YES
Yacht Estimating Software

DATA NED CONSULTING

Making quotes comparable — on your own cost structure.

YES reads the RFQ and your suppliers' quotes, places every line on your own cost breakdown and shows at once what is missing, what deviates and what is not comparable. Made for shipyards, refit yards and estimators in yacht building.



1 → n
one quote line split over several chapters

Learning
every confirmed match becomes a fixed rule

Whole chain
suppliers down to subcontractors in one portal

On-prem
or in an EU cloud; your data stays yours

THE CHALLENGE

Suppliers use their own chapters, bundle items, exclude parts or offer alternatives. Estimators retype lines in Excel to get them side by side. That costs days per tender, and what is missing often only surfaces after the award, as extra work.

OUR APPROACH

An RFQ for a new build or refit quickly brings in dozens of quotes, each with its own layout, units and exclusions. YES makes them comparable on your cost structure, flags what is missing and remembers every choice you make.

FOR WHOM

Shipyards, refit yards, design and engineering offices and estimating departments that receive dozens of quotes per project, each in its own layout. And their suppliers, who submit their quote, questions and revisions through their own portal.

WHAT YES DOES

From a stack of documents to one comparison

Read in the RFQ
YES parses the RFQ into chapters and lines, even without a predefined template. New versions of the RFQ are tracked.

Parse quotes
Suppliers upload their PDF quote. YES extracts lines, amounts and currency and links them to the RFQ.

Your own cost breakdown
Every line lands on your cost structure. One line may be split over several chapters.

Learning matcher
When you confirm a match, it becomes a rule. Every tender makes the next one faster and more accurate.

Gaps and deviations
Missing chapters, exclusions and technical deviations are flagged, with room for an explanation.

Supplier portal
Invitations, questions and clarifications, deadlines and revision requests in one environment, deep into the chain.

HOW IT WORKS

1 Read and structure the RFQ
Upload the RFQ. YES recognises chapters and lines and maps them onto your cost breakdown. Doubtful cases come straight back to you for confirmation.

2 Invite suppliers
Invite suppliers through the portal. They can in turn invite subcontractors; questions, clarifications and deadlines run through the same channel.

3 Receive and match quotes
Submitted PDF quotes are parsed and matched line by line to the RFQ and your cost structure.

4 Compare and decide
See all quotes per chapter side by side, next to your own internal estimate. Gaps, exclusions and deviations are flagged.

WHAT IT DELIVERS

- ✓ Quotes side by side in minutes, instead of days of retyping
- ✓ Gaps and exclusions visible before negotiation
- ✓ One version of the truth for the whole project team
- ✓ Estimating knowledge captured in the system, not in one person's head

> **“The lowest quote is only the lowest if everything is in it. YES shows what is in it — and what is not.”**

◆ **Sector taxonomy for yacht building** ◆ **One line over several chapters** ◆ **A matcher that learns from your choices** ◆ **Self-hosted, within the EU**

See YES on your own quotes?

A demo on your own anonymised RFQ with two or three quotes shows in one hour what YES delivers.

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