

Challenge

Many professional services firms running SAP are submitting bids and estimating internal capital projects based on tribal knowledge without continuous improvement from bid to bid.

This results in:

- Inefficient, labor-intensive bidding processes
- Unreliable estimates that are too expensive losing deals, or under-estimated eroding margins and customer trust
- Re-inventing the wheel every time.

Solution

Combining data science and end-to-end integration with SAP S/4HANA and Salesforce, 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 more insights, best/worst case estimates, proposal risks and confidence
- Get accurate proposals out of the door faster, using our workflows/approvals and integration to key business systems such as SAP, Primavera P6 and Salesforce
- Estimate all costs using powerful algorithms – including performance history, cost estimating relationships and parametric estimating techniques leveraging your continuously improving estimating knowledge base
- Quickly identify variances between top-down cost/price targets and bottom-up estimates
- Flexible rate management for labor cost, burdens and billing rates
- Manage global bids with multiple organizations and currencies
- Create and compare multiple iterations/versions/what-if scenarios for each proposal
- Select the optimal pricing strategy including cost-plus, fixed price/catalog or time & materials, with fees and discounts
- Create project baseline in SAP S/4 HANA from your proposal when winning a bid.

Technical Architecture

Designed in 2017-2019, iPE is based on modern, open, enterprise grade technology leveraging SAP HANA and deployable on the SAP Cloud Platform, in the cloud or on-premise. The solution is integrated with SAP S/4 HANA for resources, rates, exchange rates, performance history, and to create contracts and projects when your proposals are won.

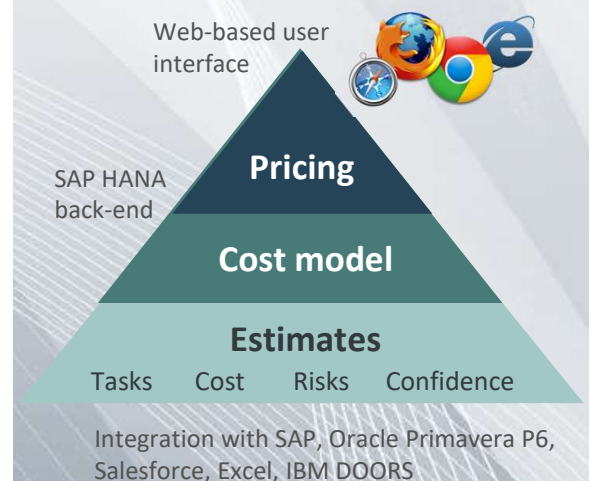
Proposal Generation in Many Organizations



Proposal Generation in Twenty5 iPE



System Architecture



Who Can Benefit

The solution is targeted at professional services enterprises running SAP who are estimating and submitting bids for significant projects particularly complex proposals requiring subject matter expert inputs from multiple sources and locations, as well as Govt. bids.

We also support proposal cost estimating and pricing for firms in:

- Aerospace & Defense
- Engineering & Construction
- Capital Projects (e.g. Utilities, Oil & Gas)
- Industrial Machinery & Ship Building

Alternatives

Many companies use MS Excel for modelling resources and costs, MS Word for the estimate rationale, and various in-house custom solutions. Some companies try to use SAP's project planning tools (e.g. Easy Cost Planning or Commercial Project Mgt.) to create a resource plan and cost estimate which can be created manually in SAP as a quotation. CPQ solutions are used in non project-based quotations such as for very simple service offerings.

None of these alternatives provide the seamless end-to-end project cost estimating and pricing tool required by large professional services firms running SAP, to effectively respond to bids

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 HANA migrations or upgrades
- Recent advancements in data science and database technology are making older solutions (e.g. custom solutions) obsolete



Magnus



Richard

Co-Founders



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 \$1B.

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

"I will happily talk to other companies about our positive experience working with Twenty5"

Barry Long

VP Project Cost Control
Cubic Corporation



Twenty5
Facts and Stats

- ✓ Founded: **2017**
- ✓ Industry: **Enterprise Software**
- ✓ Location: **Austin, TX**
- ✓ **Pricing & Estimating Suite released in 2018**

Gain Eagle-Eye Vision with Twenty5

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