Advanced Auto-Quoting

AHT
AMBRY HILL TECHNOLOGIES

⏱️ The Most Advanced Auto-Quoting Logic in the Aviation Industry

Experience unmatched precision, speed, and intelligence in automated RFQ processing.

🗑️ Stop Wasting Time and Money Manually Responding to RFQs

How many RFQs are sitting unanswered in your Sales@ inbox right now?
Are you confident every request is being handled — even the AOG RFQs that come in after hours?

Automate your RFQ process and ensure every inquiry gets an accurate, instant response — 24/7.

Manual responses lead to missed opportunities, delays, and human error.

Automate your RFQ process and ensure every inquiry gets an accurate, instant response — 24/7.

MANUAL QUOTING

- Missed or delayed responses
- Human error and inconsistent pricing
- Lost revenue opportunities
- Reactive workflow

AUTOMATED QUOTING

- Instant 24/7 responses
- Consistent and accurate pricing
- Captures every opportunity
- Proactive, efficient workflow

OUTCOME

Faster response times | More revenue captured | Reduced errors | Improved efficiency

AHT
AMBRYHILL.COM

Eliminate delays. Reduce errors.

Capture more revenue with automation.

ENHANCED CONTROL

- **Customization of Rules and Pricing:**
  - Organizations can define their own quoting rules and pricing structures.
  - Flexibility to adapt to changing market conditions or internal strategies.

- **Transparency:**
  - Clear visibility into how quotes are generated.
  - Eliminates reliance on opaque AI systems that may not align with business goals.

FASTER RESPONSE TIMES

- **Instant Quoting:**
  - RFQ responses generated instantly based on predefined rules.
  - Reduces the time spent waiting for quotes, improving customer satisfaction.

- **Streamlined Workflow:**
  - Automates repetitive tasks, allowing staff to focus on more complex inquiries.
  - Enhances overall operational efficiency.

The Core Benefits of Auto-Quoting

ENHANCED CONTROL
Customization of rules and pricing.
Transparency in quote generation.

FASTER RESPONSE TIMES
Instant quoting.
Streamlined workflow.

CONSISTENT PRICING
Uniform application of rules.
Predictable outcomes

REDUCED RISKS
No surprises.
Data-driven decisions

COMPETITIVE ADVANTAGE
Agility in market.
Customer-centric approach

AHT
AMBRYHILL.COM

CONSISTENT PRICING

- **Uniform Application of Rules:**
  - Ensure that quotes are generated consistently across all RFQs.
  - Reduces the risk of human error in pricing and quoting.

- **Predictable Outcomes:**
  - Businesses can anticipate their pricing outcomes without unexpected fluctuations.
  - Build trust with customers by providing reliable and consistent quotes.

REDUCED RISKS

- **No Surprises:**
  - Eliminates unexpected pricing or quote outcomes that can arise from black-box AI solutions.
  - Allows for better financial planning and budgeting.

- **Data-Driven Decisions:**
  - Leverages the organization's own data to make informed quoting decisions.
  - Reduces reliance on external algorithms that may not reflect the company's specific context.

COMPETITIVE ADVANTAGE

- **Agility in Market:**
  - Quickly adapt quotes to match competitor pricing or offer special promotions.
  - Stay ahead in a competitive landscape by responding faster than competitors.

- **Customer-Centric Approach:**
  - Tailors quotes to meet specific customer needs, enhancing customer experience and loyalty.
  - Positions the business as responsive and attentive to customer requirements

YOUR COMPETITIVIE ADVANTAGE

CLOUD-NATIVE	AI-SMART	AVIATION READY
Built for scalability, reliability, and anywhere access.	Intelligent capture of plain-text RFQ emails and more.	Purpose-built for aviation precision, compliance, and speed.

"At Ambry Hill, we're tenacious innovators and problem solvers, constantly finding new ways to use technology to make a real-world impact today—not tomorrow."

