

## Executive Summary

In its first six months of use, Atlas Copco doubled their number of RFQ responses and achieved a near 100% close rate from a single Class 8 truck manufacturing plant by responding to RFQs with Vertex Software, resulting in an ROI of nearly 20,000%.

With Vertex, Atlas Copco increased sales revenue and improved customer confidence and satisfaction, all while reducing the time needed to respond to customers' RFQs giving them a distinct competitive advantage.

## Quantitative ROI

- **\$35% increase in 2022 sales revenue at a single Class 8 truck manufacturing plant**
- **Total six-month savings**
  - 75% reduction in RFQ prep time
  - 85% reduction in travel time
  - 50% decrease in meeting time per RFQ
  - Cost avoidance reducing the use of specialized engineering resources
- **18,693% ROI**

## Qualitative ROI

- **Improved customer experience**
  - Enabled a Global 500 truck manufacturer to bring products to market faster by reducing RFQ response time to a single day.
  - Delivered tooling 20x faster by shortening RFQ response timelines.
  - Increased customer confidence through a more compelling visual experience demonstrating that Atlas Copco tooling would deliver as promised.
- **Increased revenue-producing activities through redirection of time-savings**
- **Reduced environmental impact with decreased travel**

## Conclusion

Vertex Software delivers a superior manufacturing supply chain solution that increases sales by accelerating RFQ response times, decreases costs, and improves overall customer experience.

## About Vertex Software

Vertex Software offers cloud-based 3D solutions that enable manufacturers to unleash the full potential of their CAD and PLM investment. Vertex customers include industry-leading manufacturers, with several listed in the Fortune 500. Learn more at [vertexvis.com](https://vertexvis.com).

## About Atlas Copco

Atlas Copco Group is a world-leading provider of sustainable productivity solutions, demanded by all types of industries, enabling everything from industrial automation to reliable medical air solutions. The company was founded in 1873, is based in Nacka, Sweden, and has a global reach spanning more than 180 countries. Learn more at [atlas-copco.com](https://atlas-copco.com).

## AWS Services

ECS, S3, RDS, MSK, ElastiCache

