

BENCHMARK GUIDE

How much revenue is slow quoting **actually** costing you?

Not a sales pitch — a self-check. Where the quote clock actually goes, how win rate typically tracks response speed, and what turning quotes around faster is worth in jobs won per year.

2.5h → 6min

TYPICAL MATERIAL/NESTING
ESTIMATE TIME, MANUAL VS
AUTOMATIC

42% vs 9%

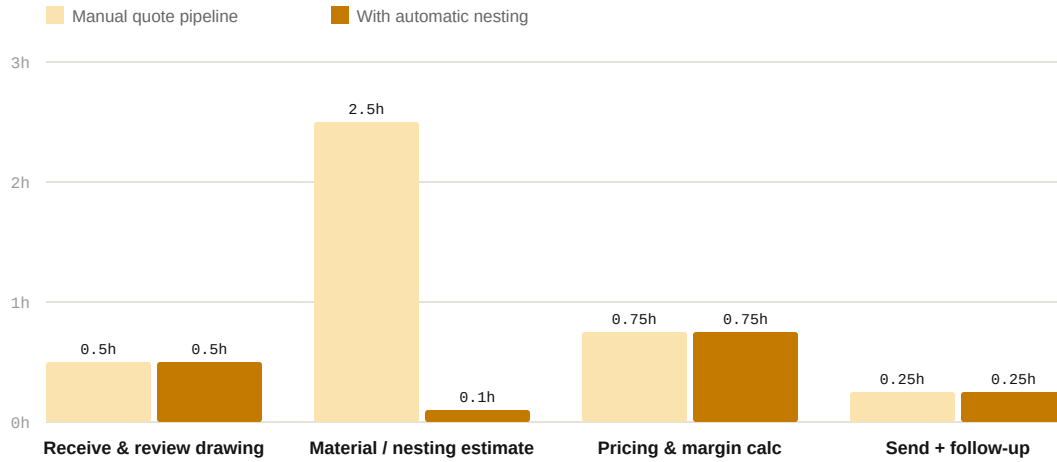
TYPICAL WIN RATE: SAME-DAY
QUOTE VS 4+ DAY QUOTE

\$499K_{lyr}

EXTRA REVENUE POTENTIAL AT
HIGH-VOLUME QUOTE COUNT

Hours per RFQ, stage by stage

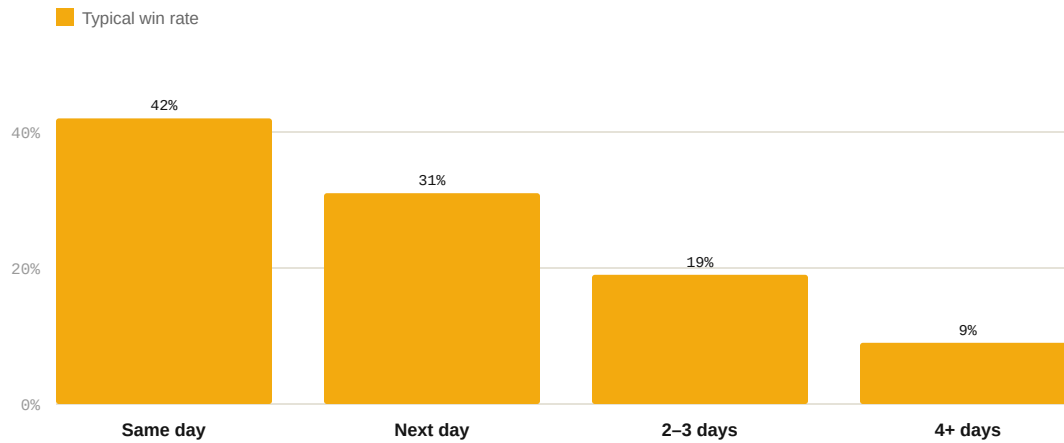
Four stages, one real quote. Three of them barely change with the tooling — the material/nesting estimate is where a confident price either shows up in minutes or eats the rest of the day.



Total pipeline: about 4 hours manual, about 1.6 hours with an automatic estimate — the difference is almost entirely one stage, not the whole process.

Win rate by quote turnaround time

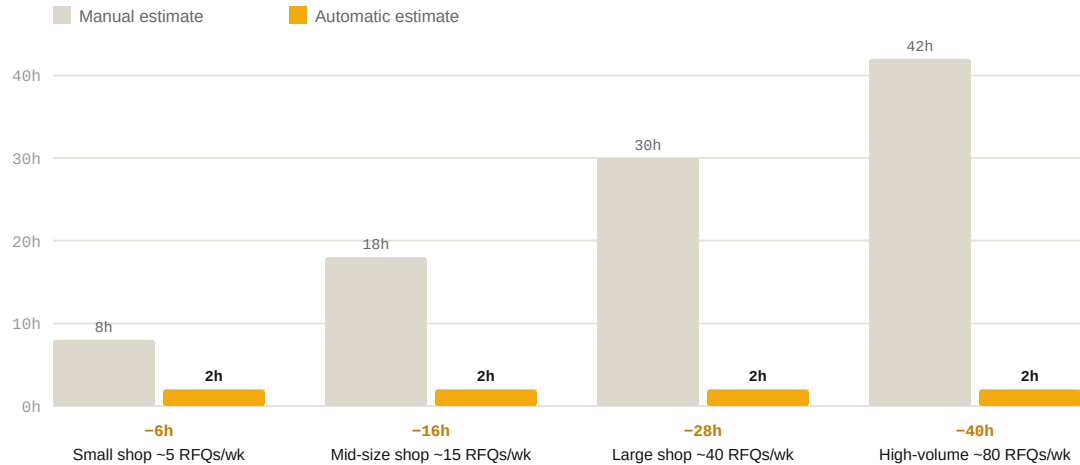
The honest pattern, not a promise: in job-shop RFQ environments, being one of the first quotes back consistently correlates with a meaningfully higher chance of winning the job — buyers move on once they have enough quotes in hand.



