



## Co-Founders



Magnus  
Bjorendahl



Richard  
Minney

## About Twenty5

Founded: 2017

Industry: Enterprise  
Software

Location: Austin, TX

Pricing & Estimating Suite  
released in 2018

SAP Certified Integration  
with GROW with SAP

## Contact Us

Nate Joseph, Head of Sales  
[nate.joseph@twenty5.com](mailto:nate.joseph@twenty5.com)

# 20/5 Eagle-Eye Vision for Better Business Insights

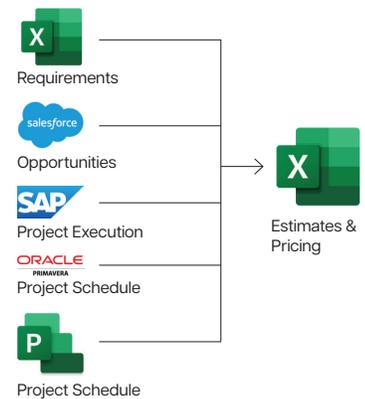
[www.twenty5.com](http://www.twenty5.com)

# Integrated Project Pricing & Estimating (iPE) for Aerospace & Defense

## Challenge

Many A&D and complex manufacturing businesses running SAP are submitting bids and estimating commercial projects based on tribal knowledge without continuous improvement from bid to bid. This results in:

- Inefficient, labor-intensive bidding processes based on tribal knowledge and re-inventing the wheel
- Unreliable estimates that are too expensive losing deals, or underestimated eroding margins and customer trust
- Compliance violations when dealing with government regulations around cost estimating for Govt. bids
- Disconnections between sales and delivery when it comes to delivering project-based contracts, profitably



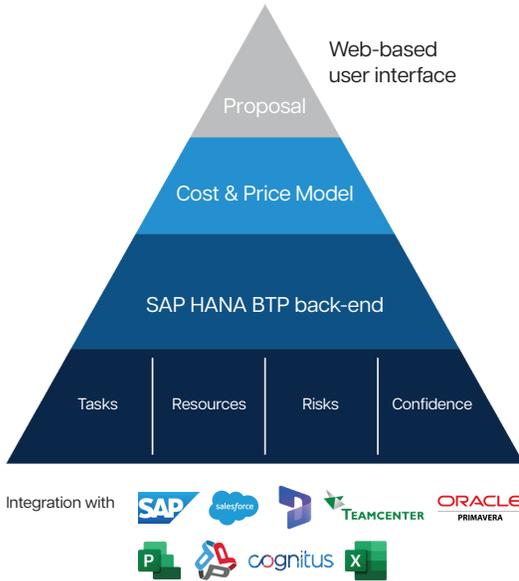
## Solution

Combining data science and end-to-end integration with SAP S/4HANA, PLM and your CRM, iPE from Twenty5 helps companies respond to RFX's faster, more accurately and with more confidence - by helping companies to:

- Adopt best practices and re-use, driving closed-loop continuous improvement
- Bid with confidence based on insights, best/worst case estimates, proposal risks and confidence
- Get accurate proposals out of the door faster, using our approval workflows and integration to key business systems such as SAP, PLM, Primavera P6 and Salesforce
- Estimate all costs using powerful algorithms – based on AI, performance history, cost estimating relationships and sizing inputs (a continuously improving knowledge base)
- Identify cost sources, supplier quotation needs and basis of estimate with escalation and quantity curving
- Quickly identify variances between top-down cost/price targets and bottom-up estimates
- Manage global bids with multiple organizations and currencies, and compare versions/what-if scenarios within each proposal
- Select the optimal pricing strategy including cost-plus, fixed or outcome based, modeling penalty fees, incentives and discounts
- Automatically create the contract and project baseline in SAP S/4 HANA from your proposal
- Meet U.S. Department of Defense DFARS 252.215-7002, FAR 15.2, Truth in Negotiations Act (TINA) and Small Business Administration (SBA) requirements

# Technical Architecture

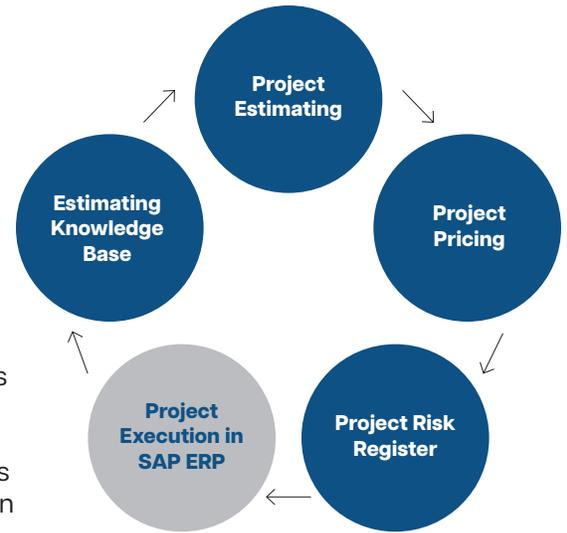
Live at Cubic since 2019 and selected by top A&D firms world-wide, iPE is based on modern, open, enterprise grade technology leveraging SAP's Business Technology Platform and deployable in the cloud or self-hosted. Our solution is integrated with SAP S/4 HANA for resources, rates, performance history – such as labor, purchase and production orders in SAP – and to create contracts and projects when your proposals are won.



## Who Can Benefit

The solution is targeted at enterprises running SAP who are estimating and submitting bids for complex projects requiring subject matter expert inputs from multiple sources and locations, in the following industry sectors:

- Aerospace & Defense
- Professional Services (Consulting, IT, Accounting, Engineering Services)
- Engineering & Construction
- Capital Projects (e.g. Utilities, Energy, Oil & Gas)
- Industrial Machinery & Ship Building
- Government Contractors



## Client Story



Cubic is a market-leading, technology driven provider of integrated solutions and services with almost \$2B revenue split across commercial/Govt. Cubic submits up to 900 proposals per year, with bids up to \$1 Billion.

Cubic went live with iPE in Q1-2020, gaining an end-to-end integrated proposal costing and pricing solution, supporting their “One Cubic” vision.

## Alternatives

Many companies use MS Excel for modeling resources and costs, MS Word for the estimate rationale, and various in-house custom solutions to extract BOM costs from your ERP application. Some companies use SAP’s project planning tools to create a labor resource plan which can be converted to a resource-related quotation, while some Aerospace & Defense companies use ProPricer for pricing.

Only iPE has the necessary material costing features to provide seamless end-to-end project-based costing and pricing for engineering, materials, repair & overhaul and other costs, including:

- Proposal bill of material & similar-to hardware
- Powerful engineering labor estimating and costing
- Costing based on SAP purchase & production order history, routings, vendor quotes and standard/catalog costs
- Risks & Contingencies

## Why Now

iPE from Twenty5 should be considered now because:

- Built on SAP HANA, iPE fits into the overall IT architecture of an SAP-centric organization, and can facilitate S/4 RISE migrations or upgrades
- Advancements in AI, data science, in-memory computing, and database technology are making older solutions (e.g. custom solutions) obsolete

***“I will happily talk to other companies about our positive experience working with Twenty5.”***

**Barry Long**

VP Project Cost Control  
Cubic Corporation