

ELIA

ELIA by ERP.Aero

Embedded intelligence. Grounded in your data. Built to advise.



SMARTER PRICING

Suggests pricing and lead times from your own win history.



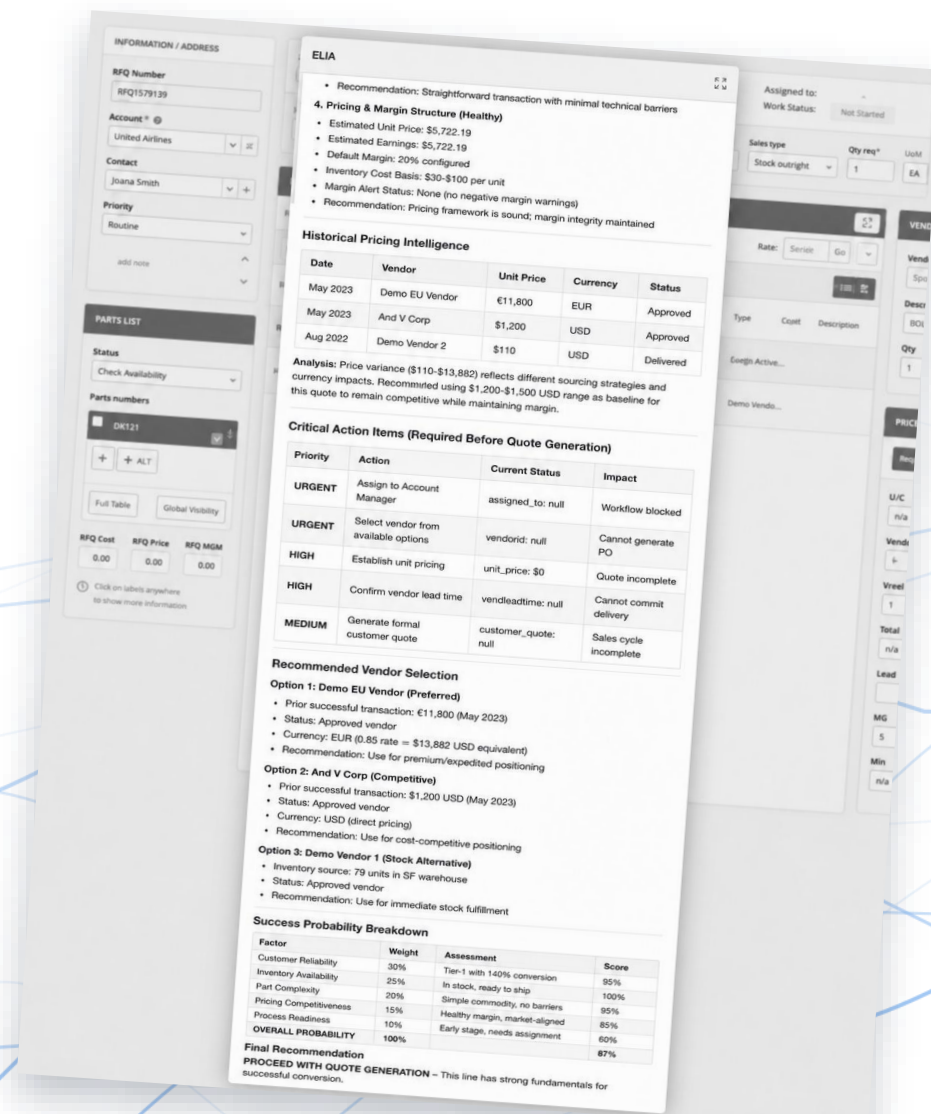
ASK ANYTHING

A conversational interface across RFQs, parts, and customers.



DATA STAYS YOURS

Company-isolated training — never shared with any other customer.



INFORMATION / ADDRESS

RFQ Number
RFQ1579139

Account *
United Airlines

Contact
Joana Smith

Priority
Routine

PARTS LIST

Status
Check Availability

Parts numbers
DKT21

RFQ Cost: 0.00 RFQ Price: 0.00 RFQ Mgm: 0.00

ELIA

- Recommendation: Straightforward transaction with minimal technical barriers

4. Pricing & Margin Structure (Healthy)

- Estimated Unit Price: \$5,722.19
- Estimated Earnings: \$5,722.19
- Default Margin: 20% configured
- Inventory Cost Basis: \$30-\$100 per unit
- Margin Alert Status: None (no negative margin warnings)
- Recommendation: Pricing framework is sound; margin integrity maintained

Historical Pricing Intelligence

Date	Vendor	Unit Price	Currency	Status
May 2023	Demo EU Vendor	€11,800	EUR	Approved
May 2023	And V Corp	\$1,200	USD	Approved
Aug 2022	Demo Vendor 2	\$110	USD	Delivered

Analysis: Price variance (\$110-\$13,882) reflects different sourcing strategies and currency impacts. Recommended using \$1,200-\$1,500 USD range as baseline for this quote to remain competitive while maintaining margin.

