

Sales Quotes

Respond Faster with Centralized RFQ Management

Optimize your sales pipeline with a unified, aviation-focused workspace designed for high-velocity quoting. Sales Quotes centralizes marketplace and email inquiries, eliminates manual processing, and bridges the gap between initial RFQ and order execution, helping teams respond quickly while maintaining control over margins and organizational workflow.

Marketplace Integrations



StockMarket.aero

skyselect

PartsBase



SalesEdgeTM
Commerce

EPLANE
The Leading Aerospace Marketplace



Receive

Aggregate marketplace and email RFQs into one queue with clear ownership and status.



Interpret

AI structures inbound RFQs and vendor quotes — part numbers, qty, condition, pricing, lead times.



Focus

Route opportunities to the right rep, apply pricing logic, and flag high-value inquiries.



Quote

Build accurate customer quotes in an interface built for the pace of distribution teams.



Convert

Auto-generate Sales Orders on acceptance — one digital thread, zero re-keying.

Core Capabilities

Unified RFQ Command Center:

Centralize inbound requests from major aviation marketplaces and direct email into one controlled queue with visibility into assignment and progress.

Automated RFQ & Quote Processing:

Convert emailed RFQs and supplier quotes into structured system records using AI-powered parsing, eliminating reliance on manual entry.

Configurable Workflow Logic:

Define routing rules, pricing parameters, and response actions to ensure strategic opportunities receive immediate attention.

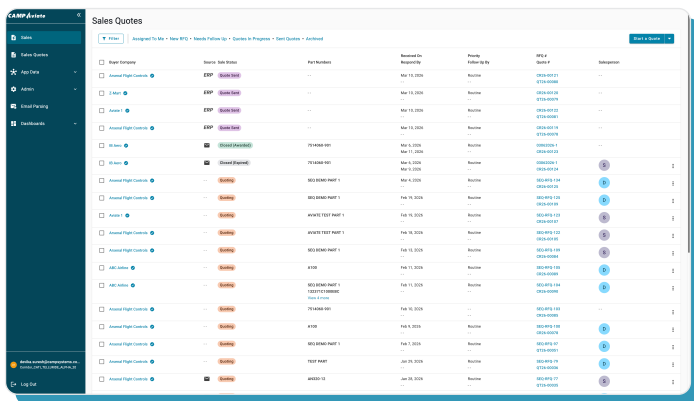
Quote-to-Order Continuity:

Eliminate data re-keying by converting awarded quotes into Sales Orders, preserving a single digital thread for every opportunity.

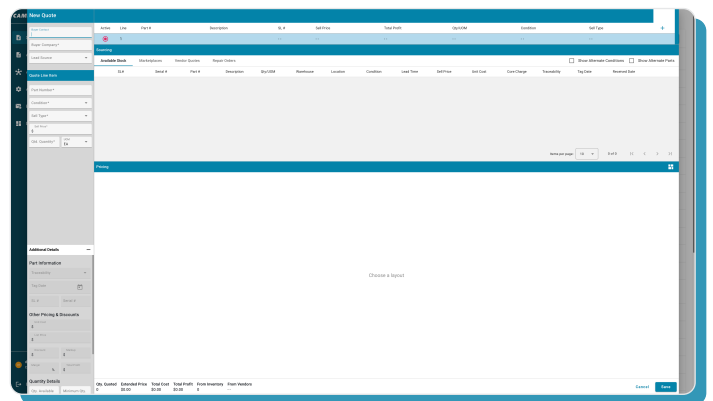
Sales Quotes

Supplier Sourcing Integration:

Initiate sourcing inquiries directly from the quoting environment, evaluate supplier cost and availability, and respond to customers with informed pricing.



