

# Musiakaev Lab

## AI-Powered RFQ & CPQ Automation

For Manufacturers &  
System Integrators



Reduce RFQ Processing Time  
by 50-80%

### RFQ

Project \_\_\_\_\_  
Requestor \_\_\_\_\_  
Date \_\_\_\_\_  
Requirements \_\_\_\_\_  
Technical Specifications \_\_\_\_\_  
Delivery Terms \_\_\_\_\_

Part Number	Description	Qty	Unit
PRT-1001		2	pcs
PRT-1002		3	pcs
PRT-1003		1	pcs
PRT-1004		1	pcs
PRT-1005		1	pcs
PRT-1006		1	pcs
PRT-1007		1	pcs
PRT-1008		1	pcs
PRT-1009		1	pcs
PRT-1010		1	pcs

### COMMERCIAL PROPOSAL

Scope of Supply \_\_\_\_\_  
Description of Supply Items \_\_\_\_\_

Total Price (USD) \_\_\_\_\_  
Delivery Time \_\_\_\_\_



# The Challenge

## Why RFQ Processes Become a Bottleneck



### Long Quote Cycles

RFQs take days or weeks to analyze and respond to.



### Manual & Error-Prone Work

Data is re-entered across multiple systems and spreadsheets.



### Knowledge Bottlenecks

Critical knowledge is locked in experts and not easily reusable.



### High Cost of Proposal Preparation

Engineering effort is expensive and hard to scale.



### Inconsistent Quotes

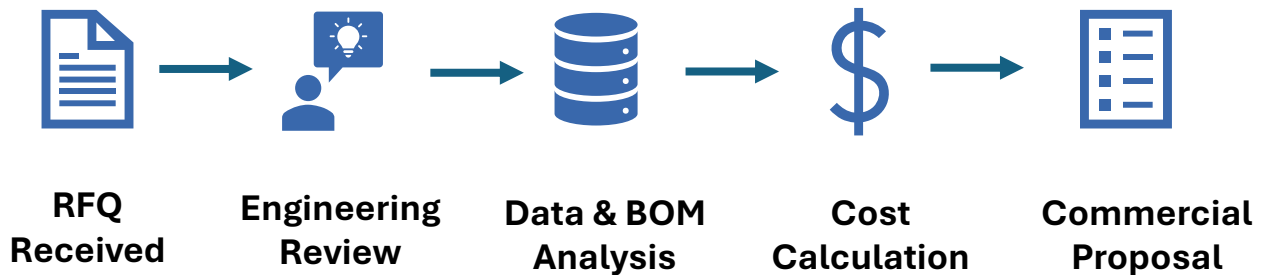
Lack of standardization leads to variations and reduced win rates.



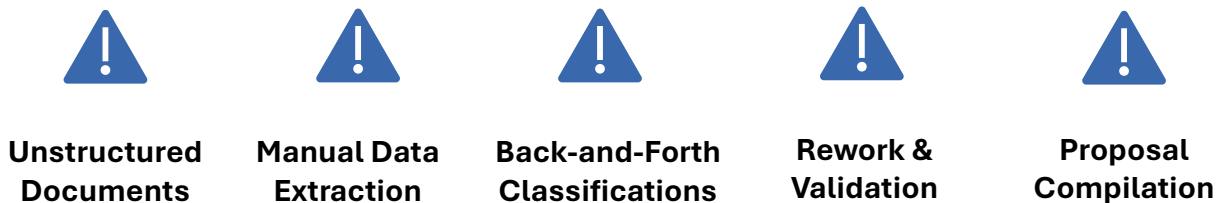
These inefficiencies reduce response speed, increase costs, and lower win rates.

# Typical RFQ Process

Every Handoff Adds Cost and Delay.



