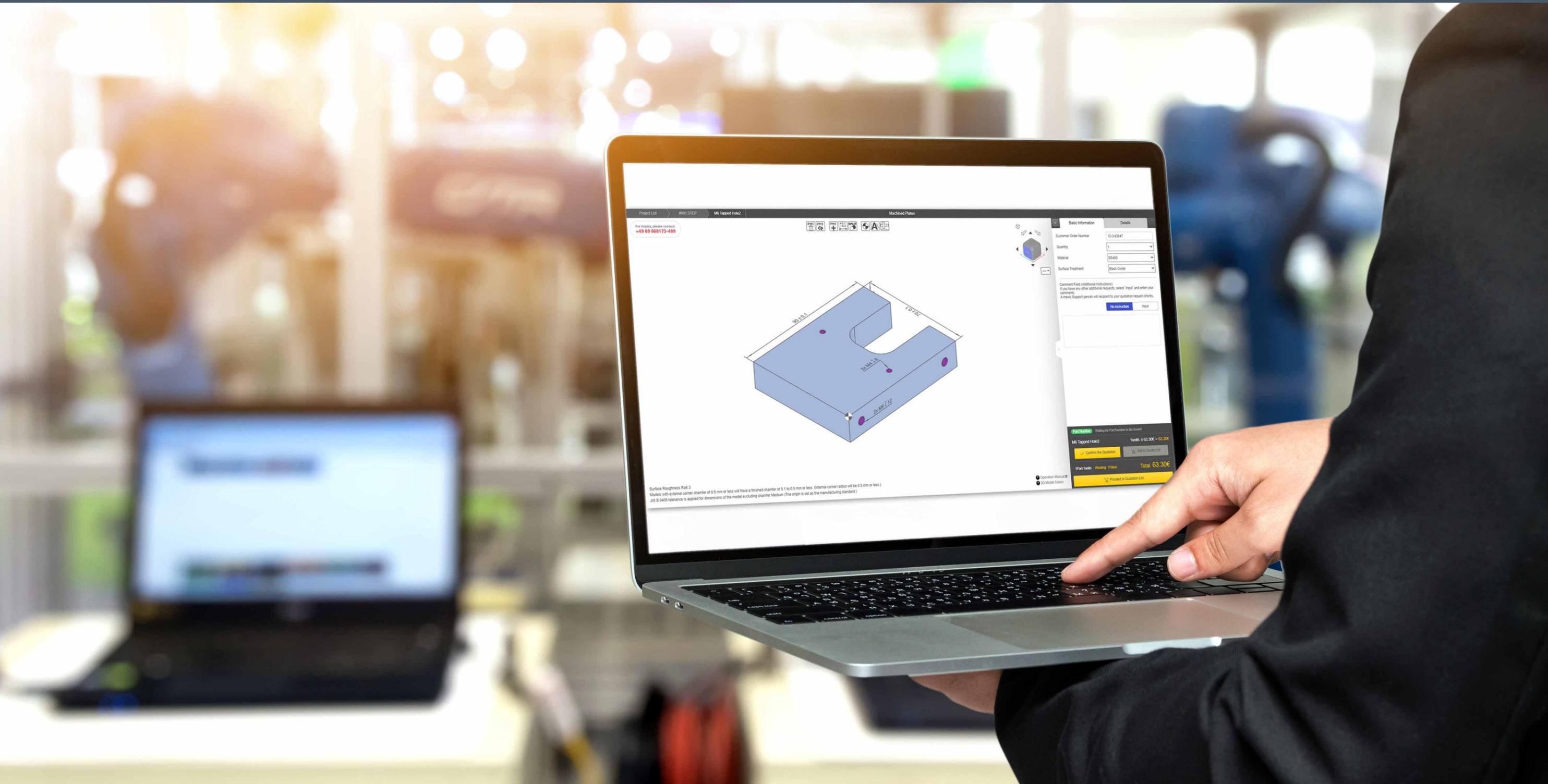


# AUTOMATICALLY CREATE QUOTATIONS FOR DRAWING PARTS

SAVE TIME AND PROCESS COSTS IN DIGITAL MANUFACTURING



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## Imprint

WHITEPAPER  
Automated quoting

**EDITOR:**  
**MISUMI Europa GmbH**  
**Franklinstraße 61–63 | D-60486 Frankfurt am Main**

Tel.: (+49) 69 668173-0 | Fax: (+49) 69 668173-360  
E-Mail: sales@misumi-europe.com  
Website: www.misumi-europe.com

**RESPONSIBLE FOR CONTENT:**  
**MISUMI Europa GmbH**  
**Elisa Bollini**

## Editorial



In many areas of special purpose machine construction, it is becoming increasingly important to design and receive components as quickly as possible. It is enormously annoying when you need time-consuming drawing parts that you cannot simply configure and order in a provider's online shop. Currently, local CNC milling operations are still frequently chosen in this case. A time-consuming and weak solution, especially as these companies cannot offer worldwide availability, which can often lead to problems and quality issues with machines sold abroad.

