

# What's **NEXT** in Manufacturing

THE FUTURE OF MAKING THINGS

## SALES AND ENGINEERING WINNING WITH BETTER BIDS

### DELIVER WINNING, PROFITABLE BIDS

The era of connectivity is impacting the manufacturing industry more than most, and the ability for companies to stay connected with what's next in manufacturing is crucial to stay competitive to attract more customers.



### KEEP OPERATIONS RUNNING SMOOTHLY

As the manufacturing industry faces a range of disruptive changes, the ability of companies to deliver winning, profitable bids in time while keeping operations running smoothly is more important than ever.



#### PARTNERSHIPS

MORE POSITIVE  
RELATIONSHIPS  
BY REDUCING  
RISK IN DECISIONS



#### SUCCESS

INCREASED  
WIN RATIO WITH  
HIGHER QUALITY  
SUBMISSIONS



#### DYNAMIC

IMPROVED BUSINESS  
AGILITY TO CHANGING  
CUSTOMER  
REQUIREMENTS



#### SAFETY

REDUCED  
RISK IN THE  
QUOTATION  
PROCESS



#### EFFICIENCY

REDUCED TIME  
AND EFFORT TO  
CREATE TECHNICAL  
PROPOSALS

## 5 REASONS AUTODESK CAN HELP YOUR BUSINESS CREATE MORE PROFITABLE, WINNING BIDS.

Autodesk solutions provide the capabilities to thrive in the future of making things, through the ability to prepare smarter, winning bids using higher levels of automation and consistency, less time, and providing a better technical bid response.

## WIN PROFITABLE BIDS WITH AUTODESK SOLUTIONS

- ✓ Proposals delivered that better reflect client requirements
- ✓ Proposals that reflect existing customer environments and better Brownfield Orders
- ✓ Efficient communication and collaboration between stakeholders to clarify responsibilities, reducing late inquiries and coordination efforts, resulting in less waste
- ✓ Less complexity to work in heterogeneous environments with significant advantage on ramping up learning curves
- ✓ Holistic planning of bids, and client solutions – de-risking project risks and costs
- ✓ Reduced engineering time spent on winning proposals, focusing the resources on the right profitable bids
- ✓ More precise and compelling, visual responses including decision options.
- ✓ Semi-automate the engineering process

Let's have a conversation about the future of making things.  
Visit [www.autodesk.com/engineeringleadership](http://www.autodesk.com/engineeringleadership)

