

SmartQuote: Automating the RFQ-to-Quote Process for UK Manufacturers

THE CHALLENGE

Most UK machine shops and niche manufacturers are brilliant at making things — but not at selling them.

Manual, outdated front-office processes are holding back growth:

- Enquiries arrive via scattered emails or phone calls
- Quote generation is slow, inconsistent, and often handled by engineers
- T&Cs and lead times are unclear, payments are clunky
- Customers expect digital-first experiences — but most shops aren't set up for it

The result? Missed opportunities, lost orders, and wasted admin time.

OUR SOLUTION: SMARTQUOTE

SmartQuote is a lightweight automation service that installs a custom RFQ form and quoting system into your business — without needing a new ERP.

We help you:

- ✓ Capture enquiries via a structured online form
- ✓ Automatically generate and send tailored quotes (or route to the right person)
- ✓ Embed lead times, T&Cs, and payment options
- ✓ Educate customers through in-form prompts (e.g. choosing coatings or materials)
- ✓ Free up engineers from email admin and reduce quoting errors

Built using your existing pricing spreadsheets and tailored to your process, **SmartQuote** gives you a scalable system to handle demand — without locking you into expensive software or subscriptions.

WHO IT'S FOR

- CNC & precision engineering firms

- Manufacturers with bespoke quoting processes
 - Teams without a dedicated sales/admin department
 - Any workshop where the MD says: *"I just want to be back on the shop floor."*
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Get a system that sells while you work.

→ **Case study available on request**

→ **Discounted pilot pricing for Made Smarter participants**