



Your RFQ process. Fully automated.

Ship chandlers who respond first win the order. Tidal reads your incoming RFQs, matches every item to your catalog, applies your margins, and returns a professional quote — in under 30 minutes. No spreadsheets. No data entry. No missed margins.

tidal.supply · Sarah@tidal.supply · Built by Agility

847

items quoted in a single 30-min session

90%+

of line items handled automatically

Today's Agenda



01

Why Tidal

The problem, the market gap, and five reasons chandlers choose Tidal

02

What Makes Tidal Different

AI-native from day one · live in one week · published transparent pricing

03

Product Tour

A real RFQ through the full Tidal workflow, end to end

04

Platform Features

All nine capabilities — fully integrated, no additional tools required

05

Proof

Live results from United Ship Chandlers · Trinidad & Tobago

06

Pricing & ROI

Three plans · annual savings · personalised ROI calculator

05

Implementation Timeline

From sign-up to first automated quote — day by day, what happens

08

Support, SLAs & Partners

Response commitments · escalation path · partner programme

09

Demo Experience & Q&A

How we run your demo · your personalised ROI model · next steps

Manual quoting is costing you business.

While your team builds that spreadsheet, a faster chandler has already sent the quote.

- 1 Large RFQs take 2–3 days**
Hundreds of line items, manually looked up, priced and formatted. One wrong margin and the job costs you money.
- 2 Errors are inevitable**
Re-entering data from email into spreadsheets introduces mistakes — wrong quantities, wrong IMPA codes, wrong units. Every error is a risk.
- 3 Speed determines who wins**
Shipping companies request quotes from multiple chandlers simultaneously. The first professional, accurate quote wins. Every time. Manual workflows cannot compete.
- 4 Can't grow without more staff**
Every new client means more manual work. Scaling means hiring and training more people costs compound faster than revenue.
- 5 No visibility across the operation**
Management has no real-time view of order status, outstanding quotes, or team workload. Everything lives in email inboxes.

RFQ TURNAROUND — BEFORE AND AFTER TIDAL

Large RFQ — manual Excel	2–3 days
Medium RFQ — manual	4–6 hrs
Large RFQ — with Tidal	< 30 min
847-item RFQ — Tidal	30 min

From days to under 30 minutes — on your real RFQs.

What a real RFQ looks like end-to-end.

Every RFQ that arrives is read, processed, and returned as a complete margin-protected quote — with no manual intervention required.

- 1

RFQ Email Arrives

A vessel or client sends an RFQ with hundreds of line items. Tidal reads it the moment it arrives — any format, any layout. Email, Excel, PDF, CSV.
- 2

AI Parses Every Item

Every item, quantity and specification extracted automatically — IMPA and ISSA codes identified. Even from inconsistent or messy formats, no clean-up needed.
- 3

Matched & Priced

Each item matched to your catalog, vendor prices pulled, your per-category margin rules applied. Zero human intervention. 90%+ handled automatically.
- 4

Quote Sent in < 30 min

Professional, branded quotation lands in your client's inbox. Your team reviews unmatched items only — typically under 10% of line items.
- 5

Order Tracked — Kanban

Every order moves from Quote Sent → Quote Accepted → In Preparation → Out for Delivery → Delivered. Whole team sees live status. Clients can see their own orders.

INBOX · VESSEL REQUEST

RFQ — 847 items

Provisions · Bonded · Technical · Cabin

⚡ Parsed 847 items in 28 seconds

✓ 763 items auto-matched & priced (90.1%)

■ 84 items flagged for team review (9.9%)

Quote ready to send · Total time: 30 min

ORDER KANBAN

Quote Sent

Accepted

In Prep

Delivered



Built specifically for ship chandlers. Nothing else.

Most software is generic ERP adapted for chandlery, or purpose-built tools requiring months of setup and an IT team. Tidal was designed from scratch for one thing.

01

AI-native from day one

Not a legacy system with AI bolted on — every part of the quoting workflow was designed to be automated, not just assisted.

