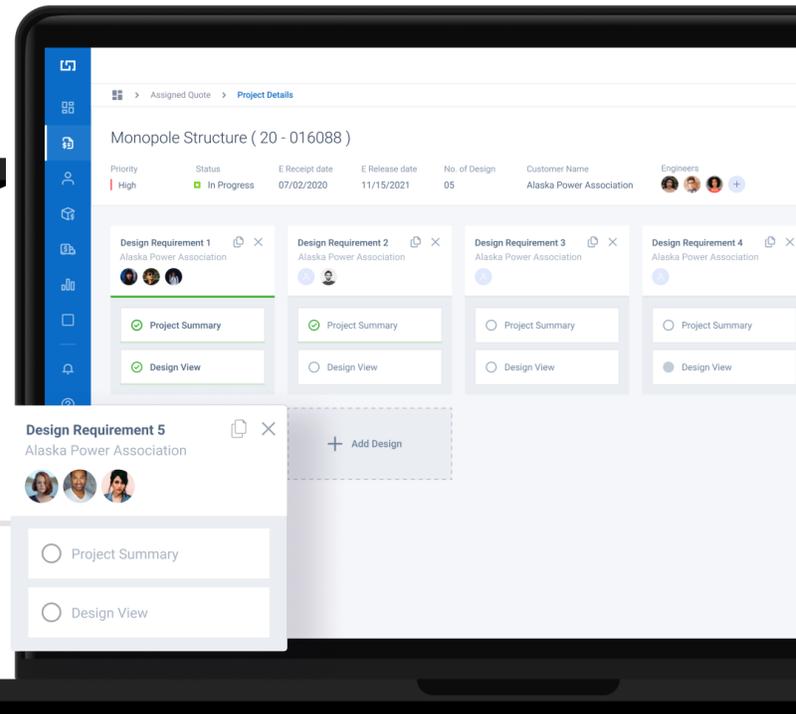
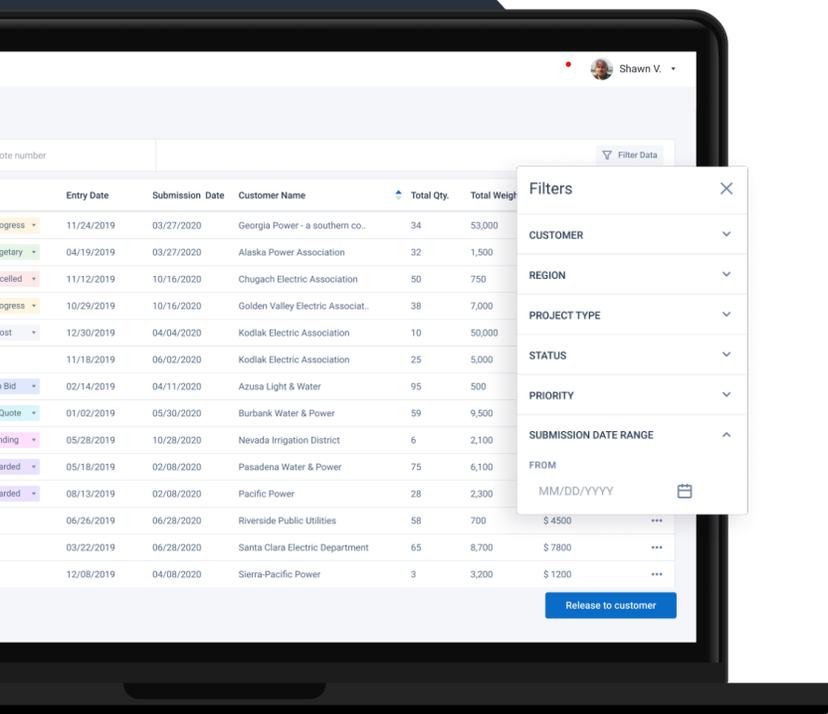
Migrating legacy system to cloud infrastructure

Moving large legacy infrastructure to cloud by addressing significant concerns of stakeholders like data security, TCO, ROI as well as dependencies between applications, databases, servers, storage & network.

