

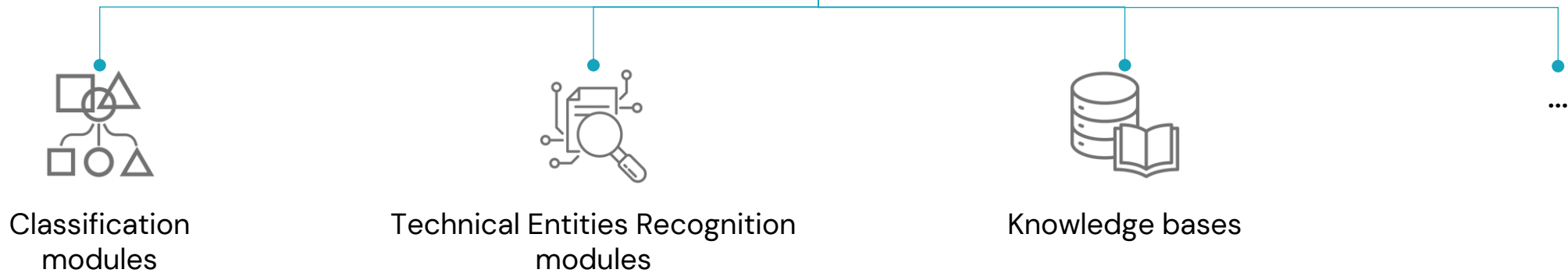
# ERREQUADRO

Unlock the power of technical data

## KYD®

# WHAT IS KYD®?

**KYD®** (Knowledge in Your Data) is a **modular software** designed to analyze companies' internal **technical data** to exploit their knowledge and avoid reinventing the wheel (e.g. RFQ – Requirements).



# WHAT IS KYD®?

**KYD®** (Knowledge in Your Data) has been developed to help companies **analyzing** their **data** and **get information from it**.

In the context of PoC projects Erre Quadro can design simple UI for validation purposes only.



\*for PoC/validation purposes only.

# The RFQ process



## Transform the request in Requirements

1. A **new request arrives**. Sales teams usually have to ask Clients for clarifications. In this phase they tend to involve technical departments so to collect the right questions to ask in order to collect adequate and complete Requirements.



## Retrieve internal knowledge

2. Sales teams ask technical departments to **assess the technical feasibility** and **formulate a valuable proposition**. This usually implies the analysis of all the documentation sent by the Client and long design sessions.



## Create the quotation

3. Once the technical proposition has been defined, technical departments and Sales teams collaborate on the final quotation. This usually implies multiple iterations.

The common process **can take weeks or even months** before completion and **lacks in scalability**.

# The RFQ process with KYD®



## Transform the request in Requirements

1. KYD® supports Sales teams by retrieving those past conversations with the technical departments that are more correlated to the Client's request. This in turn **reduces the number of low-value interactions** with the technical departments and the **overall time needad**.



## Retrieve internal knowledge

2. KYD® analyses the documentation and **extracts**:
  - Technical parameters
  - Norms and standards
  - Tests on materials
  - ...It then **retrieves the past projects and quotations** that better correlating with the retrieved technical requirements



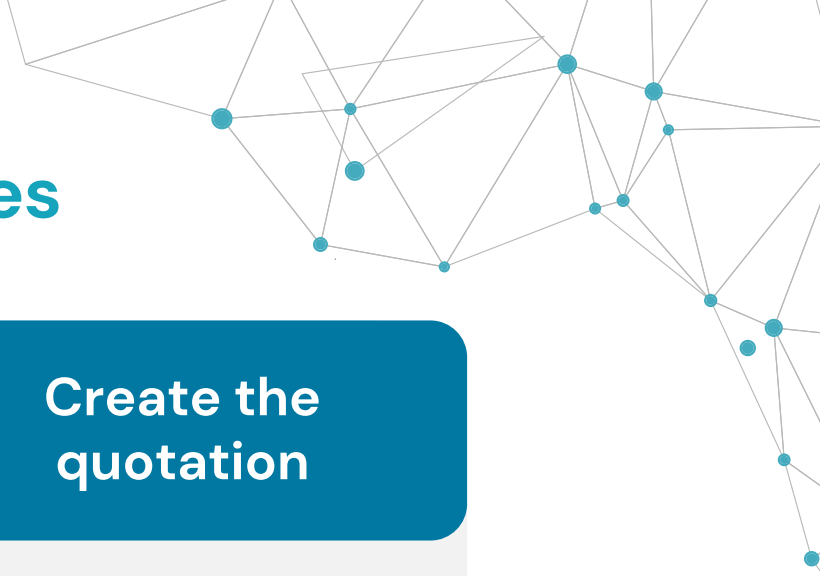
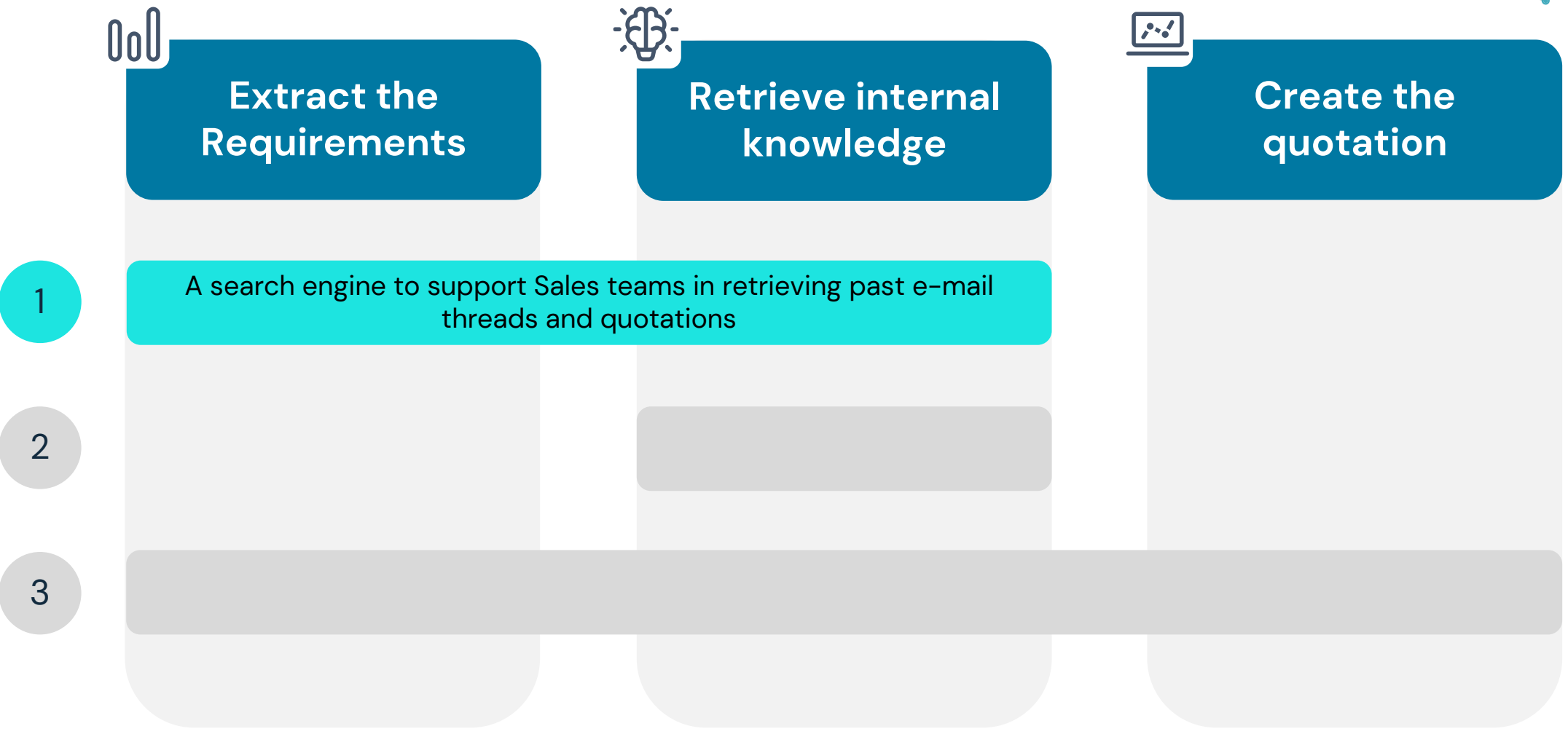
## Create the quotation

