Add value with AutoCONNECT™ for Bid Response Management

MCA CONNECT™

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Introduction

Automotive trends and concepts are constantly changing as modern consumer demands continue to expect the latest and greatest. Most automotive suppliers are managing hundreds of bids at one time, manually tracking responses across different departments and compiling multiple costing scenarios across the globe.

Picture this – an OEM selects your automotive bid for a brand-new vehicle concept. This is a big win for you, considering the bid process took 2 years to complete, and now, you're ready to begin production. You're confident that your ERP can handle your manufacturing operations and processes, but can your ERP system handle the complex bid response steps that take place before you actually win the bid?

Before your ERP kicks-in to complete its piece of the puzzle, you need to effectively manage your bid response process – which means without spreadsheets. We're here to help explain that manual spreadsheets are out, and AutoCONNECT™ is in.

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The Challenge of Bid Response

What current steps or processes do you follow to ensure your bids win? Are you satisfied with those processes and your win rate? Most auto suppliers we work with are using complex Excel spreadsheets with manual processes of tracking and follow-up to ensure each person is completing their piece around the globe. Does this sound familiar? While this manual process may have worked in the past, the time has come to move to a more sophisticated and time-saving model. As these bids become increasingly demanding by the globalization of the OEM supply chain, these manual, complex bid responses are costing you too much time, money and resources.

While managing thousands of bids, automotive suppliers need a solution that can create custom solution bid responses that are timely, accurate and properly show the product value. We understand the complexity of having multiple departments across the globe involved in the bid. You need a solution that can manage multiple scenarios for each bid relative to production and design so you can mitigate production risks and maximize long-term profitability. You also need a solution that can track/manage multiple levels of approvals and revisions related to the information required to develop the bid response. This keeps each person and department on track to meet deadlines and ensures critical approvals are in place before submitting your response. All this will result in greater collaboration and accuracy, increasing the odds of your company submitting a winning bid. Let modern technology help you automate this!
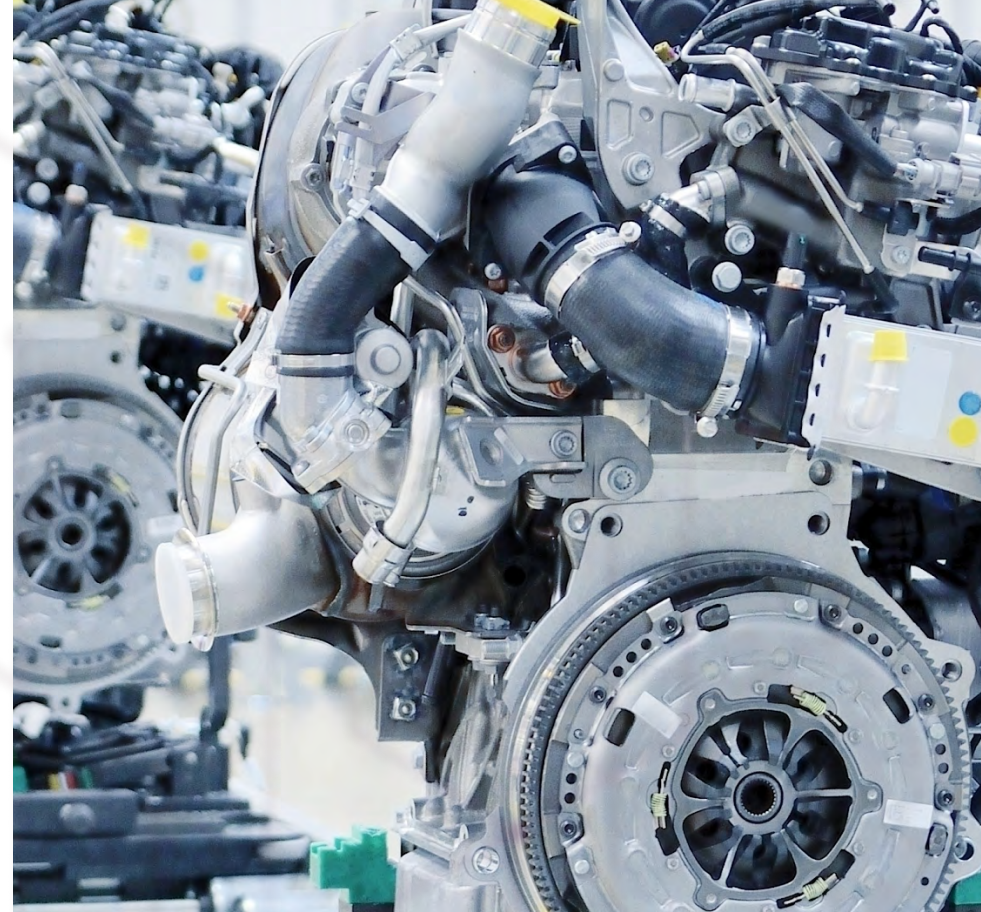
Compiling multiple advanced equations like calculating the amortization of your assets is no easy task. AutoCONNECT has Excel integrated into the solution to create multiple costing scenarios in a global market. Let your employees focus on other projects that need their attention while AutoCONNECT Bid Response Management manages, calculates and tracks each piece of the bid response.

How AutoCONNECT™ Can Fill the Gaps

So, we've talked about how AutoCONNECT can help you more easily and quickly win the bid, but what about after you've won? It could take 2-3 years from the time you respond competitively to bids, to winning, to eventually producing hundreds of the product each day. Your ERP system kicks in once you begin producing those products, but you still have a gap once you've won the bid and before production begins. AutoCONNECT can help fill those gaps by tracking all the tasks and activities to be done to help you begin production as soon as possible.

While most ERP systems can handle your financials, EDI, and manufacturing operations, they typically cannot handle the customer demand and forecast piece of the puzzle. AutoCONNECT fills in the gaps by managing your opportunities, forecasts, and customers so you can increase the profitability on the bids you win.

In addition, Program Management functionality can be added-on to our Bid Response Management solution for a comprehensive, automotive-specific tailored solution.

With AutoCONNECT Supplier Solution, you'll experience results like:

- **20% Increase in Efficiency -** Less time spent managing processes

- **10% Increase in Bid Wins -** Quicker, more accurate responses increase your close rate

- **40% Fewer Meetings -** The system does all the work of keeping people up-to-date

MCA CONNECT™ + **Microsoft**

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Working With Your ERP System

AutoCONNECT can also integrate with your current ERP or PLM system to further enhance your processes. However, moving to a more modern ERP system, such as Microsoft Dynamics 365 for Finance and Operations, in place of a legacy ERP system could help your business complete a comprehensive digital transformation and reap full benefits available.

With Microsoft Dynamics 365 Finance & Operations, your business:

- **Will save on maintenance and support costs**
- **Run intelligent operations in the cloud**
- **Break new ground with an adaptable platform**

About MCA Connect

Founded in 2002, MCA Connect has always been 100% dedicated to the Microsoft solution stack and has grown to cover a wide array of capabilities, including ERP, CRM, Business Analytics, Azure & IoT, Field Service and industry-specific solutions like AutoCONNECT. Combining Microsoft technology with our own IP and industry accelerators, we develop the best strategy for your business transformation to achieve a competitive advantage and operational excellence. For more information, please visit:

www.MCAConnect.com

Or talk to one of our experts at 1.866.622.0669

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