Our Solution

We built DB driven solution with automated rules on Azure cloud to house all the customer, quotation, material, engineering drawings which **reduced turnaround time** to generate quotations by 70%.

Provided CTO as a Service to chose the right tech stack and design scalable application with proper cloud infrastructure provisioning





They successfully delivered on a very complex project. We have better processes and faster quotations as a result.



CIO

Customer

Type	State	Region
MSA	Alabama	Southeastern
Market	Alaska	Pacific Coast
N/A	Alaska	Pacific Coast
Market	Alaska	Pacific Coast
Market	Alaska	Pacific Coast
Market	California	Pacific Coast
Market	California	Pacific Coast
Market	California	Pacific Coast
MSA	California	Pacific Coast
N/A	California	Pacific Coast

Filters

REGION

New England

Middle Atlantic

East North Central

West North Central

Pacific Coast

STATE

Alaska

California

Oregon

Washington

Apply **Clear All**

Assign Quote

SELECTED QUOTES

- 20-016086
- 20-016084
- 20-016085
- 20-016083

ASSIGN ENGINEERING LEAD

Engineering Lead

Search Leads

- Pann hemsworth ✓
- Samuil Sadovsky ✓
- Sadou Mokaté ✓

Create Quote

Progress: 60 %

Notes & Attachments

- Quote Overview
- Design Overview
- Shipping Overview
- Options
- Notes & Attachments
- Cost Accounting
- Quote Line Items

Notes for Engineering Team

Notes for Sales Team

Notes for Purchasing

ATTACHMENTS

Our Solution

Automated inventory verification process

Implemented automated inventory verification process for availability and costing of 1000+ materials and parts by **digitizing legacy excel sheet based process.**

System integration to achieve consistency across units

Integrated with multiple ERP systems hosted on-premise at different manufacturing plants for **customer data syncing and maintaining data integrity** and consistency.

Seamless migration of legacy system to cloud platform

Migrated existing on-premise workloads by utilizing Azure Migrate service which offers **end-to-end visibility on migration phases** with built-in insights and recommendations.

Secured company infrastructure in a remote environment

Securing remote working environment via 2FA and SSH while operating in cloud environments or connecting via VPN to company infrastructure and implementing the system on-site.

We are Simform

Simform is a leading digital product engineering company. Over the last decade, our world-class tech teams have refined engineering practices for Fortune 1000 companies and successful startups.

Let's get in touch to extend your tech team with top talent!

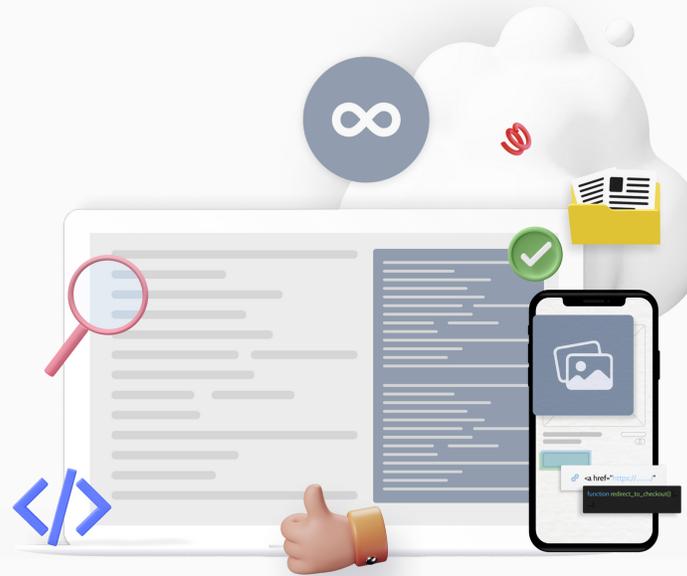
[Contact Us](#)

Phone
650-353-5795

Email
hello@simform.com

Address
**111 N Orange Ave Suite 800
Orlando, FL 32801**

Website
www.simform.com



**Cloud Native Development
and Modernization**



**Managed Software
Engineering teams**



**Quality Engineering
and Testing**



**DevOps and Infrastructure
Management**