3. KYD® matches the extracted requirements with past projects and quotations, thus **maximizing the reuse of companies' internal knowledge**.

# Business cases



# The RFQ process with KYD<sup>®</sup>: three business cases



# KYD® for RFQ – 1

**Client / Sector:** Medium Enterprise / Industrial analytical laboratory

## Problems

- Too much time to respond to Clients requests (1 week ÷ 1 months)
- Too many useless interactions between Sales and Engineering
- No reuse of corporate's knowledge (constantly reinventing the wheel)

## Technical context

- Absence of a structured CRM
- Presence of a structured db of past quotations
- Documents features
  - High standardization
  - .pdf; .json

**1 Premessa**

La presente proposta di intervento si basa sull'esigenza espressa dalla [REDACTED] per eseguire analisi chimiche su campioni di Pelame.

**2 Servizi Proposti**

[REDACTED] a fronte delle esigenze e condizioni espresse al punto precedente, ha elaborato questa proposta di intervento, che prevede l'esecuzione delle attività di prova riportate nel paragrafo 3.

I risultati ottenuti saranno riportati su un Rapporto di Prova, riportante tutte le informazioni necessarie ad evidenziare i risultati ottenuti su campioni analizzati.

I campioni da analizzare saranno inviati dal Cliente adeguatamente identificati ed il trasporto si intende a carico del Cliente.

I campioni saranno mantenuti da [REDACTED] a disposizione per almeno 6 mesi dalla data di consegna.

**3 Aspetti Economici**

Il prezzo a Voi riservato per i servizi prospettati al precedente paragrafo sarà così calcolato :

Analisi	Metodo	Q.tà	Prezzo Unitario	Sconto	Subtotale
Pacchetto analisi Tanned Leather (Superbasil) Determinazione delle Sostanze volatili Determinazione di formaldeide-Parte 1 Metodo per cromatografia liquida Determinazione dei Clorofenoli (NON TULLIO TEST)	UNI EN ISO 4050:2004 ENIT 10061:1/2010 UNI EN ISO 17034:2016	1,00	€ 340,00		€ 340,00
<b>(*) prezzo non scontato:</b>					
Sotto-indicare costi accessori da indicizzare da parte cliente:					
Categoria	Descrizione (*)	Quantità	Prezzo Unitario	Sconto	Subtotale
Determinazione "Cloroformio"	UNI EN ISO 17034:2016	1,00	€ 100,00		€ 100,00
<b>Totale</b>					<b>€ 90,00</b>

(\*) prezzo non scontato

Tutte le tariffe indicate sono da intendersi al netto di IVA.

# KYD® for RFQ – 1

**Client / Sector:** Medium Enterprise / Industrial analytical laboratory

## Solution

- Search engine

The screenshot displays the KYD search interface. At the top, there is a 'Query' input field containing the text 'resistenza a trazione'. Below this, a 'Document Type' dropdown menu is set to 'offerte'. A blue arrow points from the 'offerte' dropdown to the 'Query' field. Below the input fields, a table of search results is visible. The table has columns for 'title', 'id', and 'score'. The first row shows a document title, an ID 'ce2baf3-ba13-4703-b7b6-b8ff87ec0d1d', and a score of '0.9064'. A blue box highlights the 'id' column.

title	id	score
...	ce2baf3-ba13-4703-b7b6-b8ff87ec0d1d	0.9064

1. As a new request from a Client arrives the user translates the request into a query.

# KYD® for RFQ – 1

**Client / Sector:** Medium Enterprise / Industrial analytical laboratory

## Solution

- Search engine

2. The search engine retrieves either past email threads or past quotations, depending on what the user is interested in. The results are sorted according to a correlation score.

The screenshot shows a search interface with the following elements:

- Query:** resistenza a trazione
- Use semantic engine:** ☒
- Document Type:** offerte
- Results Table:**

	title	id	score
partiti_test			
Reg. della impresa al Piva n° 04570800208 Via Lario, 5 - Zona Industriale Sella 00000 - Roma (RM) - Italy Pagina 1 di 1 La presente proposta di intervento si riferisce all'esperto-esperto dell'OPC. Sono previsti per ciascuna prova (distinzione in campioni polimerici in OPC e C. La tempistica di prova saranno concordate tra le rispettive interfacce tecniche. I Fornitori/Fornitrici, in base alle esigenze e condizioni esposte al punto precedente, ha elaborato questa proposta di intervento, che prevede l'esecuzione delle attività di prova riportate nel paragrafo 3. I risultati ottenuti saranno riportati su un Rapporto di Prova, riportante tutte le informazioni necessarie ad evidenziare i risultati ottenuti sui campioni analizzati. I campioni da analizzare saranno inviati dal Cliente adeguatamente identificati ed il trasporto si intende a carico del Cliente.		ce2baf3-ba13-4703-b7b6-b8ff87ec0d1d	0.9064
III. Gli olii lubrificanti dovranno essere sottoposti a prova di stabilità termica e ossidativa (ASTM D-943) e dovranno essere sottoposti a prova di stabilità all'ossidazione (ASTM D-2272) e dovranno essere sottoposti a prova di stabilità all'ossidazione (ASTM D-2272) e dovranno essere sottoposti a prova di stabilità all'ossidazione (ASTM D-2272).			