Paul Stewart, Founder & President

✈ See Real Administrator Notifications

EXAMPLE 1 *Daily Auto-Quote Fallout Details*

ATTENTION Customer:

This message is to provide you with the daily auto quote fallout details. Attached you will find a MS Excel file containing the RFQ details for every requested part that was not automatically quoted, along with the reason for the auto quote rejection.

This will help you maintain the quality of your data to stay in conformance with the logic your auto quote robot uses.

Sender Company	Email Date	From Email	Recognized_Sender	RFQ Number	Email Type	Part Number	Description	QTY	CD	Internal Note
XYZ Aircraft	11/8/2025	DoNotReply@noneair.com	quote1@air.aero	RFQ98484	Incoming	20-032-2	Bracket	3	NE	Auto Quote skipped as company is blocked
Repair MRO	11/8/2025	Us@MRO.net	quote1@plane.aero	RFQ71234	Reply	20-032-2D	Pump	4	FN	Company Excluded from Auto Quote
Flight Apex	11/8/2025	Flight@Apex.uk	Just@User.Com	RFQ91275	Incoming	MS87255	PACKING	8	SV	Part Has No Stock to Quote

Details of the CSV Portion of the Notice Example (Column Definitions)

- **Sender** – Name of the person or company sending the RFQ

- **Email ID** – Unique internal or system-generated ID for the email

- **From Email** – The sender's email address

- **RFQ Number** – The request for quote identifier (may be system- or customer-generated)

- **Email Type** – Classification (e.g., *Incoming, Reply, Forwarded*)

- **Part Number** – The specific part being requested

- **Description** – Brief description of the part or item

- **Quantity** – Number of units requested

- **Condition Code** – Status of part (e.g., *NE=New, OH = Overhauled, SV=Serviceable*, etc.)

- **Note** – Reasons the part was not automatically quoted

AHT
AMBRYHILL.COM

Highlighted Features

Interact with different email accounts (i.e. source inbox, success move-to inbox, fail move-to inbox)

Automate quote creation, but **hold for review**

**Unique user profile** for the auto-quote "agent"

CRM case/deal creation upon successful auto-quote (optional)

Interact with Different ERP Systems (i.e. source ERP for inventory, destination ERP for resulting quote)

Specify **timeframe to activate auto-quoting** (i.e. certain days/hrs. of the day)

Auto-fill more than what's requested (auto-add parts, services, charges, etc.)

Choose **various conditional responses**: Price, No-Quote, Call for Price, Make Offer