Parse time
< 60 sec

Any RFQ email read & extracted

Auto-match rate
90%+

Line items without human input

Quote time
< 30 min

Email to quote, end-to-end

Margin errors
Zero

Rules locked in, applied every time

02

Live in one week, not six months

Other platforms require significant setup projects and an IT team. Tidal is configured in a 30-minute onboarding call and live within 7 days.

Setup time
30 min

One onboarding call, we handle it

IT team required
None

No servers, no project managers

Implementation fee
Included

In every plan — no extra charge

First quote
Day 7

Most clients auto-quote in one week

PURPOSE-BUILT FOR CHANDLERY

TRANSPARENT PUBLISHED PRICING

PROVEN AT A LIVE OPERATION

ROI IN MONTH ONE

SUPPORT FROM THE PEOPLE WHO BUILT IT



Everything your operation needs.



AI Email Parsing

Reads every incoming RFQ automatically — email body, PDF, Excel attachments in any format. No manual copy-paste or reformatting.



IMPA & ISSA Matching

Full 50,000-code reference catalog built in. Items matched by IMPA code, ISSA code, name, or description automatically.



Automated Quote Generation

Professional, branded quotations in minutes. Your logo, letterhead, pricing, and format — applied automatically every time.



Margin-Safe Pricing

Per-category markup rules applied to every quote, every time. Multi-currency, fixed-price items, zero margin errors since go-live.



Order Tracking — Kanban

Every order from Quote Sent through to Delivered on one board. Client role users see their own order status in real time.



Inventory Management

Live stock levels, low-stock alerts, expiry tracking for provisions. Never commit to stock you don't have. Adjustments logged for audit.



Vendor Invoice Accuracy

Every supplier invoice automatically checked against your PO. Discrepancies flagged before you pay — protects buying-side margins too.



ShipNet & BASSnet

Native API integration with the two most-used maritime ERPs. Also works as a fully standalone platform — no ERP required.



Multi-Role Access

Admin · Operations · Warehouse · Client — each role sees exactly what they need. Admin access controls margin rules and pricing.

ROI — THE PAYBACK IS IMMEDIATE

The ROI is immediate.



A Chandler processing 100 RFQs at 3 hours each saves more in staff time alone than Tidal costs — before counting the revenue from winning more bids.

Labour cost recovered

100 RFQs/month × 3 hrs × \$15/hr = 300 staff hours ≈ \$4,500 in quoting labour every month. Tidal eliminates 90%+ of that. The platform pays for itself from day one, before the second invoice arrives.

Win more bids

Shipping companies receive quotes from multiple chandlers simultaneously. The first accurate, professional quote wins. When your response time drops from days to minutes, your win rate increases every month.

Scale without hiring

Every new client used to mean more manual work. With Tidal, your team handles the same volume at 10× the capacity. Growth no longer requires proportional headcount growth. Your margins improve at scale.

YOUR PERSONALISED ROI MODEL · EXAMPLE: 60 RFQS/MONTH × 3 HRS × \$15/HR STAFF RATE

Monthly quoting labour cost	Tidal automates 90% of that	Tidal platform cost	Net saving from month one	Annual return on investment
\$2,700	\$2,430	Contact us	Positive	×7.5
60 × 3hrs × \$15/hr	Labour recovered per month	Monthly subscription	From month one — conservative estimate	Based on 12-month horizon





The ROI is immediate.

A Chandler processing 100 RFQs at 3 hours each saves more in staff time alone than Tidal costs — before counting the revenue from winning more bids.



Labour cost recovered

100 RFQs/month × 3 hrs × \$15/hr = 300 staff hours ≈ \$4,500 in quoting labour every month. Tidal eliminates 90%+ of that. The platform pays for itself from day one, before the second invoice arrives.



Win more bids

Shipping companies receive quotes from multiple chandlers simultaneously. The first accurate, professional quote wins. When your response time drops from days to minutes, your win rate increases every month.



Scale without hiring

Every new client used to mean more manual work. With Tidal, your team handles the same volume at 10× the capacity. Growth no longer requires proportional headcount growth. Your margins improve at scale.

