CANOPY FESTA

CONNECT | INNOVATE | ELEVATE

2026 · NORTH CAROLINA

SESSION

From Years to Hours

Transforming our quotation process + creating smart technical files

ELBA

OUR AI JOURNEY

From “How?” to “What’s next?”

AT FIRST

We had Claude… but we didn’t know how to apply it to our work.

Some of us used it just as a search engine or a translator.

TODAY

Working with it every day pushes us to keep finding new ways to use it.

Some of us now even have oral conversations with it in English.

CANOPY FEST · NORTH CAROLINA

From Years to Hours

Transforming our quotation process

A pilot built with Claude, by the people who do the work

WHERE WE STARTED

3 years

One IT vendor. Two solutions.
Still no working quoting tool.

flexygo odoo

THEN WE TRIED SOMETHING DIFFERENT

80

hours. 10 days.

Starting in summer 2026

One business user
not a programmer

No advanced AI skills
just a clear idea of the process

Built with Claude
by describing what we needed

DESIGNED FOR OUR COMPLEXITY

A tool that fits the way we quote

Our products are complex to quote.

It’s easy to forget a field, and human errors creep in.

The previous tool was built with limitations: it couldn’t adapt to our cases.

More pleasant design

A clean, modern look the team actually enjoys using.

Intuitive

Guides each step, so no data is left out.

Flexible

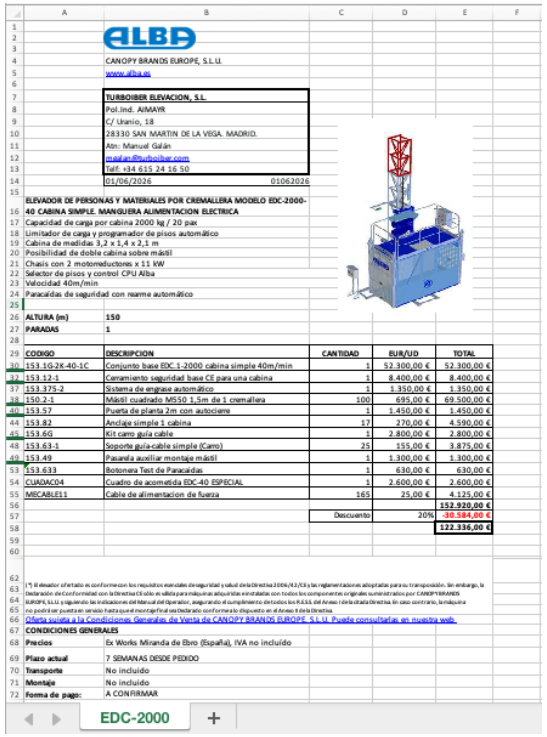
Integrable fields we can add as we need them.

Adapted to our needs

Handles our real quoting scenarios and exceptions.

BEFORE AND NOW

From a spreadsheet to our own quoting tool



CANOPY BRANDS EUROPE, S.L.U.
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01/06/2026 01062026

ELEVADOR DE PERSONAS Y MATERIALES POR CREMALLERA MODELO EDC-2000-40 CABINA SIMPLE, MANGUERA ALIMENTACION ELECTRICA

- Capacidad de carga por cabina 2000 kg / 20 pax
- Limitador de carga y programador de pisos automático
- Cabina de medidas 3,2 x 1,4 x 2,1 m
- Posibilidad de doble cabina sobre mástil
- Chasis con 2 motoreductores x 11 KW
- Selector de pisos y control CPU Alba
- Velocidad 40m/min
- Paracaidas de seguridad con rearme automático

ALTURA (m): 150
PARADAS: 1

CODIGO	DESCRIPCION	CANTIDAD	EUR/UD	TOTAL
153.1G-2K-40-1C	Conjunto base EDC.1-2000 cabina simple 40m/min	1	52.300,00 €	52.300,00 €
153.12-1	Cerramiento seguridad base CE para una cabina	1	8.400,00 €	8.400,00 €
153.375-2	Sistema de engrase automático	1	1.350,00 €	1.350,00 €
150.2-1	Mástil cuadrado M550 1,5m de 1 cremallera	100	695,00 €	69.500,00 €
153.57	Puerta de planta 2m con autocierre	1	1.450,00 €	1.450,00 €
153.82	Anclaje simple 1 cabina	17	270,00 €	4.590,00 €
153.66	Kit carro guía cable	1	2.800,00 €	2.800,00 €
153.63-1	Soporte guía-cable simple (Carro)	25	155,00 €	3.875,00 €
153.49	Pasarela auxiliar montaje mástil	1	1.300,00 €	1.300,00 €
153.633	Botonera Test de Paracaidas	1	630,00 €	630,00 €
CUADAC04	Cuadro de acometida EDC-40 ESPECIAL	1	2.600,00 €	2.600,00 €
MECABLE11	Cable de alimentacion de fuerza	165	25,00 €	4.125,00 €
				152.920,00 €
		Descuento	20%	-30.584,00 €
				122.336,00 €

(*) El elevador ofertado es conforme con los requisitos esenciales de seguridad y salud de la Directiva 2006/42/CE y las reglamentaciones adoptadas para su transposición. Sin embargo, la Declaración de Conformidad con la Directiva CE sólo es válida para máquinas adquiridas e instaladas con todos los componentes originales suministrados por CANOPY BRANDS EUROPE, S.L.U. y siguiendo las instrucciones del Manual del Operador, asegurando el cumplimiento de todos los R.E.S.S. del Anexo I de la citada Directiva. En caso contrario, la máquina no podrá ser puesta en servicio hasta que el montaje final sea declarado conforme a lo dispuesto en el Anexo II de la Directiva.