# KYD® for RFQ – 1

**Client / Sector:** Medium Enterprise / Industrial analytical laboratory

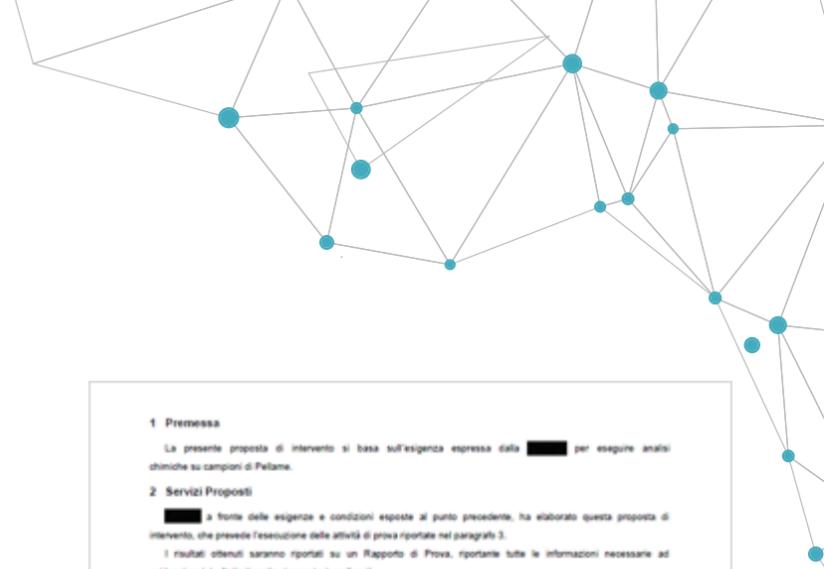
## Solution

- Search engine

**3. In few seconds** the user can retrieve either past quotations or past conversations with the Engineering team revolving around the technical concepts of interest for the Client.

The screenshot shows the KYD search interface. At the top, there is a 'Query' input field containing the text 'resistenza a trazione'. Below the query field, there is a toggle switch labeled 'Use semantic engine' which is currently turned on. Underneath, there is a 'Document Type' dropdown menu set to 'offerte'. An orange arrow points from the search bar area down to a search result. The search result is displayed in a table with columns: 'partial\_text', 'title', 'id', and 'score'. The 'partial\_text' column contains a snippet of Italian text starting with 'Reg. della impresa di Pisa n° 0457/00000 Via Lario, 1. Zona Industriale Gallo/00000 - Pistoia (PI) - Italy Pagina 1 di 1 La presente proposta di intervento è destinata al seguente cliente: SIDA Pistoia per eseguire prove distruzione su campioni polimerici in PCMC. La tematica delle prove saranno concordate tra le rispettive interfacce tecniche. I Fornitori/Fornitori, a fronte delle esigenze e condizioni esposte al punto precedente, ha elaborato questa proposta di intervento, che prevede l'esecuzione delle attività di prova riportate nel paragrafo 3. I risultati ottenuti saranno riportati su un Rapporto di Prova, riportante tutte le informazioni necessarie ad evidenziare i risultati ottenuti sui campioni analizzati. I campioni da analizzare saranno inviati dal Cliente adeguatamente identificati ed il trasporto si intende a carico del Cliente. Il tipo di prova a cui devono essere sottoposti e devono pervenire a destinazione univocamente identificati, mediante

partial_text	title	id	score
Reg. della impresa di Pisa n° 0457/00000 Via Lario, 1. Zona Industriale Gallo/00000 - Pistoia (PI) - Italy Pagina 1 di 1 La presente proposta di intervento è destinata al seguente cliente: SIDA Pistoia per eseguire prove distruzione su campioni polimerici in PCMC. La tematica delle prove saranno concordate tra le rispettive interfacce tecniche. I Fornitori/Fornitori, a fronte delle esigenze e condizioni esposte al punto precedente, ha elaborato questa proposta di intervento, che prevede l'esecuzione delle attività di prova riportate nel paragrafo 3. I risultati ottenuti saranno riportati su un Rapporto di Prova, riportante tutte le informazioni necessarie ad evidenziare i risultati ottenuti sui campioni analizzati. I campioni da analizzare saranno inviati dal Cliente adeguatamente identificati ed il trasporto si intende a carico del Cliente. Il tipo di prova a cui devono essere sottoposti e devono pervenire a destinazione univocamente identificati, mediante		ce2baf3-ba13-4703-b7b6-b8ff87ec0d1d	0.9064



1 Premessa

La presente proposta di intervento si basa sull'esigenza espressa dalla ██████ per eseguire analisi chimiche su campioni di Pellame.

2 Servizi Proposti

██████ a fronte delle esigenze e condizioni espresse al punto precedente, ha elaborato questa proposta di intervento, che prevede l'esecuzione delle attività di prova riportate nel paragrafo 3.

I risultati ottenuti saranno riportati su un Rapporto di Prova, riportante tutte le informazioni necessarie ad effettuare l'individuazione ed i necessari interventi.

**Client / Sector:** Medium Enterprise / Industrial analytical laboratory

## Project highlights

- Time to delivery: 3 months
- The Client has been involved in the first phase consisting in the co-design of the UX
  - Client's effort: 0,5 day
- In a second phase, the search algorithms have been tuned exploiting a training set of 100 docs.
  - Client's effort: 2 days

## Project results

- Average response time lowered: **-80%**
- Average number of interactions with tech. dep.: **-50%**

[illegible]

# The RFQ process with KYD®: three business cases



## Extract the Requirements



## Retrieve internal knowledge



## Create the quotation

1

A search engine to support Sales teams in retrieving past e-mail threads and quotations

2

A UI to support assign tenders and retrieve most similar past projects

3

# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture

## Problems

- Too much time to assign tenders to internal staff (1 week ÷ 1 months)
- Scarce reuse of corporate's knowledge (constantly reinventing the wheel)

## Technical context

- Data entry already covered
- Presence of a structured db of past projects
- Documents features
  - High standardization
  - .pdf; .json



# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture

## Solution

- Classification software + search engine + matchmaking



# KYD® for RFQ – 2

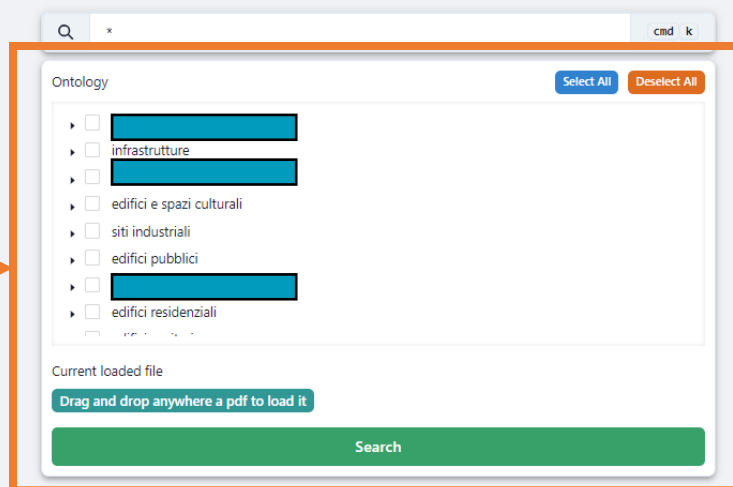
**Client / Sector:** Big Company / Architecture

## Solution

- Classification software + search engine + matchmaking

1. On a daily basis, the Client obtains tenders from various sources using a semi-automatic solution.
2. The tenders collected throughout the day are categorized overnight by a classification software based on a jointly developed taxonomy.

Benvenuto sulla piattaforma KYD (Knowledge in Your Data)  
Ricerca documenti di gara mediante filtro sull'ontologia, ricercando per parole chiave nel search engine o trascinando un nuovo disciplinare di gara in formato .pdf



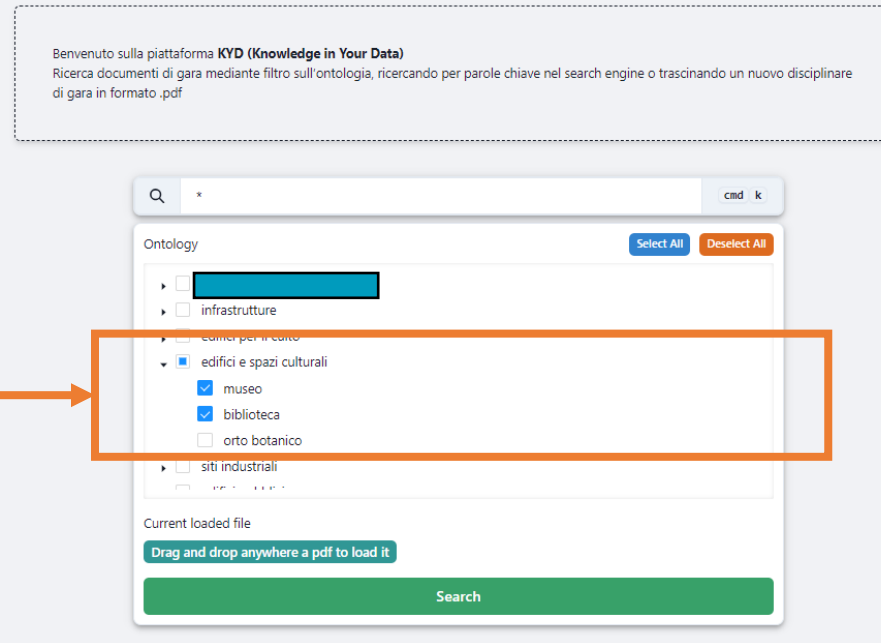
# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture

## Solution

- Classification software + search engine + matchmaking

4. The user can select one or more of the taxonomical classes. The search engine will retrieve all the corresponding tenders from the db