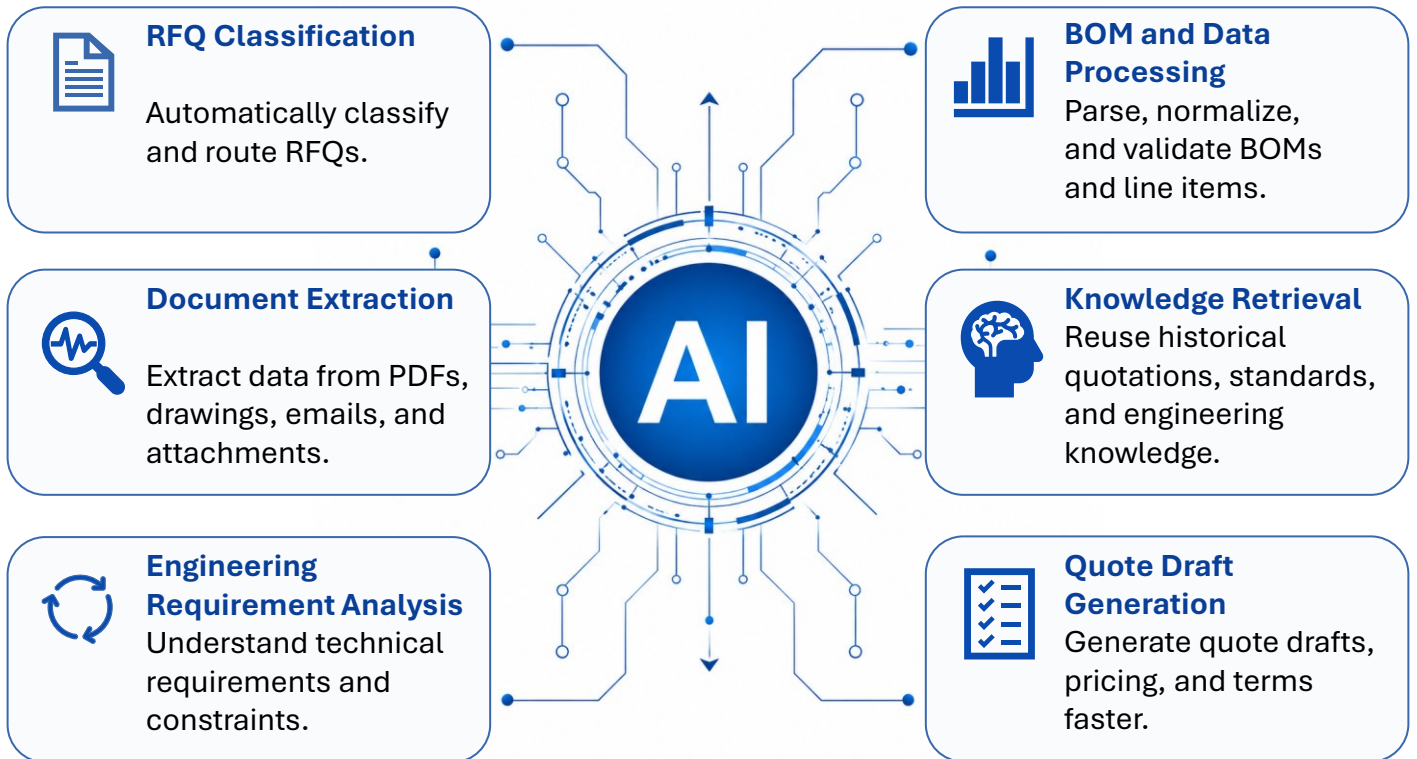
## Where Delays Happen



**Result:** Slow turnaround, high effort, and unrealized business opportunities.

# AI-Powered Transformation

Intelligent Automation Across the RFQ-to-Quote Journey.



AI transforms RFQ processing from a manual workflow into a scalable digital process.

# From As-Is to To-Be

## AI-Driven RFQ & CPQ Process

### As-Is



Manual intake



Unstructured documents



Manual data entry



Multiple Systems



Rework & clarifications



Slow proposal creation

### To-Be



Intelligent intake & routing



AI document understanding



Automated data extraction



Integrated data & knowledge



Reduced rework & faster alignment



Faster, more accurate proposals



Faster cycle time. Higher quality. Better win rate.

# Business Impact

## Measurable Results You Can Achieve



**50-80%**

**Faster Quote  
Preparation Time**



**20-40%**

**Reduction in Engineering  
Effort & Costs**



**15-30%**

**Increase in Quote  
Accuracy**



**10-20%**

**Higher Win Rate  
Potential**



**70-90%**

**Reuse of Existing  
Knowledge**



**Stronger Customer  
Experience**

**Faster responses,  
greater confidence**



Results depend on process maturity,  
data quality and RFQ complexity.

# Who We Work With

## Industries & Company Types



**Industrial  
Equipment  
Manufacturers**



**Electrical &  
Automation  
Companies**



**EPC  
Contractors**



**System  
Integrators**

### Typical Use Cases

- ✓ RFQ intake and triage automation
- ✓ Technical document and drawing analysis
- ✓ BOM processing and validation
- ✓ Cost estimation and pricing assistance
- ✓ CPQ process optimization and system integration
- ✓ Knowledge management and reuse



From mid-market leaders to global enterprises.

# About Musiakaev Lab



Musiakaev Lab helps manufacturers and system integrators leverage AI to automate RFQ and CPQ processes, reduce costs, and accelerate profitable growth.



**12+**

Years of experience in digital transformation



**Program Leadership**

Strategy, architecture and program leadership



**AI & Automation**

Practical AI solutions delivering real impact



**Business Focus**

Results-driven approach and measurable value

**Let's Discuss Your RFQ Challenges**



[info@musyakaev.com](mailto:info@musyakaev.com)



[linkedin.com/in/musyakaev](https://www.linkedin.com/in/musyakaev)

## Musiakaev Lab

AI-Powered RFQ & CPQ Automation