YOUR PERSONALISED ROI MODEL · EXAMPLE: 60 RFQS/MONTH × 3 HRS × \$15/HR STAFF RATE

Monthly quoting labour cost
\$2,700
60 × 3hrs × \$15/hr

Tidal automates 90% of that
\$2,430
Labour recovered per month

Tidal platform cost
Contact us
Monthly subscription

Net saving from month one
Positive
From month one — conservative estimate

Annual return on investment
×7.5
Based on 12-month horizon

From sign-up to first automated quote.

Day 1

Setup Call — 30 minutes

- Connect Tidal to your RFQ inbox (forwarding rules or IMAP)
- Import your product catalog (Excel .xlsx or CSV accepted)
- Configure per-category margin rules (provisions, bonded, technical, cabin)
- Apply your quote template, logo and letterhead
- Run a test RFQ through Tidal together — first automated draft generated on the call

Day 3

First Quote Check-in

- Personal check-in from Agility Tech: did your first automated quote go out?
- Unmatched items reviewed and catalog mapping corrected same day
- Team briefed on the quote review workflow
- Any configuration adjustments made immediately

Day 7

Team Training — 30 minutes

- Live session for every person who touches RFQs — recorded for future staff
- Quote review workflow: where drafts appear, how to review, edit, and send
- Handling unmatched items: manual pricing + adding to catalog for future automation
- Order Kanban board: Quote Accepted through to Delivered
- Inventory checks before confirming orders

Month 1+

Active Use & Ongoing Optimisation

- Monthly usage recap email: RFQs automated, items quoted, hours saved
- Match rate improves continuously as team adds unmatched items to catalog (target: 95%+ within 60 days)
- Quarterly business review (Professional): volume, pain points, roadmap
- Feature updates emailed directly — you never discover changes by accident

⚠ CATALOG READINESS: Clients with an existing structured product catalog in Excel (.xlsx) or CSV are typically operational within four to six weeks of engagement commencement. Clients migrating from legacy, paper-based, or unstructured systems should allow additional time for catalog preparation. Our team provides a catalog template and structured guidance to accelerate this phase at no additional charge.

30 minutes. Your numbers. Your RFQ.

No canned scripts. No generic walkthroughs. We use a real RFQ from your operation and build your personalise ROI model live on the call.

5 min

Your operation, your challenges

We ask three questions: How many RFQs per month? How long does a typical large RFQ take? Do you use ShipNet, BASSnet, or another system? Your answers shape the entire demo.

15 min

Live demo on your actual data

We run a real RFQ through Tidal — ideally one you forward beforehand. AI email parsing, IMPA/ISSA matching, margin rules applied, complete quote generated. Unmatched items flagged. You see it all in real time.

8 min

Your personalised ROI model

We take your numbers — RFQs per month, hours per quote, team size — and build a live ROI calculation on screen.
Example: $60 \text{ RFQs} \times 3 \text{ hrs} \times \$15/\text{hr} = \$2,700/\text{month saved}$. Minus \$1,499 plan = \$931 net saving from month one.

2 min

Questions & next steps

Open floor. If you want to proceed, we agree a start date and you're live within one week. If you need more time, we send a written summary of everything covered same day. No hard sell. Ever.

BRING (OPTIONAL):

- A recent RFQ email (any format)
- Your RFQ volume per month & hours per quote
- Store categories (provisions, bonded, technical, cabin)
- Your ERP or systems (ShipNet, BASSnet, or other)

WE ALWAYS BRING:

- A working demo environment with real RFQ processing
- A live ROI calculator built around your numbers
- A clear setup plan if you want to proceed
- Honest answers — if Tidal isn't right for you, we'll say so

Coded RFQs, matched instantly.

Standard 6-digit marine item codes resolved straight to your catalog and price — no manual lookup, ever.