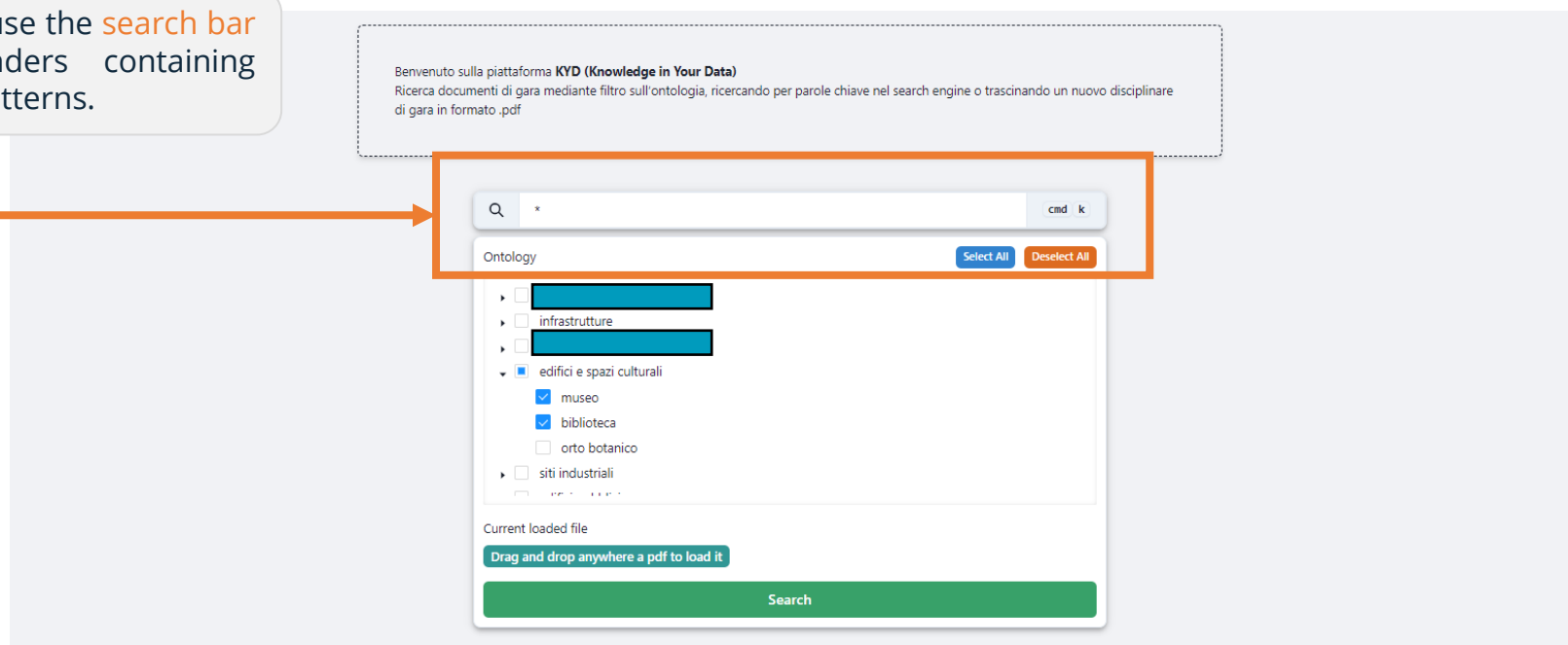


# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture  
**Solution**

- Classification software + search engine + matchmaking

5. The user can also use the **search bar** to look for tenders containing specific keyword patterns.



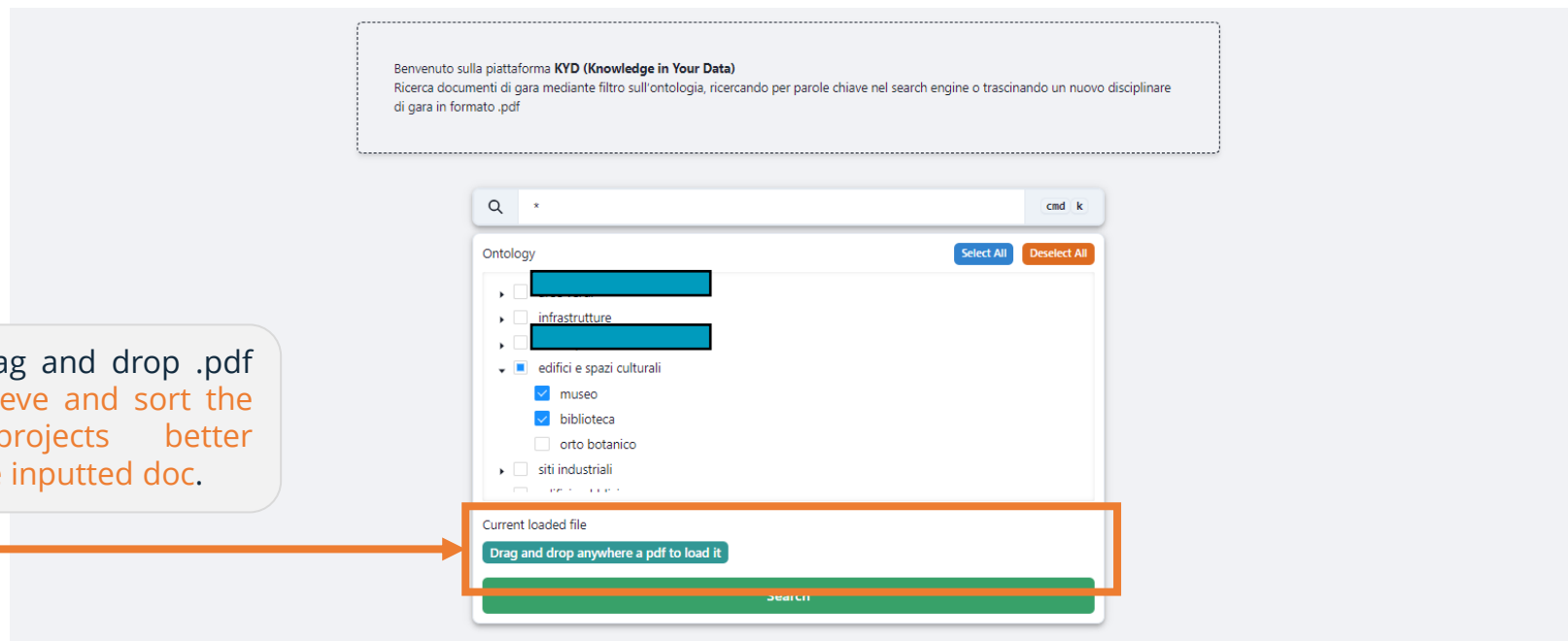
# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture

## Solution

- Classification software + search engine + matchmaking

6. Users can also drag and drop .pdf files. KYD will retrieve and sort the Client's past projects better correlating with the inputted doc.



# KYD® for RFQ – 2

**Client / Sector:** Big Company / Architecture

## Project highlights

- Time to delivery: 3 months
- The Client has been involved in the first phase consisting in the co-design of the taxonomy and UX
  - Client's effort: 2 days
- In a second phase, the matchmaking algorithms have been tuned exploiting a training set of 100 docs.
  - Client's effort: 4 days
- In a third phase, the software has been released and validated by the Client after 15 days of trial.

## Project results

- Average time needed to assign tenders internally lowered: **-95%**
- Average time needed to recover past projects lowered: **-80%**



# The RFQ process with KYD<sup>®</sup>: three business cases



## Extract the Requirements



## Retrieve internal knowledge



## Create the quotation

1

A search engine to support Sales teams in retrieving past e-mail threads and quotations

2

A UI to support assign tenders and retrieve most similar past projects

3

A software that retrieves technical requirements from tenders and correlates them with products specifications and past projects.

# KYD® for RFQ – 3

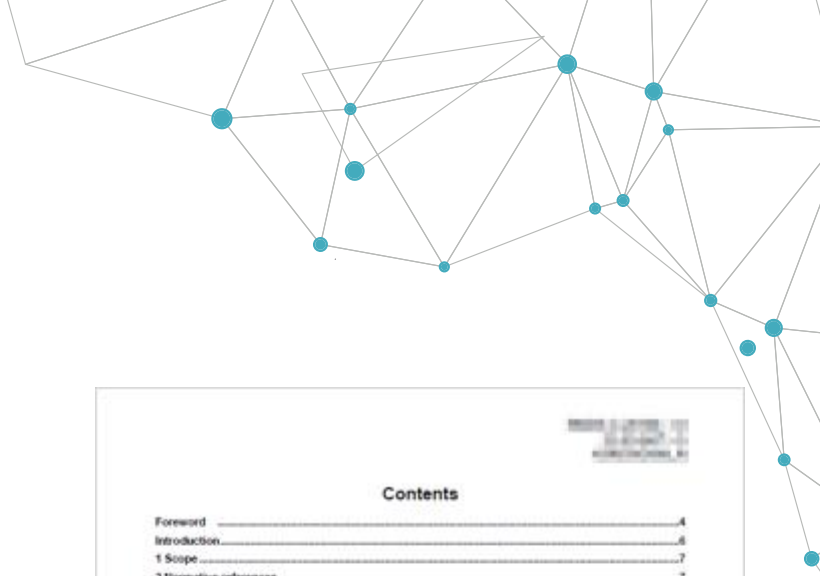
**Client / Sector:** Multinational corporation / Automotive