The future therefore lies in digital quoting tools. With meviy from MISUMI, we have created a particularly fast and user-friendly web application that saves designers and purchasers time and process costs. Customers receive an immediate quotation for price and delivery time and can focus directly on the next project step. Compared to other options for automated quoting, meviy also offers a particularly convenient user experience. In this white paper, we will show you the benefits of our new tool in detail and how it works. Enjoy reading!

**Yours sincerely**  
**Robin Christ**  
**Mechanical engineer and**  
**meviy project manager at MISUMI**

## ■ ■ The challenge

Time and again, special purpose machine construction requires parts that are so special that they cannot be easily configured and ordered online – even with a large supplier such as MISUMI with its many million components. Designers then have two options: Either they commission a local CNC milling operation, or they use online services such as meviy, which enable automated quoting. The latter offers the great advantage that the components can be easily reproduced and are often available worldwide. Local CNC companies cannot do this, which can become a major problem when reordering and after-sales services are required for specially designed and assembled machines abroad.

For the first variant, 2D drawings must be created based on the 3D model of the component. In special machine construction, where tolerances, materials and a lot of other

information often have to be set up, this can sometimes take weeks when it comes to an entire system. In addition, small CNC milling operators often cannot guarantee the repeatability that is required if, for example, a component is to be replaced.

In order to avoid these drawbacks as well as the sometimes lengthy coordination process between client and contractor, several suppliers of components for mechanical engineering have developed digital tools used for automated quoting. The quality differences between these applications are very large. To ensure a good user experience, the application should be user friendly, transparent and offer quick visibility of price and delivery time, as well as the direct option to download the quotation as a PDF file. This is often not yet the case.



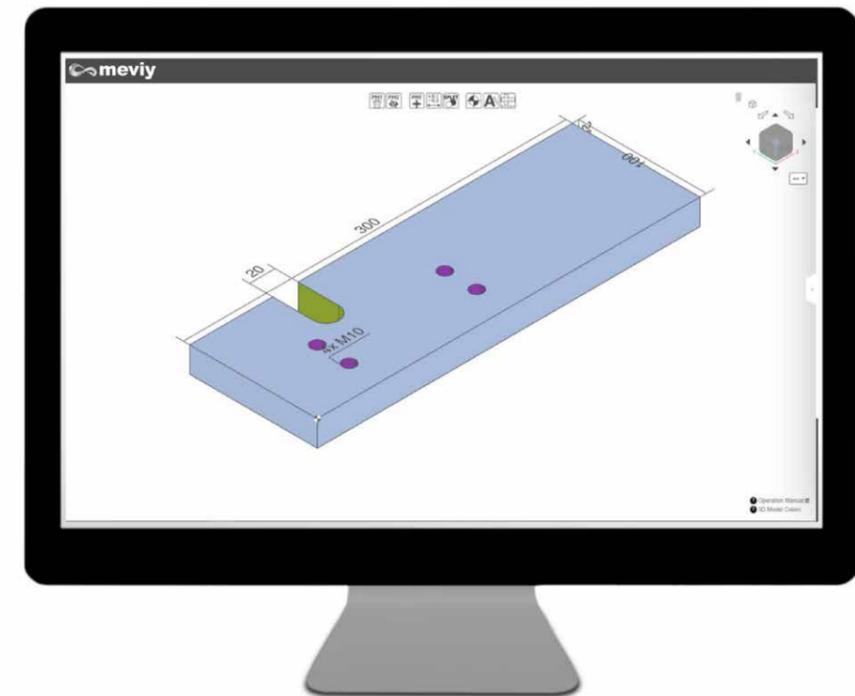
## ■ ■ From 3D model to the quotation – in just a few minutes

The best-case scenario: Custom-designed components can be ordered intuitively and easily online – simply upload the 3D model and receive a quotation in just a few clicks. Instead of several days, as is the case when manually commissioning of a local plant, it only takes a few minutes before the component can be ordered.

