



## Bid Modeling

SpaceClaim enables proposal engineers to rapidly create and modify 3D models to produce better responses to RFP's and achieve higher win rates. Our user interface allows both non-CAD experts and seasoned CAD professionals to work faster in the concept iteration and proposal phase of new business development.

## Challenge

Critical factors in winning profitable new business are clear communication between the proposal team and prospects, and precise understanding of both the prospects requirements and your costs. Also, some companies are forced to decline bidding on new business because of internal time and resource constraints. Unfortunately, traditional CAD software was designed to create manufacturing documentation, not for fast iteration during the concept phase of product development and real-time customer collaboration work. Using a CAD specialist to support new business development can be slow and expensive. Turnaround can take weeks and cost thousands of dollars.

## Solution

SpaceClaim 3D models and renderings are invaluable tools for improving communication with prospects, speeding up your proposal process, pinpointing your production costs, and increasing your win ratio. SpaceClaim's unique user interface enables engineers supporting new business development efforts to quickly create and modify 3D models to improve their proposal process in areas that include:

- Merging customer data, supplier components, and in-house CAD data in one environment
- Creating new concept models quickly and easily that you can share with your customers, R&D engineers, CAE analysts, and the CAD team
- Pinpointing product cost and enabling you to bid low while maintaining profitability
- Reducing time-to-market by creating clear 3D specifications for the detailed-design teams
- Collaborating in real-time with your prospects and sending them 3D mockups they can include in their designs

## Advantages

- Rapidly produce sophisticated 3D models
- Respond to more proposals in less time
- Include photo-realistic renderings with proposals
- Work with 2D and 3D data from your customers and in-house CAD systems
- Provide engineering with an accurate model to drive detailed design in traditional CAD

## Benefits

- Respond to a higher volume of RFP's
- Bid more accurately and increase win ratio by as much as 50%
- Enable engineers (and other non-CAD specialists) to work in 3D to support business growth
- Reduce concept development phase of proposal by more than 60%
- Strong ROI/Fast pay back

## Case Study

### SIE Computing Solutions – Use of SpaceClaim Increases New Business Win Rate

Case Study Excerpt:

*"We used to win bids approximately 50% of the time. With SpaceClaim, we're able to bid much smarter and more accurately. It's changed our win rate to 80% and customers feel much more comfortable that what they see is what they will get."*

**Domenic Trapassi, Senior Systems Architect**

SIE Computing Solutions