## Problems

- Too much time spent to generate quotations for tenders (1 week ÷ 2 months)
- Scarce reuse of corporate's knowledge (constantly reinventing the wheel)

## Technical context

- Data entry already covered by the Client
- Presence of a structured db of product specifications
- Documents features
  - Medium standardization
  - .pdf; .json
  - Data of interest reported within tables and/or images



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# KYD® for RFQ – 3

**Client / Sector:** Multinational corporation / Automotive

## Solution

- Technical entity recognition + matchmaking

The screenshot displays the ERREQUADRO web application. The header includes the logo "ERREQUADRO" with the tagline "Research over Research", a search icon, and a "Log out" button. The main content area is divided into two panels. The left panel shows a table with columns "Document", "Category", and "Company". The table contains three rows: "1 Document 1 Category 1 Company 1", "2 RND-C-20100\_1.0 [redacted] [redacted]", and "n Document n Category n Company n". An orange box highlights the second row, and an orange arrow points from a text box below to this row. The right panel shows a detailed view of the selected document, titled "Contents", with a table of contents listing various sections and their page numbers, such as "Foreword", "Introduction", "1 Scope", "2 Normative references", "3 Terms and definitions", "4 Symbols and abbreviations", "5 Requirements", "5.1 Dimensions", "5.1.1 Latch dimensions", "5.1.2 Release lever stroke (For mechanical latch)", "5.1.3 Lock/unlock lever stroke (For Mechanical latch)", "5.1.4 Striker dimensions", "5.1.5 Anti-theft cover", "5.2 Interface", "5.2.1 Mating panel dimensions", "5.2.2 Screws", "5.2.3 Connector", "5.2.4 Pre-fixing structure", "5.3 General requirement", "5.3.1 General conditions", and "5.3.2 Technical standards".

1. The user selects a tender from a list.

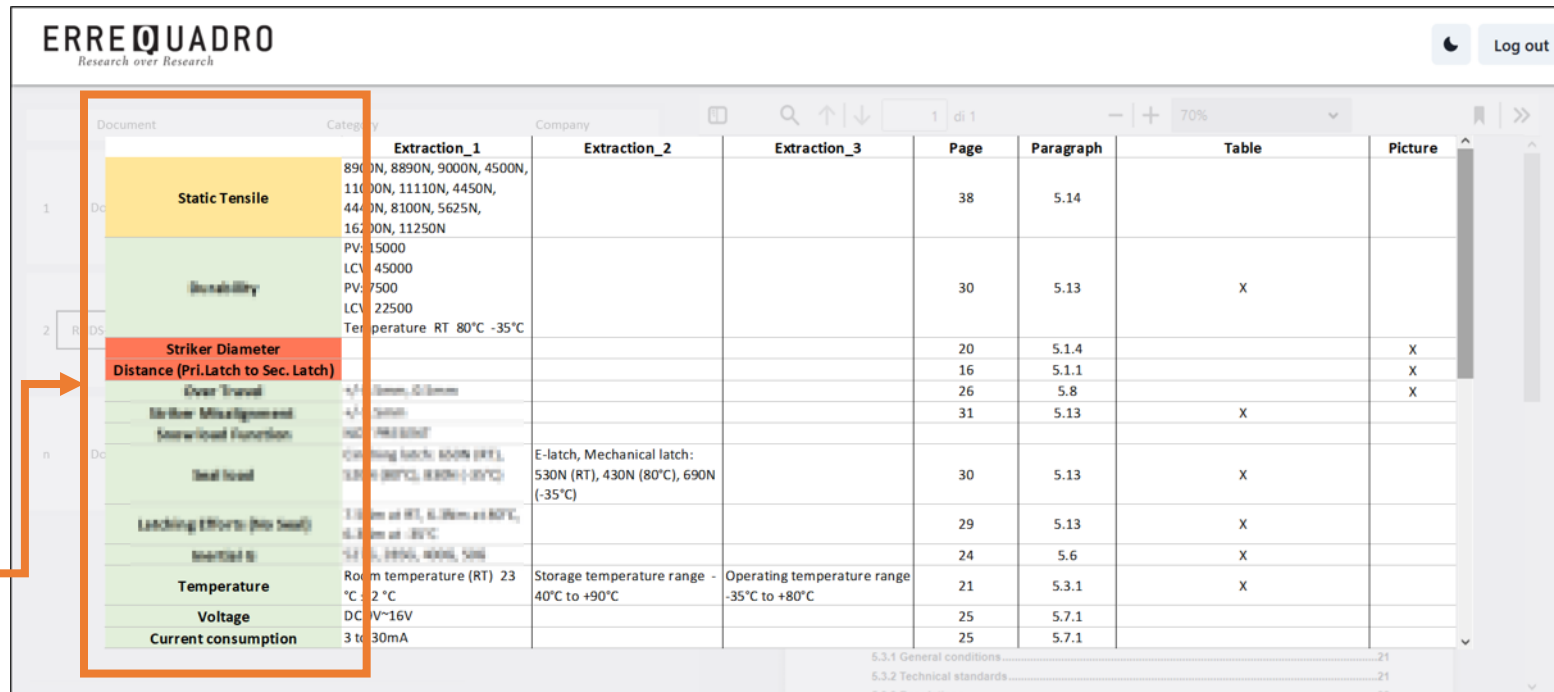
# KYD® for RFQ – 3

**Client / Sector:** Multinational corporation / Automotive

## Solution

- Technical entity recognition + matchmaking

2. The platform automatically extracts a predetermined set of requirements from selected document and fills the requirements table.



