

Quoting | Then vs. Now

You're losing RFQs before you respond. See what manual quoting really costs you.

	What's slowing you down today	How leading EMS teams quote now with CalcuQuote
Quoting Speed	≈ 2–3 hours per 100-line BOM ≈ 3–5 BOMs per quoter per day	≈ 10–14 minutes per 100-line BOM ≈ 10+ BOMs per day per quoter ≈ 95% faster Respond first. Win more RFQs.
Quote Volume	Capped by headcount, team bandwidth.	Scale without adding headcount. Take on more RFQs without hiring or burning out your team.
Risk Detection	EOL or shortage risk missed in 20–40% of quotes. You quote first. Discover EOL and shortages later.	Lifecycle, EOL, and shortage risks flagged at upload. Avoid bad quotes before they leave your system.
Accuracy/Margin	5–15% pricing inconsistencies in manual quotes.	< 1–2 % variance with rules-based costing. Protect margin across every quote.
Supply Chain Data	Hours spent checking 3–6 sources per BOM.	Real-time aggregation across sources in one place. Faster, consistent inputs.
Supplier Collaboration	10–30+ supplier touchpoints per RFQ, and days of average response cycle.	Centralized bid requests and responses. Less friction.
BOM Management	10–25% of time spent cleaning BOMs and high error rate on multi-level BOMs.	Automated normalization in seconds. Hours of time saving.
Labor Costing	Static or ad-hoc labor calculations.	Labor costing evolves with business complexity while remaining consistent as operations expand.
Alternates	Hours spent searching alternates and getting approval.	AI-powered alternate part suggestions and built-in alternate approval process. Quote faster with better availability and pricing options.
Visibility	Siloed data. No visibility.	All quote data in one place. Shared visibility into all quoting activity across teams.

→ Book a Demo

What EMS Customers Say About CalcuQuote?



Andrew Williams
Director of Product
Engagement

Pride Industries

"Partnering with CalcuQuote has revolutionized our quoting process. What once required the use of four separate tools—two spreadsheets, an in-house system, and a cloud-based platform—has been streamlined into a single, efficient cloud-based solution. This transformation slashed our quote turnaround time by an impressive 40%, enabling us to respond to opportunities faster than ever before."



"When I saw that quoting a bill of material required going line by line through various websites, I thought, 'there must be a more efficient way to do this. CalcuQuote's QuoteCQ was able to eliminate several hours of manual effort without sacrificing the accuracy of the quote.'"



Andy Salo
President

East West Manufacturing



Monica Wallace
Director of Product
Engagement

Libra Industries

"We are seeing measurable ROI from CalcuQuote. We recently were working on a project where we needed to quote 20 different assemblies for a customer, each with unique quantity requirements and a three-week deadline. CalcuQuote's multi-quantity quoting, real-time distributor inventory awareness, and attrition management enabled us to meet this demand efficiently, reinforcing our commitment to an exceptional customer experience."

Still quoting manually? It's time for a smarter way.

See how top EMS teams quote faster, more accurately, and at scale.

→ Book a Demo