



## Ballpark quotation tool

Turin

20-10-2025

- **Project description**
- **Additional info & features**
- **Mentoring**

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## 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](mailto: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

[marco.barbero@ivecogroup.com](mailto:marco.barbero@ivecogroup.com)

### **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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