A QUESTION FOR THE BOARDROOM

The quote was ready at lunch. It went out the next morning.

The overnight quote



Owner / distribution COO

THE FIELD TEST



Watch one real order

Log the moment a quote is ready, approved and accepted. Name the longest wait.

THE FIELD TEST



Try a rule before a model

Route ordinary discounts under a clear rule; send exceptions to a named approver.

THE FIELD TEST



Price the alternative

Compare time to accepted quote, margin errors and the continuing cost to operate.

TAKE IT TO THE MEETING

What would you change first: the draft, the rule or the handoff?

The decision guide is free at otomat.ai/insights.