

Subject: Thought this might be useful for estimating

Hi [Name],

I wanted to introduce you to someone in my network who recently built a really interesting estimating system for a metal fabrication company.

Their quotes are quite complex, and they had been looking at estimating software that would have cost **approximately \$10,000 per month**. Instead, they had a custom Excel tool built specifically around how they already do their estimates.

From what I understand, the results have been pretty impressive:

- Avoiding roughly **\$10,000/month in software costs**
- Estimates expected to take **about one-third of the time**
- The system is structured so a **junior estimator can handle much of the work**
- More consistency and accuracy in complex quotes

I thought of you because I know estimating can get pretty involved in the commercial/industrial space.

Her name is **Stefanie Carroll**, and she runs [Excelerates Spreadsheet Solutions](#). She specializes in building custom tools that automate quoting, reporting, and operational processes.

If you're interested, I'd be happy to connect you two.

Sincerely,

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