

FOUNDING PILOT · PROPOSAL

Quote every RFQ, same day.

RFQ to Order, end to end — an AI agent for distributors running Infor SX.e and CSD.

€7,500

ALL-IN

6 weeks

PILOT LENGTH

5 spots

FOUNDING DISTRIBUTORS

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The problem

If you run an S.X.e or CSD distribution desk, the quote queue never empties. An RFQ lands, a rep retypes it, hunts the SKUs, checks the customer's pricing — and three days later sends a quote the buyer has already chased twice. Every hour on manual quoting is an hour not closing, and the RFQs you can't reach fast enough quietly become someone else's order.

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What Lance does

Lance is an AI agent that runs the entire RFQ-to-Order pipeline — seven stages, one state machine:

RFQ → Extract → Match → Review → Quote → Pay → Order

It reads every inbound RFQ (PDF, Excel, email, scan), matches each line to your catalog and the customer's pricing, drafts the quote, takes buyer checkout, and writes the order back to your ERP. Lance proposes; your reps approve every line. Nothing reaches your ERP without a click.

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What you get

1. **Multi-format RFQ ingestion** — PDF, Excel, email body, image, with per-line confidence.
2. **Customer recognition** — every RFQ matched to your ERP customer master on first touch.
3. **Learning SKU cross-reference** — exact → fuzzy → AI; every rep correction is remembered, so it gets cheaper and more accurate with each RFQ.
4. **Pricing engine wired to your ERP** — customer-tier pricing, volume breaks, contract overrides, pulled live at quote build.
5. **Branded quote + signed share-link** — branded PDF or tokenized buyer checkout link with an audited expiry.
6. **Buyer checkout and ERP order write** — Stripe or PO; on approval, Lance writes the order back with a real order number.

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The founding pilot

- **€7,500, all-in.** Six weeks. Five founding distributors.
- Replaces the standard €35,000 setup entirely.
- Post-pilot, your subscription locks at the Starter rate — €2,500/mo — for 24 months. Or you walk away.
- You become a named reference for future customers.
- Payment: half on signing, half at the week-three mid-pilot checkpoint.

What we commit to

Three measurable outcomes, set against your own baseline:

≥50%

Cycle-time cut

Median RFQ→Order time vs. your 60-day baseline.

+10pp

Conversion lift

Quote→Order conversion, absolute points.

≥40%

Coverage

Inbound RFQs handled end-to-end by Lance.

Miss two of the three, and 100% of the pilot fee is refunded. No clawback on the integration work or your data. The downside is capped; the integration is yours to keep either way.

The six weeks

Week	What happens
Week 1	Discovery & spec. Shadow your reps. Audit catalog, pricing, ERP. Sample ~50 historical RFQs. Output: a calibration spec.
Week 2	Configure & integrate. Inbox watch, ERP credentials, Stripe. Load catalog and pricing rules. Brand the quote PDF.
Week 3	Build · shadow begins. Matcher trained, pricing wired. Lance starts drafting in shadow mode. (Mid-pilot payment.)
Week 4	Shadow drafting. Lance drafts on live RFQs; reps still send manually. Daily accuracy comparison.
Week 5	Active + checkout live. Reps approve Lance drafts in one click. Buyer checkout enabled. First Stripe and PO payments.
Week 6	Closed loop & outcome. Orders written to ERP on approval. Outcome report on the final day. Go / no-go on the subscription.

What we need from you

- A champion — an ops or sales lead — and a few hours of their week.
- Scoped ERP access (SX.e or CSD): a test environment first, then production.

- ~50 historical RFQs and their outcomes, for calibration.
- Your product catalog and pricing rules.
- A few reps willing to be shadowed in weeks 1–4 and to approve drafts from week 5.

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Why founding pricing exists

Lance is built. The Quote-to-Order side — share-link checkout, Stripe and PO flows, ERP order write-back — has been validated against both Infor SX.e and CSD as the development references. The RFQ-to-Quote side — ingestion, extraction, customer recognition, SKU matching, pricing — is built and unit-tested, but has not yet run end-to-end against a real distributor's production inbox. Founding distributors are the first to run it end-to-end on their own data — and the pilot price reflects that.

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Your data, your ERP

Scoped credentials. A rep approves every write before it reaches your ERP. Every transition is logged and auditable. Your data stays yours; on exit we return or delete it to your policy.

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Who's behind it

Lance is built by Integration Maestro, a consultancy with years inside Infor SX.e, CSD, and adjacent distribution ERPs. Lance came out of fixing exactly this quoting backlog for a real industrial distributor. We're inviting five founding distributors to run it end-to-end on their own data.

— Artemii Karkusha, Founder · Integration Maestro

NEXT STEP

Book your 30-minute discovery call.

Thirty minutes to confirm your RFQ volume, ERP, and pricing complexity — and whether the founding pilot is a fit. A signed pilot agreement follows within 24 hours of any call that ends with yes.

calendar.app.google/jSvYKu31ZbuseM7SA

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