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Libra Industries Achieves Faster, More Efficient Quoting with CalcuQuote Partnership

DAYTON, OH — January 2025 — Libra Industries, a privately-held systems integration and electronics manufacturing services (EMS) provider, celebrates nearly a decade of success using [CalcuQuote](#) to streamline its quoting process, enhance efficiency, and grow its business. By leveraging CalcuQuote's advanced capabilities, Libra Industries has significantly reduced quote turnaround times, helping secure critical contracts, including with major military-aerospace customers.

Since adopting CalcuQuote nine years ago, Libra Industries has integrated the platform across multiple areas, empowering both estimators and buyers to process quotes quickly and accurately. The company can now handle a significant volume of assembly-level quotes much faster than competitors, some of whom take up to five days to provide quotes due to the lack of advanced functionality.

"Our ability to provide fast and accurate quotes has been a game-changer," said Monica Wallace, Supply Chain Supervisor at Libra Industries. "CalcuQuote has not only shortened our quoting cycle by 3.5 business days on average compared to other systems but has also enabled us to increase quote volume without expanding our team."

The partnership with CalcuQuote—now celebrating its 10th year in business—has grown stronger over time as both companies have evolved together. CalcuQuote has expanded its customer base to nearly 350, while Libra Industries has more than doubled in size. A standout achievement from this collaboration is Libra's ability to deliver 45 completed quotes within just seven business days, securing a large portion of the bids and winning a major military-aerospace customer.

"The functionalities within Calcuquote have significantly enhanced our ability to provide timely quotes, ensuring that we can deliver detailed information to our customers and effectively meet their needs, added Wallace. "Their innovative tools make a real impact by closing gaps in material management, helping us deliver immediate ROI to our customers."



Monica Wallace, Libra Industries



CalcuQuote's platform provides valuable features that have been instrumental in Libra's success. The API integration enables seamless insertion of costs to ensure competitive RFQ pricing. The attrition management tool helps account for potential loss during production, ensuring accurate quotes. Filtering capabilities allow Libra to tailor results based on customer-specific requests such as pricing and availability, while part cross-referencing eliminates the need for manual research.

In one instance, Libra needed to provide quotes for 20 assemblies within three weeks. CalcuQuote's ability to quote multiple quantities, calculate costs and attrition, and access real-time distributor inventory ensured a quick, accurate response that met the customer's timeline.

Through its partnership with CalcuQuote, Libra Industries can process quotes in hours instead of days, driving faster decision-making, superior customer service, and increased competitiveness. This efficiency enables Libra to manage growing quote volumes while continuing to deliver exceptional value and operational excellence.

Libra Industries continues to invest in providing customized manufacturing solutions to meet complex product requirements. With a wide range of capabilities, Libra offers one of the most skilled manufacturing teams in the industry. For more information about Libra Industries, visit www.libraindustries.com.

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About Libra Industries

Libra Industries is a leading provider of Systems Integration & Electronic Manufacturing Services (EMS), serving OEMs with complex or technologically sophisticated manufacturing requirements in a broad range of industries including Medical, Mil/Aerospace, Industrial, Semiconductor, Robotics and Communications. Nine world-class manufacturing facilities allow Libra Industries to provide customers with manufacturing flexibility including complete system build, module and subassembly production, as well as simple to complex PC board assembly. With an ongoing commitment to investment in people, quality systems, and the latest manufacturing equipment and processes, Libra Industries is committed to managing their clients' products from initial design and prototype to full production; assisting their clients in their efforts to improve time to market, reduce total systems cost, and increase quality.

About CalcuQuote

CalcuQuote provides software solutions that optimize supply chain operations across sourcing, purchasing, quoting, and supplier collaboration, serving as a strategic partner to EMS companies, OEMs, and component suppliers. The CQ platform offers access to real-time supply data and seamless API integrations, ensuring end-to-end management that significantly improves the speed, accuracy, and efficiency of supply chain processes. Founded in 2014,

CalcuQuote is now part of the Elisa Group and serves hundreds of companies worldwide. Committed to reinventing the supply chain, CalcuQuote has established its platform as an indispensable system for the future of the electronics industry. For more information, visit www.calcuquote.com.