- 

Full Code Reference Built In
Complete marine item-code catalogue, always current — code, description, unit of measure and image in one lookup.
- 

Auto-Match to Your Catalog
Every coded line resolved to your SKU and price in seconds; unmatched codes flagged for a one-time mapping.
- 

Accuracy At Scale
Same code, same product — every chandler quotes the identical spec, so pricing stays comparable.
- 

Procurement-Network Ready
Opens the door to code-based e-procurement networks — one matching engine, every coded source.

6 digit Standard marine code format	Seconds To match hundreds of coded lines
Zero Manual code lookups required	1 Matching engine, every coded source

Connected to every network you already use.

Native connections to the procurement networks and back-office systems that already run your business.

ShipServ (TradeNet)

MESPAS

BASSnet & ShipNet

ERPNext & NetSuite

Dynamics 365

SAP Business One & Odoo



One adapter framework new networks and ERPs connect without disrupting the core workflow.

One stock pool. Every vessel. No guesswork.

Inventory that moves with the fleet allocate, break cases, and transfer between ships without losing track.

- 1 Case-Breaking Across Ships**
Split a single case across multiple vessels. Main-store and pantry stock tracked separately, with every allocation traceable back to source.
- 2 Inter-Vessel Transfer**
Move stock ship-to-ship when a vessel changes. No re-entry, no lost quantity between transfers — every movement logged.
- 3 Live Stock Allocation**
Real-time visibility into what's allocated to each vessel. One view across main-store and vessel-level holdings.
- 4 Full Movement Audit Trail**
Every stock movement logged with who, what and when. Adjustments and overrides fully traceable — built for audit-ready control.

FLEET STOCK — LIVE ALLOCATION

MV Coral Star	42 cases
---------------	----------

MV Northern Light	18 cases
-------------------	----------

MV Pacific Horizon	7 cases
--------------------	---------

⇄ Transfer pending: Coral Star → Pacific Horizon

Total pool: 67 cases · fully allocated, zero double-booked

WHERE WE SHOW OUR STRENGTHS

Pantry stock, on its own ledger.

A dedicated pantry workflow that stays in sync with food delivery partner and your accounts — automatically.

WITHOUT A DEDICATED LEDGER

- × Pantry stock mixed in with main-store inventory
- × Requests and holds tracked on separate spreadsheets
- × Manual re-entry between provisioning tools and accounts
- × Accounting codes lost between pantry and accounts payable

WITH THE TIDAL PANTRY LEDGER

- ✓ **Pantry stock held on its own ledger, separate from main store**
- ✓ **Structured request & hold workflow, no spreadsheets**
- ✓ **Two-way food delivery partner sync stock levels always consistent**
- ✓ **Accounting code carried end-to-end into accounts payable**

Every cost, every delivery, fully reconciled.

Automatic cost-matching and delivery reconciliation so the numbers tie out without manual checking.

Auto Currency & UOM Cost-Matching	Vendor cost auto-converted to the billed unit — per-kg, per-pack, per-case removing manual unit conversion from every invoice.	✓
Partial-Delivery Reconciliation	Delivery slips checked against the client invoice total. Discrepancies flagged before invoicing, not after.	✓
Full Audit Trail On Every Override	Every price or quantity override logged with a reason nothing changes silently on a live document.	✓
Signed & Totalled On Every Page	Grand total carried forward and signature blocks printed on every page documents hold up to multi-page client review.	✓

Built for finance and compliance review every number traceable, every change accountable.

From bank feed to signature on deck.

The last mile of the workflow payments, paperwork and delivery and connected end to end.



Banking & FX

Direct bank-feed and payment-platform connections. Live FX rates applied across every currency.



E-Signature & EDI

Quotes, POs and invoices signed electronically, with EDI-ready document exchange for partners.



Messaging & Comms

Quotes and updates delivered where clients already are, in threads tied to the order record.



Mobile Sign-Off

On-vessel delivery confirmation from a phone, with signed proof of delivery attached instantly.

**Payment, paperwork and delivery
one connected workflow, start to finish.**



Let us explore this together.
THANK YOU !

EMAI
Sarah@tidal.supply

WEBSITE
tidal.supply