

Why Your Estimation Process Needs a Digital Upgrade in 2025?

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In today's rapidly demanding EPC landscape, the costing accuracy on the proposals is more crucial than ever. However, most EPC companies are still using outdated manual processes or limited ERP functionalities for making the costing estimation during tender or bidding stage. This leads to overestimation which results in lost opportunities, or underestimation, which results in lost margins. If this sounds familiar, it's time to explore how a CPQ (Configure, Price, Quote) application can revolutionize your estimation process in 2025.

The Problem: Estimation Challenges in EPC:

- **Multiusers (or) multidiscipline:** Typically, a cost estimation for tender involves multiple users for cost estimation from multiple disciplines like Mechanical, Electrical, Piping, Plumbing, Civil, Structural, Controls automation, where not connected in same platform & having the latest information will result in inefficiencies, quality errors, and requires additional resource to check and spend more time on reviewing the estimated cost, and it's not easy as it involves constant back and forth changes, with multiple iterations.
- **Collaboration Challenges:** Miscommunication between teams and stakeholders due to fragmented systems and workflows.
- **Missed Deadlines:** Delayed tender submissions due to slow quote preparation risk losing lucrative projects.
- **Non-Standardized Documents:** Lack of uniform datasheets, templates, and descriptions creates confusion and unprofessional presentations.
- **Inconsistent Document Handling:** Client requirements, project specifications, and RFQs are scattered across emails and files with no central repository, causing delays and errors.
- **Resource Wastage:** Recreating similar project estimates consumes time and manpower, reducing team efficiency.
- **ERP Limitations:** ERP systems with quoting features are expensive and lack the user intuitiveness needed for construction-specific requirements, such as managing technical submittals and revision control for multi-level BOMs/BOQs.

The Solution: CPQ for EPC Estimation and Tendering Teams:

CPQ application tailored for EPC companies is the game-changer you need. Here's how it solves these challenges:

- **Detailed and Accurate Pricing:** Create complex multi-level BOM/BOQ pricing effortlessly, ensuring precision at every stage.
- **Reusable BOMs:** Save and reuse BOM data, eliminating repetitive tasks and cutting down quote preparation time by 75%.
- **Customizable Quotations:** Generate professional, tailored quotes using predefined templates that can be shared instantly.
- **Revision Control:** Keep track of all changes in BOMs and materials with built-in revision control for greater accuracy.
- **Submittal Packages:** Quickly prepare comprehensive submittal packages with technical and commercial details in a single click.
- **Centralized Data Management:** A single platform for storing, managing, and retrieving all BOMs, pricing, and documents provides seamless collaboration.
- **Multiple Currencies:** Create detailed cost estimates, including technical and commercial elements, in any currency.

Take Your Quoting Process to the Next Level:

2025 is the year to empower your tendering and estimation teams with a digital-first approach. A CPQ application equips your team to tackle the most complex challenges with speed, accuracy, and confidence. It's not just an upgrade—it's a revolution in how you approach business opportunities.

Call to Action

Don't let outdated processes hold your business back. Contact us today to learn how our CPQ solution can transform your estimation process and position you for success in the EPC industry.

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Thank you for reading!