Designers can achieve just that with meviy from MISUMI, a platform for ordering user-defined components. Once the 3D model has been uploaded, only the necessary parameters and specifications need to be set, then a quotation with price and delivery time is

created and the component can be ordered immediately in the MISUMI online shop – around the clock and seven days a week. Customers can also output a 2D drawing of their component, which is automatically created by the web application.

Why does MISUMI invest effort into developing a free web application? The company is pursuing a Total Cost Saving (TCS) concept, which enables customers to save time-consuming work steps throughout the procurement process. Like other services, MISUMI is constantly developing meviy, taking into account the wishes and feedback from users.



## ■ ■ The four steps to the perfect component

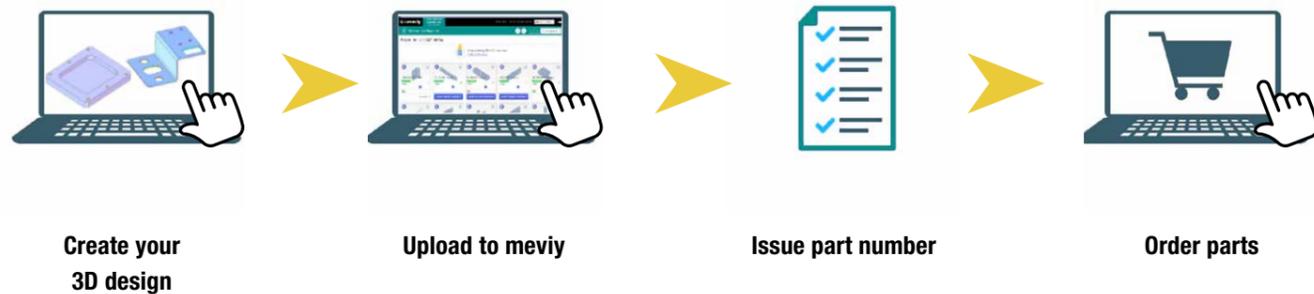
If you use meviy, just a few minutes after uploading your 3D model, you will receive the quotation for your individual component and can order it immediately.

**Step 1:** You log in with your **MISUMI user ID** and **password** and upload your 3D model. By the way, you can give each component its own name, which will later also be displayed in the 2D drawing. You can also create folders in meviy, such as project folders, which is particularly useful if the web application is used frequently.

**Step 2:** You select the desired number, the material and the required surface treatment, determine the tolerances and can automatically check recorded information such as hole / bore settings and side lengths for your component.

**Step 3:** meviy presents you with a 6-side view of your component as a 2D drawing with the selected material and tolerances. The drawing is displayed under the individually assigned name in step 1 or bears the file name of the uploaded component.

**Step 4:** The price and delivery time are displayed. You confirm the quotation, immediately receive a product code and can order your configured component directly. It is also possible to download a preliminary quotation as a PDF in meviy. This is important if a written quotation is required for internal coordination. Later, an official quotation can be obtained via the MISUMI online shop and the configured part ordered.



## ■ ■ Decimate process costs

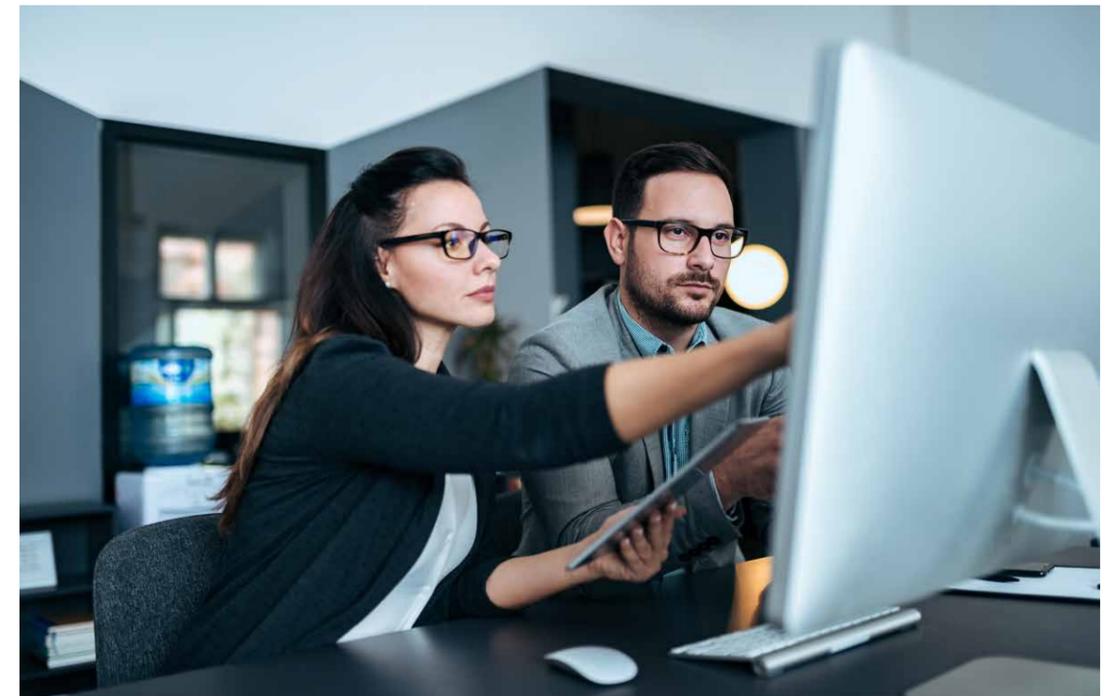
Instead of hours of engineering work, meviy typically only takes about 15 minutes per part to specify all the required specifications. After that, it only takes a few seconds for the desired quotation to be displayed, including an indication of the delivery time. Customers also benefit from additional MISUMI advantages such as high product quality (99.9 percent of the components are free of defects) and delivery accuracy.

