CalcuQuote
ELISA INDUSTRIQ
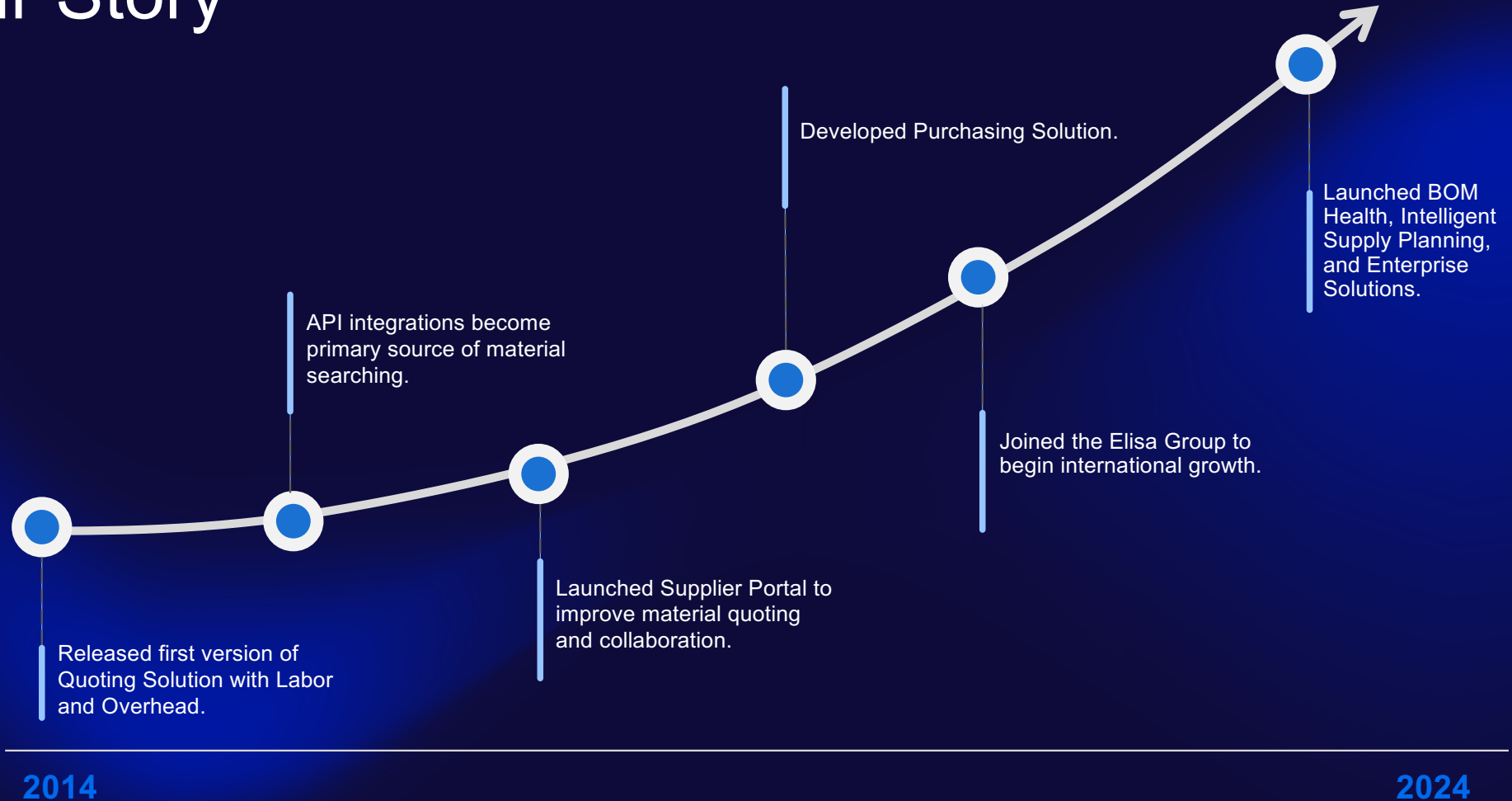
Integrated Supply Chain Solutions for Electronics Manufacturing

