

What's **NEXT** in Manufacturing

THE FUTURE OF MAKING THINGS

A FOCUS ON WINNING BETTER BIDS

Improving the bidding process can create greater efficiency to deliver faster and more profitable bids.

Research by Tech-Clarity finds that top performing manufacturers have:

Grown revenue **2.2 times more** than lesser performing competitors

Increased profit margins **2.4 times more** than average performing companies

BETTER BIDS ARE:

MORE ACCURATE

Top performing manufacturers produce far more accurate bids, which has a huge impact on profitability.

Top performers within **7% accuracy**

\$ **6% margin difference** \$

Average of all companies within **13% accuracy**

FASTER

Top performers gain a competitive advantage by being faster to respond.



Source: "Optimizing the Bidding Process - How Industrial Equipment Manufacturers Can Win More Business", Tech-Clarity, 2016
Autodesk sponsored Tech-Clarity to conduct a study to better understand best practices for quickly delivering an accurate, yet competitive bid.

DELIVERING BETTER BIDS

How do you become a top performer when it comes to delivering better bids?

MODULARIZATION



- ✓ Seamless collaboration between product development and project engineering
- ⊕ Ensures consistency and high quality bids
- ⊕ Free up internal resources

COLLABORATION



- ✓ Involve customers in project reviews
- ⊕ Mitigate project risk
- ⊕ Improves customer experience

AGILE FEEDBACK



- ✓ Anticipate installation and handover issues
- ⊕ Faster ramp up
- ⊕ Minimise risk of penalties
- ⊕ Achieve better margins

VISUALIZATION



- ✓ Effective visual communication
- ⊕ Drive preference to your products
- ⊕ Develop a competitive separation

FOR A FULL COPY OF THE TECH-CLARITY REPORT,
PLEASE CONTACT YOUR AUTODESK REPRESENTATIVE.

Autodesk solutions provide the capabilities to help you thrive in the future of making things, through the ability to prepare smarter, winning bids using higher levels of automation and consistency, less time, and providing a better technical bid response.

Let's have a conversation about the future of making things.
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