

• BLOOMBOUND BLUEPRINTS

The RFQ That Almost *Got Away*

Nelis Nurseries MFG

NELIS NURSERIES MFG | EST. 1978 | HOLLAND, MI
GREENHOUSE AND NURSERY EQUIPMENT

ILLUSTRATIVE COMPANY | SYNTHETIC DATA | NOT A CLIENT CASE STUDY

REV A | SHEET 1 OF 1

TO: QUOTES@NELISMFG.COM
Thu 4:47 PM

RFQ 4471
Bench Bracket
Qty 250

 4471-A.PDF
Rev C
10 GA CRS
Pricing due Tuesday

The estimator has already left for the day.

Nobody did anything wrong.

The company simply outgrew a process that relied on memory, inboxes, and spreadsheets.

BEFORE

RFQs live in inboxes
Routing depends on memory
Old quotes fade from view
Management asks for updates

AFTER

Every RFQ enters one system
Every quote has an owner and age
Every follow-up has a next action
Management sees the pipeline

• THE SYSTEM

From the RFQ to the next human decision.

— AI READS — AUTOMATION RUNS — A PERSON DECIDES

INTAKE

01

ARRIVE

RFQ hits inbox

02

READ

Parts | qty | material | dates

03

CREATE

Account + opportunity

04

ROUTE

Assigned to estimator

HUMAN DECISION ▼

A person reads the job.

Fit. Pricing. Manufacturability. Capacity.

The estimator decides what the work is worth.



STEP 05

Estimator owns it

Reason documented

Approval required

FOLLOW THROUGH

06

QUOTE

Sent + owner recorded

07

DATE

Next action scheduled

08

SURFACE

Aging quotes return

09

FOLLOW

Owner calls

• THE HUMAN LINE

DRAWN ON PURPOSE

Let the system

Read	Extract	Organize
Route	Remind	Report

Let the people

Judge	Price	Negotiate
Ask	Build trust	Win the work

AI organizes the opportunity. The human evaluates it.

Give good people *fewer things* to remember.

BloomBound builds systems around human judgment.