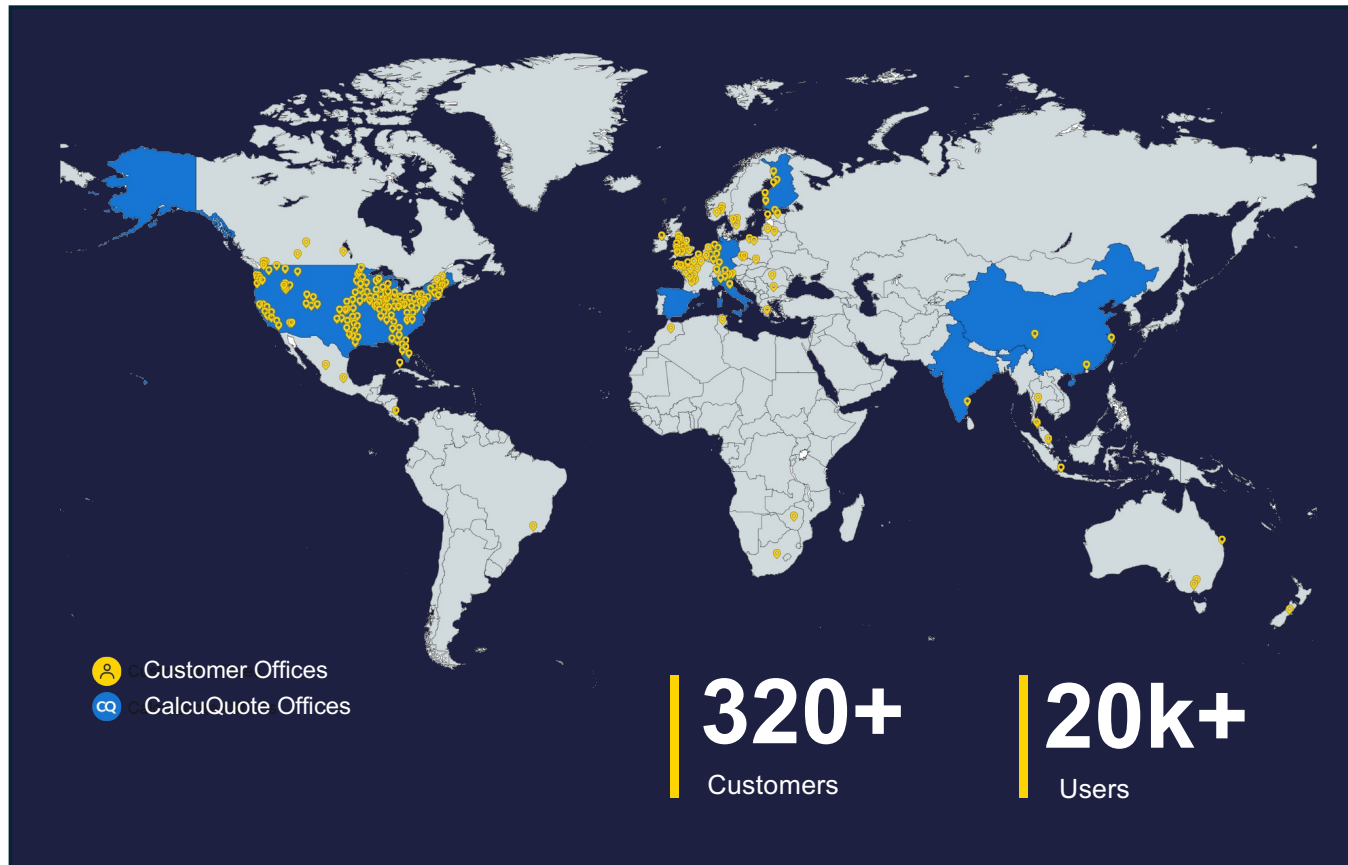Analyst Event 2025
David Sharp, CEO of CalcuQuote

CalcuQuote in a Nutshell

Customer Offices
CalcuQuote Offices

320+
Customers

20k+
Users

CalcuQuote provides **software solutions** that optimize supply chain operations across sourcing, quoting, and purchasing.