This isn't about being cheaper. It's about being in the room before the decision gets made without you.

Quote turnaround time, by RFQ volume

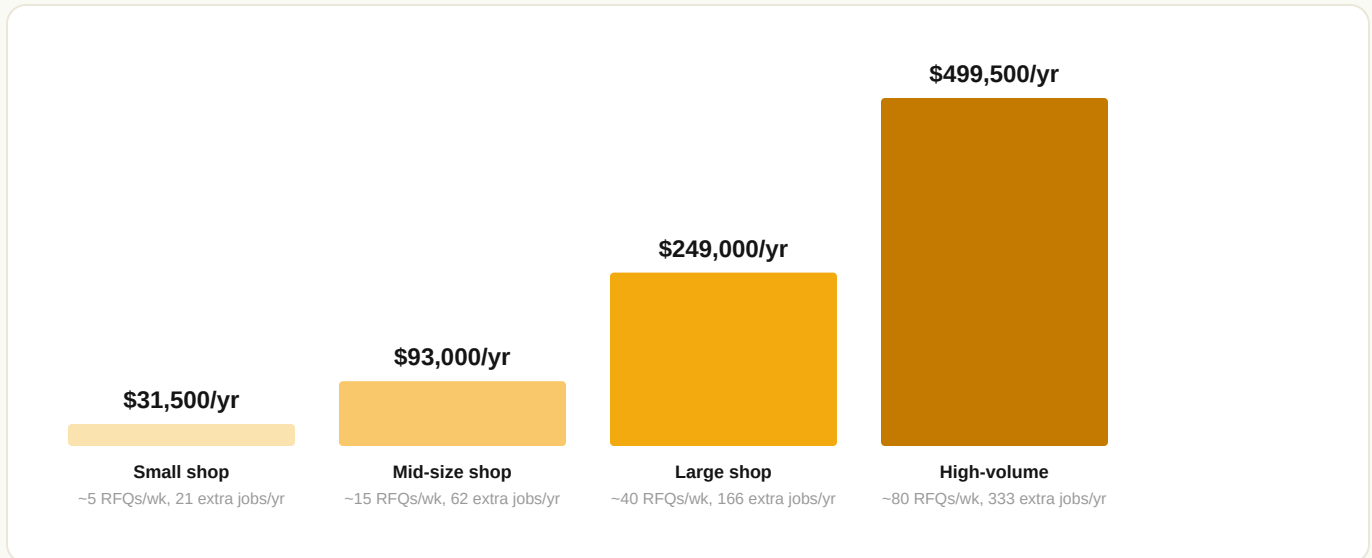
A one-off rush quote can always get bumped to the front. The real damage shows up under normal load: as RFQ volume grows, a manual material/nesting estimate backs up behind everything else already on the estimator's desk. An automatic estimate doesn't care how many RFQs are already in the queue.



Same-day response is achievable at any size when the estimate itself takes minutes instead of hours — it's the queue behind it that determines whether that's actually true.

Extra revenue from a faster quote turnaround, by RFQ volume

An illustrative, conservative +8 percentage point win-rate lift from consistently faster response, applied to RFQ volume at an average job value of \$1,500. This is revenue, not cost savings — it stacks on top of any material or labor savings, it doesn't replace them.



The lever isn't discounting to win more jobs. It's simply not being the quote that arrived after the decision was already made.



YOUR NUMBER, NOT THE BENCHMARK'S

How long does your last quote actually take?

Everything above is a general benchmark. Your real number depends on your process, your team, and how often the material estimate is what you're waiting on — the only way to know it is to time your own quote.

Same day	You're already fast. The bottleneck, if there is one, is probably pricing or follow-up, not the estimate.
Next day	A material/nesting estimate is likely adding hours you don't need to spend. Check page 2.
2–3 days	You're probably losing winnable jobs to whoever answered first — not on price, on timing.
4+ days	The RFQ is often decided before your quote arrives. This is the biggest opportunity on this page.

Upload a real job to Lapas and get a true-shape nest — and a real material number to quote from — in under a minute. Free, 5 projects a month, no card required.

Quote your next job faster — lapas.io

Figures are illustrative benchmarks based on typical job-shop RFQ dynamics, an \$1,500 average job value, and a conservative estimated win-rate lift from faster response — not a specific named study. Your actual win rate depends on price, capacity, relationship, and dozens of other factors beyond response time.