



Ballpark quotation tool

Turin

20-10-2025

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BALLPARK QUOTATION PROJECT



Description

Background

Before approving a new program, the Customer submits a Product Request (PR) to obtain an estimate of the R&D effort required for development. This estimate helps the Customer assess the Business Case and Return on Investment (ROI) of the proposed program. The IVECO Customer Manager is responsible for providing a quick preliminary ballpark estimation to respond to the PR and support the Customer's evaluation process.

Project Objective

The goal is to develop an AI-based tool capable of generating preliminary ballpark estimations using historical data.

Proposed Data Structure:

- A database of past Product Requests received from the Customer.
- A database of past Offers related to those PRs, including a breakdown of R&D effort by Function and a list of activities linked to each request/offer.

The Customer Manager will review and refine the AI-generated output in collaboration with Function Owners before sharing it with the Customer, ensuring the result is accurate and clearly presented.

Process

1. The Customer submits a draft Product Request in Excel format to the Customer Manager.
2. The Customer Manager organizes a review meeting with Function Owners to assess the required effort.
3. The Customer receives the estimation and decides whether to approve or revise the Product Request.

Product request

	PRODUCT REQUEST	PR 22188 Rev A
Title:	CVT implementation on WL23 and WL26	Product Request
Platform:	WL	Plant: PLANT LE
Engine:	ISCR	Tier: STAGE V
Vehicle Model:	WL23-26	
Description:	WL23 & WL26 with ePower CVT supplied by SUPPLIER2 to be built in PLANT LE as Stage V for EU and NA market	
Program drives additional volume		
CVT will be remote mounted from engine with driveshift connection to engine.		
Hydraulic changes (larger pump, etc) will also be required due to engine rpm to be lower with CVT, targeted at between 1400pm to 1600pm		
EP90477 rev 4 attached to show repeated engine performance but requirements potentially could change during development (Rated Power & Speed TBD)		
EU and EPA certification might be required due to potential torque curve changes vs current production		
See table included in EP90477 titled: "Sg V WLCVT CVT WL23 Curves" and "Sg V WLCVT CVT WL26 Curves"		
Both CVT and 4 speed transmissions will be available for production. New engine PN's might be required for CVT. Preferred that new engine PN's required for CVT will cover both CVT and 4 speed transmission installations (total 2 new engine PN's).		
Motivation:	Our competitiveness in WL23-WL26 WL range working on the fuel efficiency, maintaining same current leader performance	
The CVT installed on Stage V WL23 and WL26 will reduce fuel consumption rate by 20% compared to current 4 speed transmission		



Ballpark estimation

Function	Functionality Description	Priority	Impact	Effort	Cost	Risk	Lead Time	Completion Date
System Requirements	System requirements definition and validation	High	Medium	100	1000	Low	4 weeks	2025-01-15
Design Engineering	Architectural design and detailed engineering	Medium	Medium	80	800	Medium	6 weeks	2025-02-15
Prototyping	Prototyping and validation of key components	Medium	Medium	60	600	Medium	4 weeks	2025-03-15
Tooling Development	Tooling development and validation	Medium	Medium	50	500	Medium	3 weeks	2025-04-15
Manufacturing Setup	Setup of manufacturing facilities and equipment	Medium	Medium	70	700	Medium	5 weeks	2025-05-15
Initial Production	Initial production ramp-up and quality control	Medium	Medium	90	900	Medium	4 weeks	2025-06-15
Quality Assurance	Quality assurance and testing throughout the process	Medium	Medium	80	800	Medium	8 weeks	2025-07-15
Logistics Planning	Logistics planning and supply chain management	Medium	Medium	60	600	Medium	3 weeks	2025-08-15
Final Assembly	Final assembly of the vehicle	Medium	Medium	100	1000	Medium	2 weeks	2025-09-15
Testing and Validation	Comprehensive testing and validation of the final product	High	High	120	1200	Medium	4 weeks	2025-10-15
Delivery	Delivery of the final product to the customer	Medium	Medium	50	500	Medium	1 week	2025-11-15
Service Plan Approval	Approval of the service plan and post-delivery support	Medium	Medium	40	400	Medium	1 week	2025-12-15
Total Effort				800	8000			

Additional info & features

- **Why the project is conducted?** Develop a data-driven AI solution able to propose ballpark not-binding quotation in order to reducing response time, improving accuracy and consistency across offers with a standardized approach for ballpark creation across Functions
- **Who are the stakeholders?** Business Unit Customer Management
- **Is there any dataset?** It is currently being created manually in Excel
- **What are the main tasks that the project should be able to perform?** The project should be able to implement an automated process with a mix of:
 - Generative AI capabilities: text recognition for extracting data from an Excel file in order to populate a database
 - Database need to be Designed
 - ML for Synthetic data creation: Given that the database is currently being created manually on excel (10/20 cases) and therefore may not contain the necessary amount of data
 - ML techniques for prediction: use budget quotes for previous projects to determine the R&D cost breakdown (by function) cost estimates for new ones based on the content (text) of the product requests

Mentoring

Given the project relevance, you will be supported and guided by:



Alberto Frandino
alberto.frandino@ivecogroup.com

PWT Product & Customer Manager (Request Owner)

My main task is to support the program development of off-road machines from Early-stage to OK-to-Sell, as main interface and cross-function coordinator between the Customer and IVECO's platform core development team.



Marco Barbero
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IT COE AI&Data – Machine Learning

I oversee and monitor the implementation of artificial intelligence projects within the company. My main task is to directly supervise the development of machine learning solutions, but I also provide support for generative projects with the rest of the IVECO AI team.

Based on our commitments, we are available for an average of about two hours per week for mentoring, if necessary.

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