We serve as a strategic partner to **EMS, OEMs, and component suppliers.**

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Input Data (as of February 2025)

20K
Users

495K
Request for Quotes (RFQ)

637K
Assemblies

748K
Bill of Materials (BOMs)

44 Million
Line Items

58 Million
Parts

77 Million
Decision Opportunities

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How we powered customers in 2024

19K
Users

111K
Request for
Quotes (RFQ)

156K
Assemblies

146K
Bill of Materials
(BOMs)

9.1 Million
Line Items

12.3 Million
Parts

16.1 Million
Decision Opportunities

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Supply Chain Solutions

Search **Quote** **Source** **Purchase**

Research & Analyze Components	Gather Supply Data	Scrub BOM	Generate Reports	Measure Carbon Footprint
Analyze Supply Risks	Negotiate Price	Calculate Costs	Monitor Part Availability	Execute Purchase Orders
Recommend Alternates	Make Intelligent Choices	Create RFQ Portal	Optimize Purchasing	Track Order Status

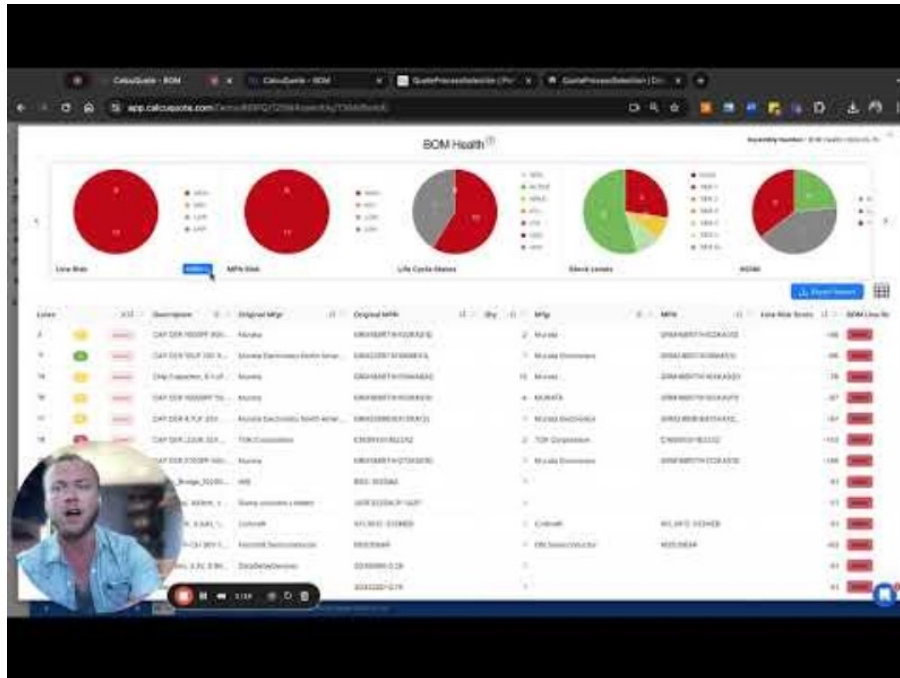**Data Integration** ⇅ Real-Time Supply Data (40+ suppliers) ⇅ Supplier Bids ⇅ Your Systems: ERP, CRM, PLM, MES

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BOM Health for Risk Assessment

