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Case Study

Streamlining RFQ Processes

How KEMET's Integration of Orbweaver
Connect and Advance Achieved a
1000-Fold Increase in Efficiency

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"At KEMET we are committed to using the power of digitally enabled tools and capabilities to help us deliver the best products and services to the thousands of customers we serve globally. Our partnership with Orbweaver has allowed us to use their leading products and collaborate with their best in class people to develop JetStream, KEMET's new quoting platform that enables us to be faster, smarter and more collaborative to respond to the thousands of lines we quote globally every day."

Fernando Spada
VP Marketing & Digital Engagement
KEMET Electronics Corporation

KEMET, a publicly traded Electronic Component Manufacturer, chose Orbweaver as their Global Quote Intake platform after a competitive selection process. KEMET is a premier component manufacturer and offers a broad selection of capacitor and passive technologies.

Prior to partnering with Orbweaver, KEMET faced a distinct set of challenges common to Component Manufacturers and Distributors alike — Requests for Quotations (RFQs) arrived from numerous sources and in various formats with no standardized data intake and organization processes in place. Consolidating RFQs into a universal format and work queue took employees away from other tasks, ultimately wasting time, money, and minimizing data transparency across the organization.

In contrast; results of a recent BETA test showed KEMET's ability to process 50 quotes, thousands of lines of data, roughly $5MM in value in just 30 minutes using Orbweaver's Advance technology. These efficiencies include an end to end processing of the RFQ, from the minute it touched the system to the received response time by the customer. **That represents a 1000-fold increase in efficiency from KEMET's original processes.**

Traditionally, organizations solved common RFQ problems with manpower, but as the speed of the buying cycle accelerates each year and buying technology (like Amazon) changes the consumer's expectations, companies lose business by responding too slowly. Orbweaver offered KEMET a unique solution to this distinctive and time-consuming organizational problem: *Advance RFQ.*

Advance automated all three aspects of KEMET's RFQ processing, aggregating the steps into one cohesive system, and integrating seamlessly with their current systems. Those three steps are:

STEP 1: Digitize RFQ Intake & Response

- Eliminate manual processing
- Receive inbound RFQs via a wide range of sources including API, EDI, spreadsheets, and email

STEP 2: Automate RFQ Processing

- Validate and scrub inbound part numbers
- Find related parts to meet customer needs by cross-referencing data
- Integrate and organize pricing data and historical quote data to rapidly assemble the quote response

STEP 3: Centralize Data & Create a Smarter Business Using Artificial Intelligence (AI)

- Drive better business analytics and calculate win/loss ratios.
- Understand what parts of a business are most profitable
- Improve accuracy and waste less time on paperwork and emails.
- Drastically reduce response time
- Track progress with real-time quote information

Along with Advance, KEMET was also able to utilize Connect, Orbweaver's data integration platform. JetStream (KEMET's branded global quoting platform built on Advance), and Connect seamlessly integrated all backend systems. Product attribute data, manufacturing data, ERP pricing, and data warehouses were consolidated to provide intelligent pricing guidance, cross-referencing, part scrubbing, data-sheets, and physical part specifications for use in outbound RFQ responses.

Orbweaver also assisted in providing insightful data science and analytics through their Analyze platform to bolster business intelligence and Artificial Intelligence (AI) for RFQ scrubbing, pricing, and problem identification.

Orbweaver is the world's leading enterprise solution for automation of the electronic component procurement process. Born of both the Electronics Manufacturing Industry and the Software Engineering industry, Orbweaver is focused on solving end-to-end procurement automation for Component Manufacturers, Distributors, and Contract Manufacturers in the Electronics Manufacturing industry.

Sell More Parts

The primary purpose of business is to maximize profits for the stakeholders while maintaining social responsibility. This objective can be accomplished by increasing revenue, or decreasing expenditures. Orbweaver can help you and your organization do both.

While it may be a challenge to find inspiration in discussing your company's Digital Platform, it is a topic we are passionate about. We aim to help make the Electronics Industry more agile, more efficient, more relevant, and ultimately to allow our clients to **sell more parts**.

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www.orbweaver.com/sell-more-parts

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Find out how much time & money your business can save by automating the sales process with Orbweaver. Request a free consultation or demonstration with an Orbweaver electronics industry expert today.

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