Critical Action Items (Required Before Quote Generation)

Priority	Action	Current Status	Impact
URGENT	Assign to Account Manager	assigned_to: null	Workflow blocked
URGENT	Select vendor from available options	vendorid: null	Cannot generate PO
HIGH	Establish unit pricing	unit_price: \$0	Quote incomplete
HIGH	Confirm vendor lead time	vendleadtime: null	Cannot commit delivery
MEDIUM	Generate formal customer quote	customer_quote: null	Sales cycle incomplete

Recommended Vendor Selection

Option 1: Demo EU Vendor (Preferred)

- Prior successful transaction: €11,800 (May 2023)
- Status: Approved vendor
- Currency: EUR (0.85 rate = \$13,882 USD equivalent)
- Recommendation: Use for premium/expedited positioning

Option 2: And V Corp (Competitive)

- Prior successful transaction: \$1,200 USD (May 2023)
- Status: Approved vendor
- Currency: USD (direct pricing)
- Recommendation: Use for cost-competitive positioning

Option 3: Demo Vendor 1 (Stock Alternative)

- Inventory source: 79 units in SF warehouse
- Status: Approved vendor
- Recommendation: Use for immediate stock fulfillment

Success Probability Breakdown

Factor	Weight	Assessment	Score
Customer Reliability	30%	Tier-1 with 140% conversion	95%
Inventory Availability	25%	In stock, ready to ship	100%
Part Complexity	20%	Simple commodity, no barriers	95%
Pricing Competitiveness	15%	Healthy margin, market-aligned	85%
Process Readiness	10%	Early stage, needs assignment	60%
OVERALL PROBABILITY	100%		87%

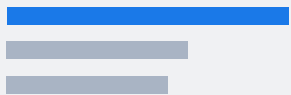
Final Recommendation
PROCEED WITH QUOTE GENERATION — This line has strong fundamentals for successful conversion.

Intelligence Embedded in the Workflow

01

Real-Time Decision Support

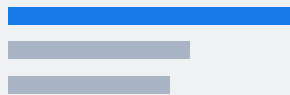
Inside every RFQ, part, and customer record, ELIA suggests pricing, recommends lead times, and flags risky quotes before they go out.



02

Conversational AI Interface

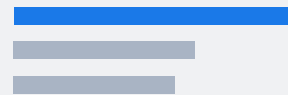
Ask ELIA direct questions about parts, customers, or history and get answers in plain language, without pulling a report.



03

Adaptive Learning Loop

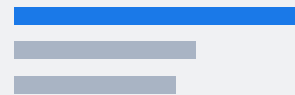
Thumbs up or down on every suggestion trains your company's ELIA instance only, never pooled with any other customer's data.



04

Contextual Intelligence Across Modules

ELIA reasons across RFQs, parts, customers, vendors, and sales history to surface pricing, alternates, and vendor insight in one place.



Your data. Your intelligence. Never shared.

DATA SOURCE

0% shared

Your ERP data only — never the internet, never pooled with other customers.

WIN RATE LIFT

+15–20%

Pricing guided by actual win history, not gut feel.

ACCESS POINT

Day 1

ELIA starts learning inside your existing workflow — no separate login, no context lost.

OUR COMMERCIAL STRUCTURE

- Milestone-based go-live plan
- Rollback-safe phased activation
- Data Liberation Clause — clean export on request
- Named-owner support with executive alignment cadence

INCLUDED

- Real-time pricing and lead-time guidance
- Conversational natural-language interface
- Adaptive thumbs-up/thumbs-down learning loop
- Contextual intelligence across RFQs, parts, customers, vendors
- Company-isolated training, never shared
- Embedded directly inside the ERP workflow

Let's set up a 20-minute ELIA walkthrough with your team.

[Book a Demo >](#)

Use code BLINQ for an implementation credit.

EMAIL

ralph.merhi@erp.aero

PHONE

+1-305-209-3789