RFQ RECEIVED

AUTO-QUOTE PROCESSED

SCHEDULED QUALITY ASSURANCE EMAIL SENT
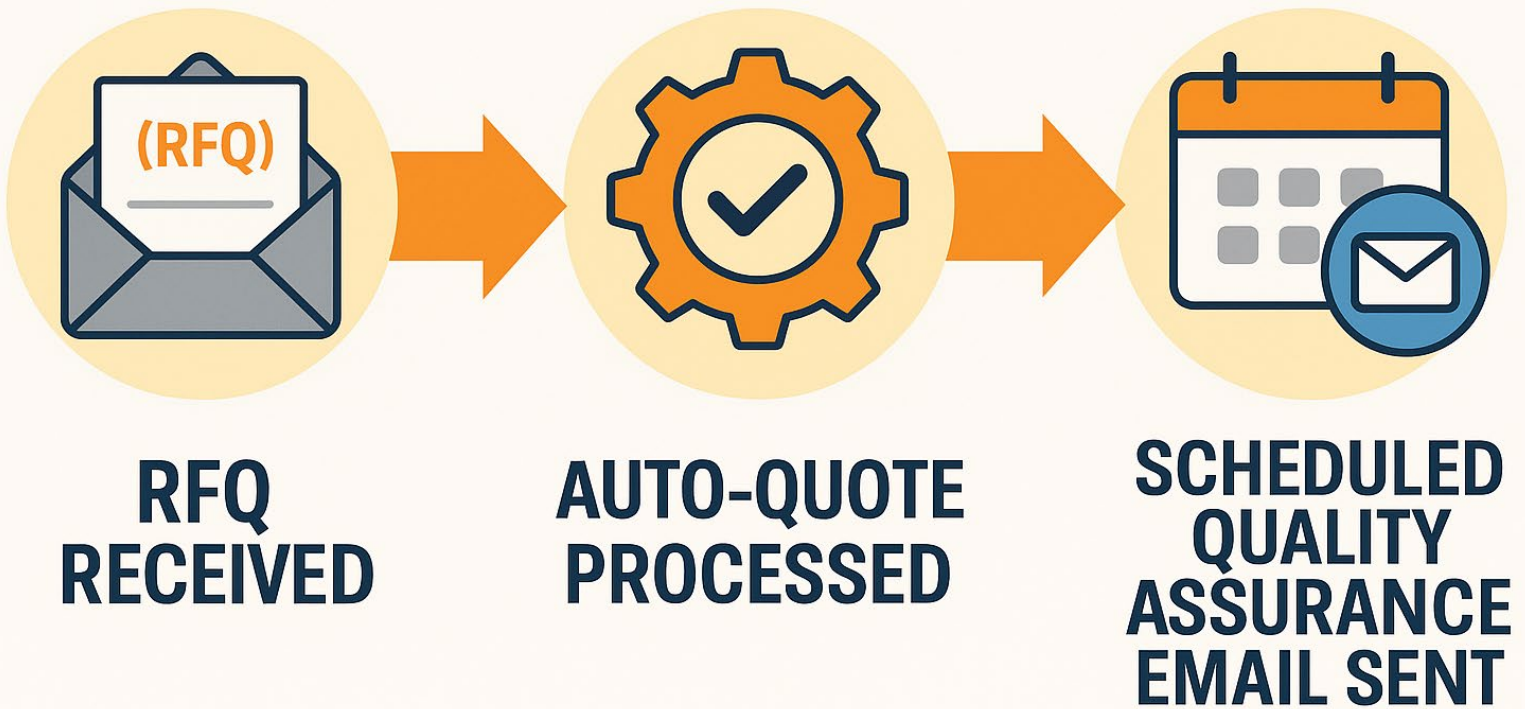
EXAMPLE 2 *Auto Quote Volume Notice*

Attention: *As a service to our valued customers using our Robotic Automated Quoting System, here is your daily Auto Quote Volume Notice. This notice is meant to help you manage your auto quote system, and the data it relies on.*

Volumes can increase or decrease daily. **However, if you notice a consistent trend of decreased volumes, you should first look at your data as something may have changed that your auto quote logic depends on.**

Your rolling six-day average of percent of total RFQ Parts that have been Auto Quoted is %99.8

The Percent Of Auto Quote Volume Has Increased By %4 Over Yesterday's Volume.

For 11/11/2025
RFQ ITEMS: 185
ITEMS AUTO QUOTED: 185
PERCENT AUTO QUOTED: %100
For 11/10/2025
RFQ ITEMS: 25
ITEMS AUTO QUOTED: 24
PERCENT AUTO QUOTED: %96

TODAY -1 Tuesday			TODAY -2 Monday			TODAY -3 Sunday			TODAY -4 Saturday			TODAY -5 Friday			TODAY -6 Thursday		
CNT	AQ	PCT	CNT	AQ	PCT	CNT	AQ	PCT	CNT	AQ	PCT	CNT	AQ	PCT	CNT	AQ	PCT
25	24	96	12	12	100	145	145	100	187	186	99.5	147	147	100	159	158	99.4

Cloud-Native. AI-Smart. Aviation Ready.

A concluding message from Ambry Hill Technologies' Founder and President, Paul Stewart, sums it up nicely.

"Compared to the traditional method of processing RFQs and quotes through a standard email inbox, Vista-Quote stands in a class of its own. It's a smarter, more efficient way to filter out the noise and focus only on what matters. Employee time is one of the most valuable resources any company has, and with Vista-Quote's AI engine and auto-quoting enabled, our customers can focus on selling parts and services — not reading emails."

Contact Ambry Hill Technologies
- Website: AmbryHill.com
- Email: Sales@AmbryHill.com
- Phone: 1-612-367-8472