

## WISE QUOTING AGENT

# From 40 minutes to 5 minutes per quote, with 3x the volume.

A mid-sized logistics company replaced manual calculations, spreadsheets and email chains with an AI agent that reads each request, prices it and prepares the quote.

Email &amp; RFQs

Automated pricing

ERP · TMS

Adopted in &lt; 2 weeks

From: customer

New RFQ

Quote request · freight + storage

Origin, destination, volume and dates...

Quote ready

~5 min

Freight

Storage

Negotiated terms applied

Send to customer

Request approval

Illustrative flow

## CUSTOMER

Mid-sized logistics company

## SERVICES

Freight management, storage, supply chain

## REPLACED

Spreadsheets &amp; email chains

## RESULTS MEASURED

30 days after launch

## KEY KPIS · 30 DAYS AFTER IMPLEMENTATION

40 → 5

minutes per quote

8x

faster response to quotes

3x

quote volume with the same team

-80%

manual data entry

875 h

saved per week

## Executive summary



## 8x faster quotes

About 5 minutes per quote instead of 40.



## 3x the quote volume

With the same team, no hiring.



## 80% less manual data entry

More time for customers and closing sales.

## Complex quotes in about 5 minutes

Customer email or RFQ

Interprets it

Collects the information

Creates a custom quote

Sends it or requests approval

~5 min

from request to a ready quote, down from about 40 minutes

## THE CHALLENGE

# A manual quoting process that slowed growth

As demand grew, the sales team couldn't respond with the same speed.



### Time lost

Reps updated spreadsheets, followed up on previous quotes and recalculated prices by hand.



### Errors and rework

Manual work increased pricing errors, inconsistencies and delays in customer responses.



### Growth meant cost

Without automation, growth meant higher operating costs and less commercial agility.

#### PATH 1

### Hire more staff

Higher operating costs for every increase in demand.

or

#### PATH 2 · CHOSEN

### Make the team more productive

Quote faster, reduce errors and free the team for relationships and closing sales.

## THE SOLUTION

# Faster, more accurate quotes

Rather than expand its sales team, the company deployed Wise Quoting.

1

### Receive

Interprets emails and quote requests, identifies needs and gathers the relevant information.



2

### Calculate

Automates pricing calculations, reduces errors and prepares an accurate, competitive quote.



3

### Deliver

Sends the quote, records its history and improves with each interaction.



### Automated pricing

Consistent rules, market factors and negotiated terms.



### Quote follow-up

Reviews previous quotes and supports follow-ups.



### Predictive analytics

Identifies patterns and commercial opportunities.



### Existing systems

Connects with the ERP, TMS and other tools.

MEASURABLE IMPACT

Business results after 30 days

The agent keeps learning from interactions and outcomes. These figures reflect progress 30 days after implementation.

40→5 min

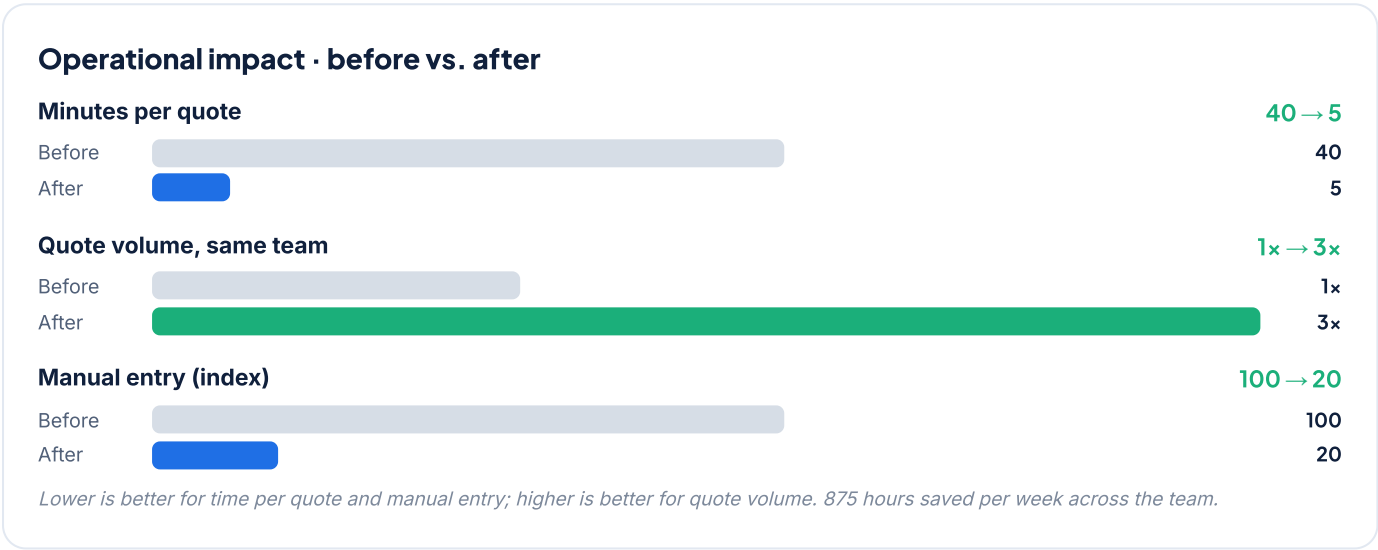
per quote · 8x faster

3x

quote volume, same team

-80%

less manual entry



| AREA               | BEFORE                            | WITH WISE                      |
|--------------------|-----------------------------------|--------------------------------|
| Quoting speed      | About 40 minutes per quote        | About 5 minutes, AI-assisted   |
| Accuracy           | Manual price and inventory errors | Consistent, data-driven rules  |
| Customer response  | Coordination delays               | Immediate, supported responses |
| Sales productivity | Too much administration           | More customer-facing time      |

## CUSTOMER PERSPECTIVE

## The customer experience

“

Wise Quoting transformed the way we operate. What used to take hours of manual work now happens in minutes, allowing us to focus on closing opportunities instead of managing spreadsheets.

— Sales Team Lead, mid-sized logistics company

## In 30 days

**40→5**

minutes per quote · 8x faster

**3x**

more quotes, same team

**–80%**

manual data entry

**875h**

saved per week

## Strategic implications

**Scale without hiring**

The company scaled operations without expanding its workforce.

**No more bottlenecks**

5-minute quotes instead of 40, and 3x the requests handled.

**More selling time**

Reps focus on customer relationships and closing, not spreadsheets.

**CONCLUSION**

AI-powered commercial automation delivered **real improvements in efficiency, speed and team responsiveness**, enabling **scalable and more profitable growth** without adding headcount.

**Quotes in 5 minutes, not 40**

Connected to your email, ERP and TMS. Adopted by the team in under two weeks.

**Book a demo**

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