meviy users can significantly shorten or completely save several steps in the procurement of drawing parts. This reduces process costs and time in all areas: in the design process as well as in the supply chain,

production and logistics. The high product quality also minimises waste and delays as well as planning effort during installation.

And what do customers say? The following experience has been gained by meviy users in Japan, where the web application has been in use for a long time:

- Nine out of ten report that the design and procurement effort was reduced by using meviy
- More than 93 percent say they have received high quality components
- Almost 100 percent of the components arrived on the delivery date calculated by meviy



## meviy: all advantages at a glance

- Save process costs in all areas of procurement
- Significantly reduce design and procurement time
- Just a few seconds between requesting and receiving a quotation
- On average only 15 minutes between uploading a 3D model and the quotation
- 2D drawings are created automatically
- Intuitive configuration and ordering process
- Highest product quality – minimum waste rate
- Comprehensive quality management
- Advice from industry experts
- Transparency about price and delivery time
- Almost 100 percent delivery accuracy
- Can be used 24/7
- Available from batch size 1
- Components can be reproduced one to one via the individual product code

### Compatible Data formats

Native File Format			
Autodesk Inventor	(.ipt)		
CATIA V5- V6	(.CATPart)		
Creo	(.neu/.prt/.xpr)		
Pro/Engineer	(.prt/.neu/.xpr)		
Siemens NX	(.prt)		
SolidEdge	(.par/.pawd)		
SOLIDWORKS	(.sldprt)		
I-deas	(.arc/.unv)		 
Neutral file format			
ASTEP	(.step/.stp)		
Parasolid	(.x_t/.x_b /.xmt_txt/.xmt_bin)		
ACIS	(.sat/.sab), JT(.jt), PRC(.prc)		
STEP or Parasolid recommended			

## About MISUMI

MISUMI is a global manufacturer and leading provider of more than 20 million mechanical components and indirect materials for special machine construction and assembly automation. The focus of the MISUMI product range is the one-stop-shop concept: Designers cover up to 70 percent of their requirements for an application with the online platform from the specialist in machine parts. Components can be configured and purchased very quickly and cost-effectively. Especially as components can be configured directly online and downloaded free of charge as CAD models in more than 40 different native formats. This eliminates the need to create drawings and the subsequent management of the request process which saves a significant amount of time and

results in a process cost reduction of up to 40 percent.

The savings potential is especially high for make-to-order (MTO) components that offer a number of configuration options and can therefore replace many production parts. These tailor-made solutions for specific customer requirements are the central element of the MISUMI product range. MTO components of a consistently high quality are available worldwide from batch sizes of 1 or more with short delivery times and without a minimum quantity surcharge. The product range also comprises standard products produced in-house and externally that can sometimes be delivered within a day. MISUMI offers designers a one-stop shop in this way by covering the majority of their needs.

### → MISUMI profile

Founded:	1963 in Tokyo
In Europe since:	2003
Employees worldwide:	12.300
Employees in Europe:	300
Turnover:	2,7 Mrd.



 **MISUMI contact**

**MISUMI Europa GmbH**  
Franklinstraße 61–63  
D-60486 Frankfurt am Main

Tel.: (+49) 69 668173-0  
Fax: (+49) 69 668173-360

E-mail: [sales@misumi-europe.com](mailto:sales@misumi-europe.com)  
Website: [www.misumi-europe.com](http://www.misumi-europe.com)

