



Small Supplier Improves RFQ Responsiveness with Global Auto Manufacturer

Challenge: Highly-competitive small supplier did not have the IT infrastructure to respond accordingly to an RFQ from a large auto manufacturing hub.

Solution: Small supplier implemented Covast BBot.

Overview: A small supplier was uniquely qualified in price and product to respond to a lucrative RFQ from a global auto manufacturing hub. The hub required all suppliers to respond to RFQs using a common electronic data interchange (EDI) format. However, the small supplier lacked the IT systems to respond accordingly. The supplier decided to implement BBot to overcome this challenge.

Results:

- Supplier profile published onto the network ***in two weeks***.
- BBot was ***“up and running” within 24 hours*** of plugging into the network.
- Supplier able to ***respond competitively to the RFQ*** and was subsequently awarded the contract.
- On average, the ***supplier realized a 200 percent increase in the amount of orders*** placed by the manufacturer on account of being able to conduct transactions more easily and quickly.