**ERREQUADRO**  
Research over Research

Log out

Document	Category	Company	Extraction_1	Extraction_2	Extraction_3	Page	Paragraph	Table	Picture
1 Doc	Static Tensile		8900N, 8890N, 9000N, 4500N, 11000N, 11110N, 4450N, 4440N, 8100N, 5625N, 16200N, 11250N			38	5.14		
2 RDS	Stability		PV: 15000 LCV: 45000 PV: 7500 LCV: 22500 Temperature RT 80°C -35°C			30	5.13	X	
	Striker Diameter					20	5.1.4		X
	Distance (Pri.Latch to Sec. Latch)					16	5.1.1		X
	Over Travel		4.5-5.0mm, 6.0mm			26	5.8		X
	Striker Misalignment		4.5-5.0mm			31	5.13	X	
	Retraction Function		16200N, 11250N						
n Doc	Seal tested		Climbing latch: 600N (RT), 530N (80°C), 430N (-35°C)	E-latch, Mechanical latch: 530N (RT), 430N (80°C), 690N (-35°C)		30	5.13	X	
	Latching Efforts (No Seal)		1.0mm at RT, 6.0mm at 80°C, 6.0mm at -35°C			29	5.13	X	
	Sealed B		1.0mm, 6.0mm, 6.0mm, 5mm			24	5.6	X	
	Temperature		Room temperature (RT) 23 °C ± 2 °C	Storage temperature range -40°C to +90°C	Operating temperature range -35°C to +80°C	21	5.3.1	X	
	Voltage		DC 1V~16V			25	5.7.1		
	Current consumption		3 to 30mA			25	5.7.1		

5.3.1 General conditions .....21  
5.3.2 Technical standards .....21  
5.3.3 Technical standards .....21

# KYD® for RFQ – 3

**Client / Sector:** Multinational corporation / Automotive

## Solution

- Technical entity recognition + matchmaking

3. The user selects one of the requirements. The platform shows the part of document in which the requirement has been extracted.

The screenshot displays the KYD platform interface. On the left, a table lists extracted requirements across three columns: Extraction\_1, Extraction\_2, and Extraction\_3. The requirements are categorized by color-coded headers: Durability (green), Striker Diameter Distance (Pri.Latch to Sec. Latch) (orange), Other Travel (green), Bolster Misalignment (green), Bolster Fold/Restriction (green), Seal leak (green), Latching (Ports Sec-Seal) (green), Material fit (green), Temperature (green), Voltage (blue), and Current consumption (green). The 'Temperature' row is highlighted with an orange border. To the right, a document preview shows the original text from which the requirements were extracted, including sections for 'Requirements for electrical features' and '5.7.1 Switch'.

	Extraction_1	Extraction_2	Extraction_3
Durability	8900N, 8890N, 9000N, 4500N, 11000N, 11110N, 4450N, 4440N, 8100N, 5625N, 16200N, 11250N PV: 15000 LCV: 45000 PV: 7500 LCV: 22500 Temperature RT 80°C -35°C		
Striker Diameter Distance (Pri.Latch to Sec. Latch)			
Other Travel	+/-0.5mm, 0.5mm		
Bolster Misalignment	+/-5.5mm		
Bolster Fold/Restriction	NOT PRESENT		
Seal leak	Cinching latch: 650N (RT), 520N (80°C), 830N (-35°C)	E-latch, Mechanical latch: 530N (RT), 430N (80°C), 690N (-35°C)	
Latching (Ports Sec-Seal)	7.5Nm at RT, 6.3Nm at 80°C, 6.3Nm at -35°C		
Material fit	527G, 285G, 400G, 50G		
Temperature	Room temperature (RT) 23 °C ± 2 °C	Storage temperature range -40°C to +90°C	Operating temperature range -35°C to +80°C
Voltage	DC 9V~16V		
Current consumption	3 to 30mA		

Buttons: Save, Compare, Norm. Ref.

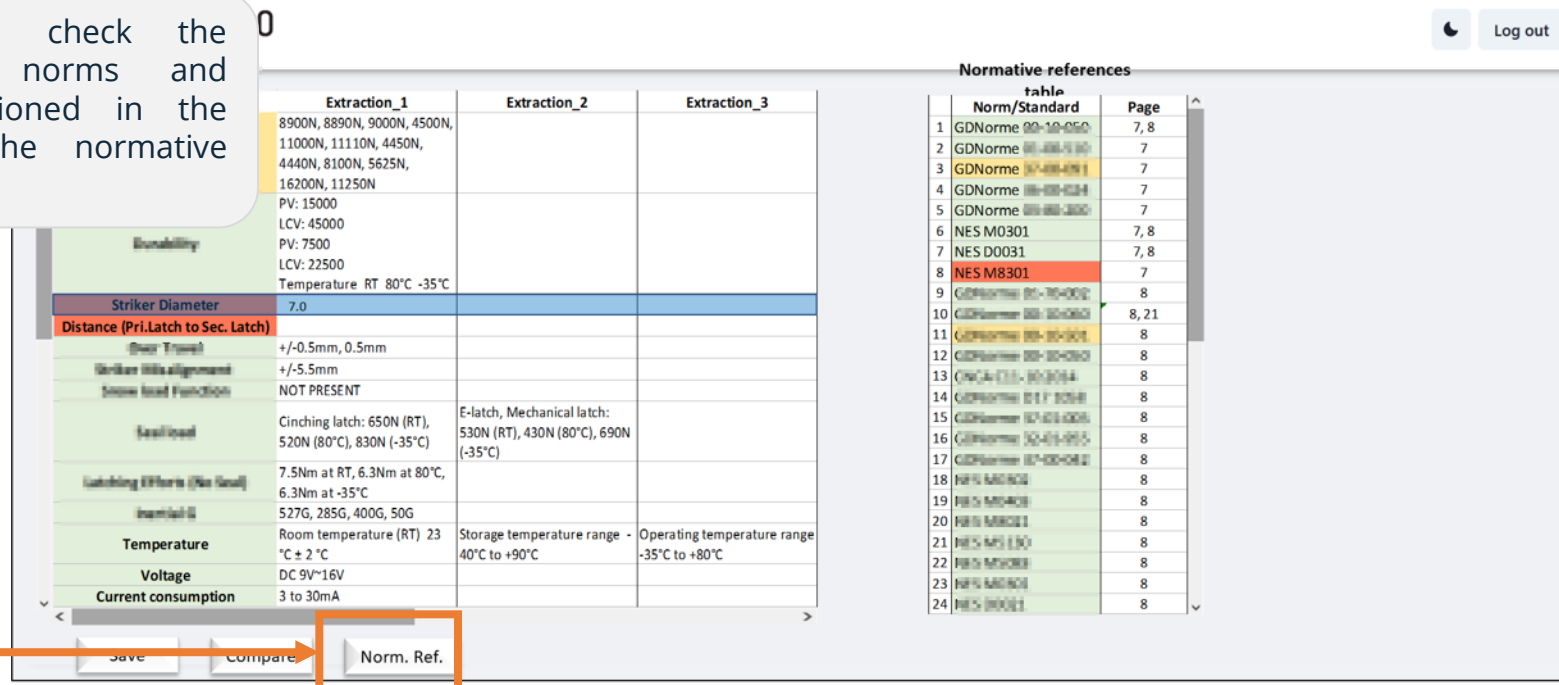
# KYD® for RFQ – 3

**Client / Sector:** Multinational corporation / Automotive

## Solution

- Technical entity recognition + matchmaking

4. The user can check the availability of norms and standards mentioned in the document in the normative references table