40+ supplier partner, 54 million parts data
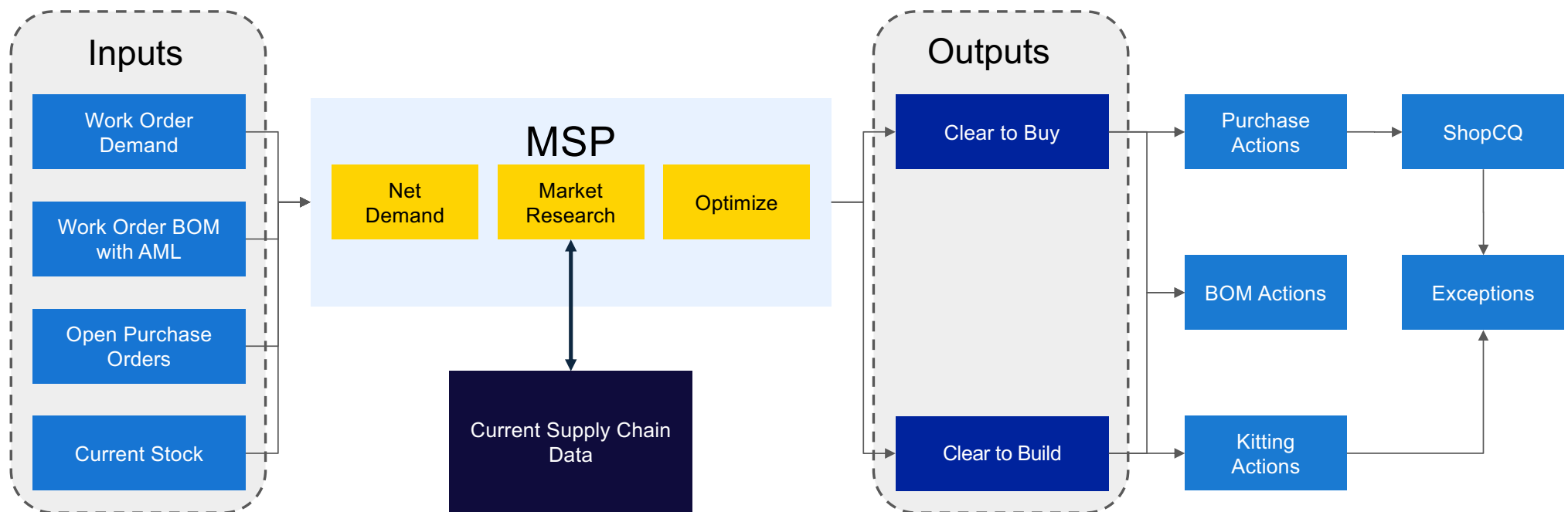
- Lifecycle Status
- Stock Level
- Lead time
- Supplier Count
- On Order Quantity

- Get a comprehensive overview of your supply chain health for proactive risk management.

- Get instant alerts when potential risks arise.

- Embed within the self-service RFQ portal to provide added-value to customers.

- Enrich any 3rd party software (ERP, PLM) through BOM Health API.

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Intelligent Supply Planning 40

Our material supply planning solution (MSP) enables you to keep production supplied with efficiency, agility, and minimal inventory.

Inputs
- Work Order Demand
- Work Order BOM with AML
- Open Purchase Orders
- Current Stock

MSP
- Net Demand
- Market Research
- Optimize

Current Supply Chain Data

Outputs
- Clear to Buy
- Clear to Build

- Purchase Actions
- ShopCQ
- BOM Actions
- Exceptions
- Kitting Actions

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Machine Learning

Crowd sourced alternates

Crowd sourced distributor responses

Distributor alternates

Data sources for CalcuQuote's machine learning

Your ERP system

Manufacturer data

CalcuQuote utilizes machine learning to transform extensive data from multiple sources into actionable insights, increasing both accuracy and reliability.

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ML-Powered Alternate Search

Use case: search resistors & capacitors

MPN Health	Image	Confidence	MPN	Manufacturer	Description
♥		27			CAP 0805 X7R 50V 10% 10nF
♥		Exact	ECJVB1H103K	PANASONIC	cap 0805 x7r 50v 10% 0.01uf
♥		Exact	GRM216R71H103KA01L	MURATA ELECTRONICS	cap 0805 x7r 50v 10% 0.01uf
♥		High	GRM155R71H103KA88D	MURATA ELECTRONICS	cap 0805 x7r 50v 10% 0.01uf

We connect to your ERP so your own stock is prioritized

We use industry rules
- Choose the same footprint & resistance
- Smaller tolerances, if applicable
- Different voltages.

We do SI-Conversions Automatically

ELISA INDUSTRIQ

Strong Industry Partnerships

In the past decade, we've earned the trust of our partners and demonstrated the potential of a more connected, efficient supply chain to the electronics industry.

40+
Supplier Data

Supplier Responses
Collaborate with your suppliers without leaving the CQ platform.

Your Systems
ERP, CRM, PLM, MES

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