boltwise

CUSTOMER STORY

Speed to Revenue: How Candor Went From Weeks-Long Quotes to Turnaround in Days

With Boltwise's AI matching each line to Candor's catalog in seconds, large quotes that took a couple of weeks now go out in days, sometimes within the hour.

QUOTE TURNAROUND

~~A couple of weeks~~

Days

On large requests, sometimes within the hour

REVIEW TIME PER LINE

~~Several minutes~~

~30 sec

Check the match, then move on

LINES MATCHED

~~Every line by hand~~

70%

Of a recent 3,000-line bid

The challenge

Candor competes for the same large bids as much bigger distributors, without their sourcing departments. Requests of 100 to 1,000+ lines arrive as PDFs or spreadsheets, and every line had to be matched to Candor's catalog by hand. A large bid meant telling the customer to wait a couple of weeks.

What changed

- **Boltwise's AI does the matching,** using Candor's cross-references and catalog, so the team starts from proposed matches.
- **The team keeps the final say,** about 30 seconds of review per line.
- **Every correction makes it smarter.** Fixes are saved as cross-references, so repeat part numbers match instantly.

The results

The saved hours go to customers: reviewing KPIs with them and visiting in person. And when a fast-growing customer asked how Candor was investing in AI, Candor had a concrete answer.

> **"If we have some tools that are pretty slick in our toolbox, then we can certainly play like the big boys."**



Jesse Alfrey
Business Development Manager, Candor Industrial Supply

About Candor

Founded	2019
Headquarters	Upland, California
Serves	Industrial, construction & MRO
Markets	SoCal, Phoenix, Dallas–Fort Worth, Mid-Georgia
ERP	The Business Edge (TBE)

What would faster quotes unlock for your team?

Book a demo: getboltwise.com/demo