Extraction_1	Extraction_2	Extraction_3
8900N, 8890N, 9000N, 4500N, 11000N, 11110N, 4450N, 4440N, 8100N, 5625N, 16200N, 11250N PV: 15000 LCV: 45000 PV: 7500 LCV: 22500 Temperature RT 80°C -35°C		
<b>Striker Diameter</b>	7.0	
<b>Distance (Pri.Latch to Sec. Latch)</b>		
Over Travel	+/-0.5mm, 0.5mm	
Striker Misalignment	+/-5.5mm	
Shock Load Function	NOT PRESENT	
Seal Load	Cinching latch: 650N (RT), 520N (80°C), 830N (-35°C)	E-latch, Mechanical latch: 530N (RT), 430N (80°C), 690N (-35°C)
Latching Efforts (No Seal)	7.5Nm at RT, 6.3Nm at 80°C, 6.3Nm at -35°C	
Inertial II	527G, 285G, 400G, 50G	
Temperature	Room temperature (RT) 23 °C ± 2 °C	Storage temperature range -40°C to +90°C Operating temperature range -35°C to +80°C
Voltage	DC 9V~16V	
Current consumption	3 to 30mA	

Norm/Standard	Page
1 GDNorme 00-10-050	7, 8
2 GDNorme 00-10-050	7
3 GDNorme 00-10-050	7
4 GDNorme 00-10-050	7
5 GDNorme 00-10-050	7
6 NES M0301	7, 8
7 NES D0031	7, 8
8 NES M8301	7
9 GDNorme 00-10-050	8
10 GDNorme 00-10-050	8, 21
11 GDNorme 00-10-050	8
12 GDNorme 00-10-050	8
13 GDNorme 00-10-050	8
14 GDNorme 00-10-050	8
15 GDNorme 00-10-050	8
16 GDNorme 00-10-050	8
17 GDNorme 00-10-050	8
18 NES M0301	8
19 NES M0301	8
20 NES M0301	8
21 NES M0301	8
22 NES M0301	8
23 NES M0301	8
24 NES M0301	8

Save Compare Norm. Ref.

# KYD® for RFQ – 3

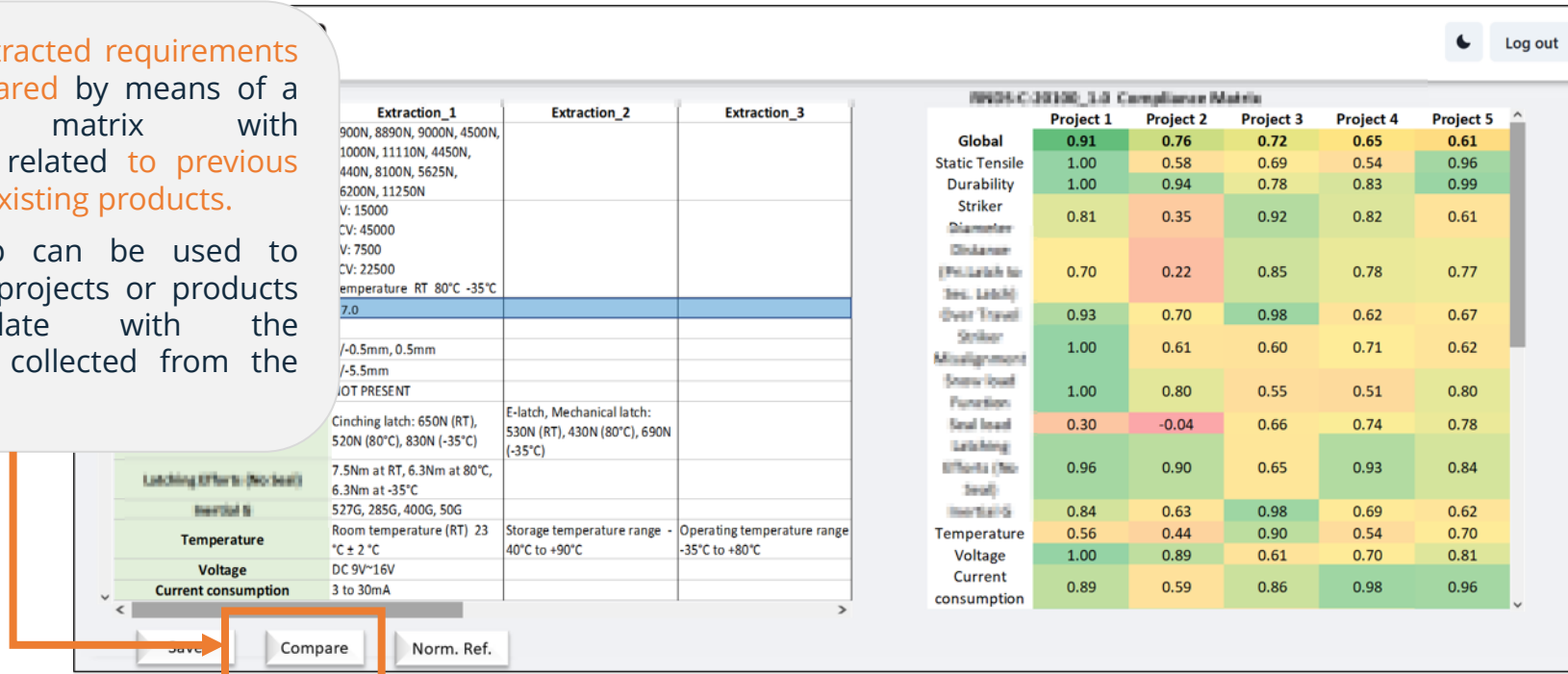
**Client / Sector:** Multinational corporation / Automotive

## Solution

- Technical entity recognition + matchmaking

5. The set of extracted requirements can be compared by means of a compliance matrix with requirements related to previous projects and existing products.

6. The heatmap can be used to retrieve past projects or products that correlate with the requirements collected from the tender.



# KYD® for RFQ – 3

**Client / Sector:** Multinational corporation / Automotive

## Project highlights

- Time to delivery: 6 months
- The Client has been involved in many phases, including creating training sets and validating the results.
  - Client's effort: 1 month
- In a final phase, the software has been released and validated by the Client after 1 month of trial.

## Project results

- Average time needed to analyse tenders: **-95%**
- Number of human errors lowered: **-20%**

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