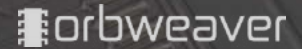


Orbweaver: Streamlining RFQ Processes

How KEMET's Integration of Orbweaver Connect and Advance Achieved a 1000-Fold Increase in Efficiency



KEMET, a publicly traded Electronic Component Manufacturer, chose Orbweaver as their Global Quote Intake platform after a competitive selection process. KEMET is a premier component manufacturer and offers a broad selection of capacitor and passive technologies.

Prior to partnering with Orbweaver, KEMET faced a distinct set of challenges common to Component Manufacturers and Distributors alike - Requests for Quotations (RFQs) arrived from numerous sources and in various formats with no standardized data intake and organization processes in place. Consolidating RFQs into a universal format and work queue took employees away from other tasks, ultimately wasting time, money, and minimizing data transparency across the organization.

In contrast; results of a recent BETA test showed KEMET's ability to process 50 quotes, thousands of lines of data, roughly \$5MM in value in just 30 minutes using Orbweaver's Advance technology. These efficiencies include an end to end processing of the RFQ, from the minute it touched the system to the received response time by the customer. **That represents a 1000-fold increase in efficiency from KEMET's original processes.**

Traditionally, organizations solved common RFQ problems with manpower, but as the speed of the buying cycle accelerates each year and buying technology (like Amazon) changes the consumer's expectations, companies lose business by responding too slowly. Orbweaver offered KEMET a unique solution to this distinctive and time-consuming organizational problem: Advance RFQ.



At KEMET we are committed to using the power of digitally enabled tools and capabilities to help us deliver the best products and services to the thousands of customers we serve globally. Our partnership with Orbweaver has allowed us to use their leading products and collaborate with their best in class people to develop JetStream, KEMET's new quoting platform that enables us to be faster, smarter and more collaborative to respond to the thousands of lines we quote globally every day.

Fernando Spada VP | Global Distribution at KEMET Electronics Corporation

Advance automated all three aspects of KEMET's RFQ processing, aggregating the steps into one cohesive system, and integrating seamlessly with their current systems. Those three steps are:

Step 1: Digitize RFQ intake and response

- Eliminate manual processing
- Receive inbound RFQs via a wide range of sources including API, EDI, spreadsheets, and email

Step 2: Automate RFQ processing

- Validate and scrub inbound part numbers
- Find related parts to meet customer needs by cross-referencing data
- Integrate and organize pricing data and historical quote data to rapidly assemble the quote response

Step 3: Centralize data and create a smarter business using Artificial Intelligence (AI)

- Drive better business analytics and calculate win/loss ratios.
- Understand what parts of a business are most profitable
- Improve accuracy and waste less time on paperwork and emails.
- Drastically reduce response time
- Track progress with real-time quote information

Along with Advance, KEMET was also able to utilize Connect, Orbweaver's data integration platform. JetStream (KEMET's branded global quoting platform built on Advance), and Connect seamlessly integrated all backend systems. Product attribute data, manufacturing data, ERP pricing, and data warehouses were consolidated to provide intelligent pricing guidance, cross-referencing, part scrubbing, data-sheets, and physical part specifications for use in outbound RFQ responses.


Orbweaver also assisted in providing insightful data science and analytics through their Analyze platform to bolster business intelligence and Artificial Intelligence (AI) for RFQ scrubbing, pricing, and problem identification.


Orbweaver is the world's leading enterprise solution for automation of the electronic component procurement process. Born of both the Electronics Manufacturing Industry and the Software Engineering industry, Orbweaver is focused on solving end-to-end procurement automation for Component Manufacturers, Distributors, and Contract Manufacturers in the Electronics Manufacturing industry.





Orbweaver was founded in March 2012 by a cross functional team of electronics supply chain experts and veteran software programmers to provide the Electronics Industry with a suite of efficiency tools to increase the velocity, accuracy and productivity of the parts procurement and quoting cycles. Orbweaver accomplishes these efficiencies through automated information exchanges, custom developed tools and point to point data exchange protocols integrated directly between two companies.

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