

## Challenge

Many project-centric businesses 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 based on tribal knowledge and re-inventing the wheel
- Unreliable estimates that are too expensive losing deals, or under-estimated eroding margins and customer trust
- Compliance violations when dealing with government regulations around cost estimating for Govt. bids.

## Solution

Combining data science and end-to-end integration with SAP S/4HANA, PLM 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, PLM, 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
- Manage global bids with multiple organizations and currencies, and compare multiple versions/what-if scenarios within each proposal
- Select the optimal pricing strategy including cost-plus, fixed price/catalog or time & materials, with fees and discounts
- Create the project baseline in SAP S/4 HANA from your proposal when winning a bid.
- Meet U.S. Department of Defense DFARS 252.215-7002, Truth in Negotiations Act (TINA) and Small Business Administration (SBA) offsets requirements.

## 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, performance history – such as labor, purchase and production orders in SAP - and to create contracts and projects when your proposals are won.

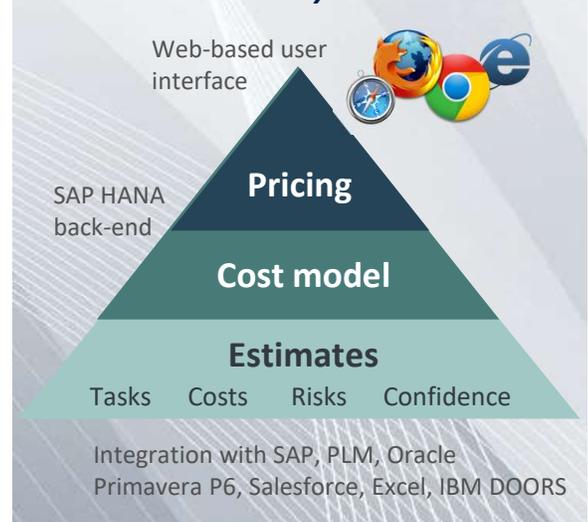
### Proposal Generation in Many Organizations



### Proposal Generation in Twenty5 iPE



### iPE System Architecture



## Who Can Benefit

The solution is targeted at 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, in the following industry sectors:

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

## 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 use SAP's project planning tools to create a labor resource plan which can be converted to a resource-related quotation. Aerospace & Defense companies also use ProPricer for pricing.

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

- Proposal bill of material & similar-to hardware
- Material costing with currency and unit of measure conversions
- Costing based on SAP purchase & production order history, routings, vendor quotes and standard/catalog costs.

## 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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