

GENERATIVE AI

ACCELERATOR



# Manufacturing Quote Agent

Quotes priced from the catalogue, discounts checked against policy, and approval routed before anything reaches the customer.



## PURPOSE

Turns a seller's plain-language request into a compliant quote — real SKUs, volume tiers, validated discounts, a customer-ready Word proposal and an Excel workbook with live formulas.

## PROBLEM

Quoting lives in spreadsheets and inboxes. Sellers don't reliably know the current catalogue, tier multipliers, family discount caps or who signs off — so a confident wrong price goes out and approval gets skipped.

## IMPACT

Every price cites the rule and row that produced it. A discount above the seller's authority is named, banded and routed — the agent drafts the approval, never grants one, and never emails without an explicit yes.

## PLATFORM

Copilot Studio agent · six skills · six policy documents as knowledge · Office 365 Outlook · Word and Excel generation

## CAPABILITIES

Catalogue Pricing

Volume Tier Logic

Discount Validation

Approval Routing

Word Proposals

Live Excel Workbooks

## INDUSTRIES

Manufacturing

Industrial Equipment

Wholesale &amp; Distribution

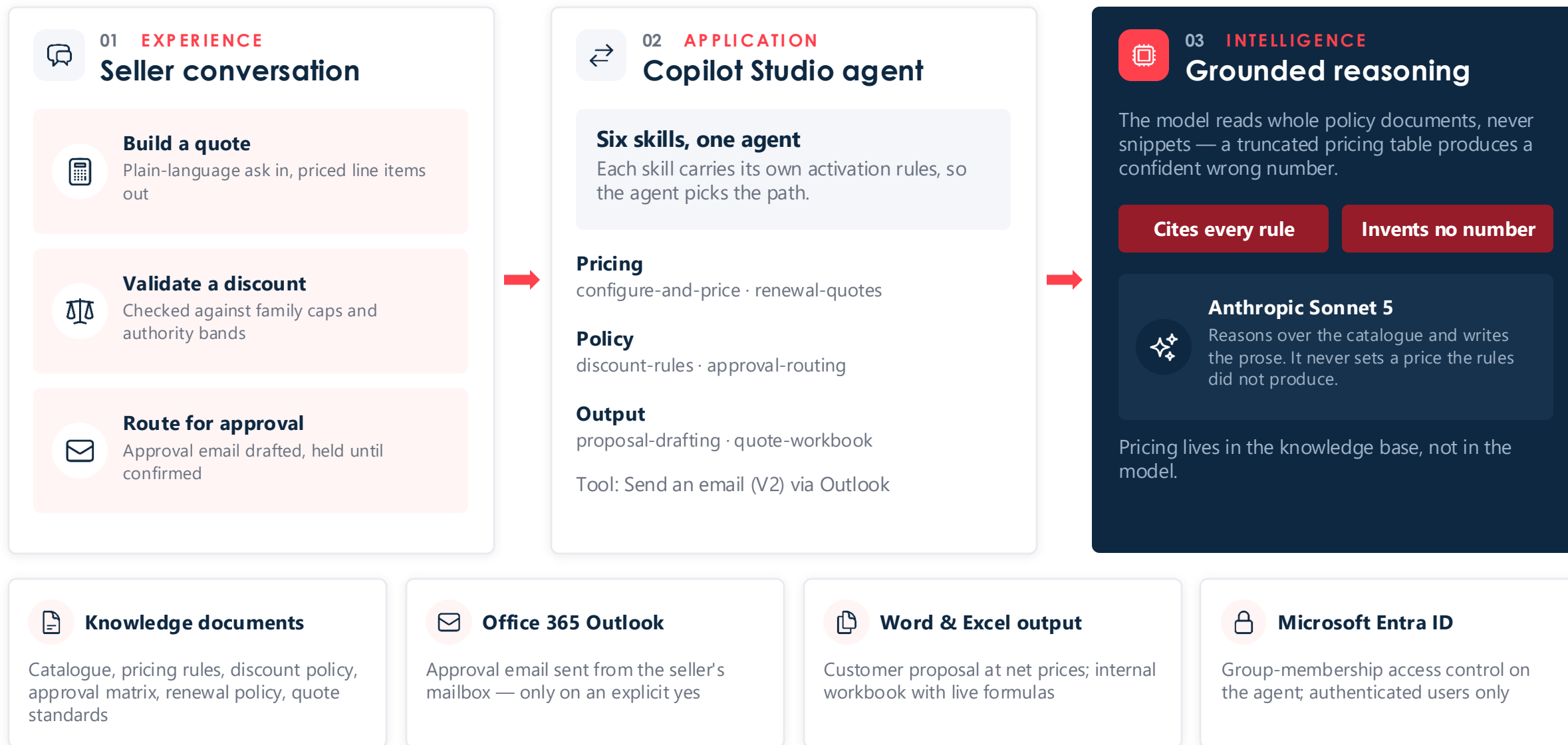
Energy &amp; Utilities

Construction

Automotive

© 2026 PS Hummingbird. All rights reserved.

# Solution architecture



# Investment & running costs

PLATFORM RUN COST

## Estimated monthly cost

GitHub Copilot harness — metered, outside the message entitlement

|                                                                                        |                 |
|----------------------------------------------------------------------------------------|-----------------|
| <b>Agent runtime — GitHub harness</b><br>Billed per run, not by Copilot Studio message | <b>Metered</b>  |
| <b>Model usage — Anthropic Sonnet 5</b><br>Reads whole catalogue and policy documents  | <b>Metered</b>  |
| <b>Email &amp; identity</b><br>Office 365 Outlook connector · Microsoft Entra ID       | <b>Included</b> |
| <b>Document generation</b><br>Word proposal and Excel workbook, in-session             | <b>Included</b> |

|                                  |                        |
|----------------------------------|------------------------|
| <b>Incremental platform cost</b> | <b>Metered runtime</b> |
|----------------------------------|------------------------|

BUILD INVESTMENT

## Estimated investment to build

**\$35,000 – \$60,000**

AUD, indicative — rough order of magnitude

|                                                 |                  |
|-------------------------------------------------|------------------|
| <b>Phase 0 — Discovery &amp; policy capture</b> | <b>\$6K–10K</b>  |
| <b>Core build — six skills, knowledge base</b>  | <b>\$20K–35K</b> |
| <b>Integration, security, QA &amp; handover</b> | <b>\$9K–15K</b>  |

Rough order of magnitude. The metered harness makes run cost volume-driven — size it against quote throughput in Phase 0.

Assumptions: the customer already holds Microsoft 365 and Power Platform licensing, and the product catalogue, pricing rules, discount policy and approval matrix exist in a usable form. The GitHub Copilot harness is metered per run and is NOT covered by Copilot Studio message entitlements — runtime and model usage are budgeted separately and sized against quote volume during Phase 0.