Status	Item	Quantity	Price	Supplier
Assigned To Me	New RFQ	1	\$100.00	Supplier A
Quote In Progress	Quote A	1	\$100.00	Supplier A
Quote In Progress	Quote B	1	\$100.00	Supplier A
Quote In Progress	Quote C	1	\$100.00	Supplier A
Quote In Progress	Quote D	1	\$100.00	Supplier A
Quote In Progress	Quote E	1	\$100.00	Supplier A
Quote In Progress	Quote F	1	\$100.00	Supplier A
Quote In Progress	Quote G	1	\$100.00	Supplier A
Quote In Progress	Quote H	1	\$100.00	Supplier A
Quote In Progress	Quote I	1	\$100.00	Supplier A
Quote In Progress	Quote J	1	\$100.00	Supplier A
Quote In Progress	Quote K	1	\$100.00	Supplier A
Quote In Progress	Quote L	1	\$100.00	Supplier A
Quote In Progress	Quote M	1	\$100.00	Supplier A
Quote In Progress	Quote N	1	\$100.00	Supplier A
Quote In Progress	Quote O	1	\$100.00	Supplier A
Quote In Progress	Quote P	1	\$100.00	Supplier A
Quote In Progress	Quote Q	1	\$100.00	Supplier A
Quote In Progress	Quote R	1	\$100.00	Supplier A
Quote In Progress	Quote S	1	\$100.00	Supplier A
Quote In Progress	Quote T	1	\$100.00	Supplier A
Quote In Progress	Quote U	1	\$100.00	Supplier A
Quote In Progress	Quote V	1	\$100.00	Supplier A
Quote In Progress	Quote W	1	\$100.00	Supplier A
Quote In Progress	Quote X	1	\$100.00	Supplier A
Quote In Progress	Quote Y	1	\$100.00	Supplier A
Quote In Progress	Quote Z	1	\$100.00	Supplier A



Item	Quantity	Price	Supplier
Item 1	1	\$100.00	Supplier A
Item 2	1	\$100.00	Supplier A
Item 3	1	\$100.00	Supplier A
Item 4	1	\$100.00	Supplier A
Item 5	1	\$100.00	Supplier A
Item 6	1	\$100.00	Supplier A
Item 7	1	\$100.00	Supplier A
Item 8	1	\$100.00	Supplier A
Item 9	1	\$100.00	Supplier A
Item 10	1	\$100.00	Supplier A
Item 11	1	\$100.00	Supplier A
Item 12	1	\$100.00	Supplier A
Item 13	1	\$100.00	Supplier A
Item 14	1	\$100.00	Supplier A
Item 15	1	\$100.00	Supplier A
Item 16	1	\$100.00	Supplier A
Item 17	1	\$100.00	Supplier A
Item 18	1	\$100.00	Supplier A
Item 19	1	\$100.00	Supplier A
Item 20	1	\$100.00	Supplier A
Item 21	1	\$100.00	Supplier A
Item 22	1	\$100.00	Supplier A
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Item 30	1	\$100.00	Supplier A
Item 31	1	\$100.00	Supplier A
Item 32	1	\$100.00	Supplier A
Item 33	1	\$100.00	Supplier A
Item 34	1	\$100.00	Supplier A
Item 35	1	\$100.00	Supplier A
Item 36	1	\$100.00	Supplier A
Item 37	1	\$100.00	Supplier A
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Item 84	1	\$100.00	Supplier A
Item 85	1	\$100.00	Supplier A
Item 86	1	\$100.00	Supplier A
Item 87	1	\$100.00	Supplier A
Item 88	1	\$100.00	Supplier A
Item 89	1	\$100.00	Supplier A
Item 90	1	\$100.00	Supplier A
Item 91	1	\$100.00	Supplier A
Item 92	1	\$100.00	Supplier A
Item 93	1	\$100.00	Supplier A
Item 94	1	\$100.00	Supplier A
Item 95	1	\$100.00	Supplier A
Item 96	1	\$100.00	Supplier A
Item 97	1	\$100.00	Supplier A
Item 98	1	\$100.00	Supplier A
Item 99	1	\$100.00	Supplier A
Item 100	1	\$100.00	Supplier A

Measurable Business Outcomes

- ➔ **Quicker Turnaround:** Shorten the duration between RFQ receipt and customer response.
- ➔ **Optimized Opportunity Selection:** Strategically allocate resources toward higher-margin and critical inquiries.
- ➔ **Reduced Administrative Effort:** Limit repetitive data entry and manual coordination across the sales cycle.
- ➔ **Enterprise-Wide Alignment:** Ensure quoting, sourcing, and fulfillment teams operate within a single, synchronized digital environment.

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