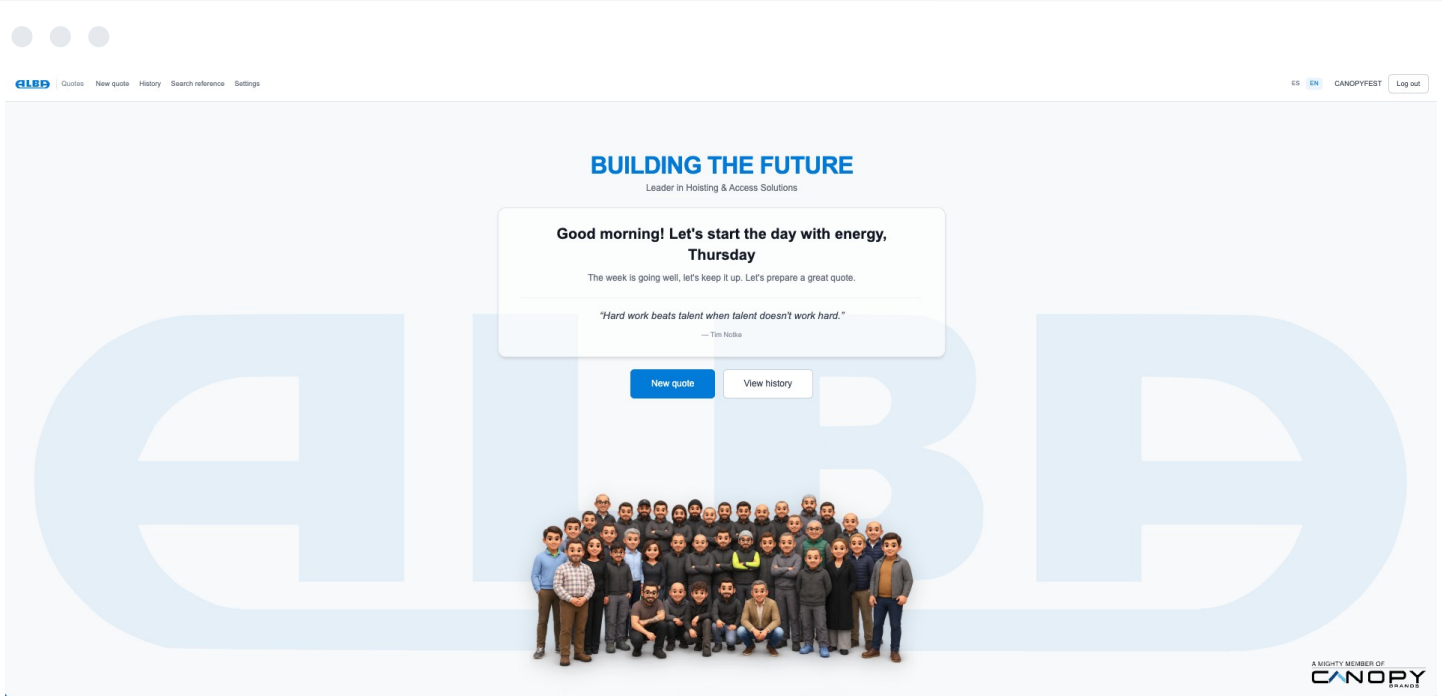
Oferta sujeta a la Condiciones Generales de Venta de CANOPY BRANDS EUROPE, S.L.U. Puede consultarlas en nuestra web.

CONDICIONES GENERALES

- Precios: Ex Works Miranda de Ebro (España), IVA no incluido
- Plazo actual: 7 SEMANAS DESDE PEDIDO
- Transporte: No incluido
- Montaje: No incluido
- Forma de pago: A CONFIRMAR

EDC-2000





BEFORE Quotes built by hand in Excel

NOW **Our own quoting tool, built with Claude**

THE TEAM BEHIND IT

Built by people. Powered by AI.

The builder

Clemente Fernández

An Area Sales Manager without any IA skills, but who knows the quoting process inside out.

The AI specialist

Antonio Sánchez

A colleague who helps with the project — and is here with us today.

Claude

The AI that turned plain-language ideas into a working tool.

REAL-TIME DEMO

One quote.
One minute.







Andrea Buron

Clemente Fernandez

BEFORE VS. NOW

Four reasons this changes the game

	BEFORE	NOW
Faster, no third parties	3 years with an external supplier.	**~80 hours, built in-house.**
Built by its users	Dependence: a supplier had to learn our process.	**Autonomy: built by someone who quotes every day.**
Always improving	Every change went through the supplier — and waited months.	**Changes take hours, not months.**
Connected to our ERP	Data typed in by hand, field by field.	**Data comes straight from BC — Business Central.**

The result: a working pilot, live today.

WHERE IT GOES NEXT

A pilot that grows step by step

1

NOW

Pilot

A small group uses it and we improve it with their feedback.

2

NEXT

Cloud for everyone

Open to every person who creates quotes.

3

THEN

ERP integration (BC)

Fully connected to Business Central.

Already live: some colleagues are already creating and sending real quotes with it.

ENGINEERING DEPARTMENT · 2026

Engineering documents

Technical files and project management, now written and checked with AI

Standard product under regulation and custom client projects

THE CHALLENGE

A lean team, a growing load

WHAT EVERY PROJECT DEMANDS

- **76** pages of product standard
- **31** schematic sheets to trace
- **17** safety functions to verify
- **24** documents under client review

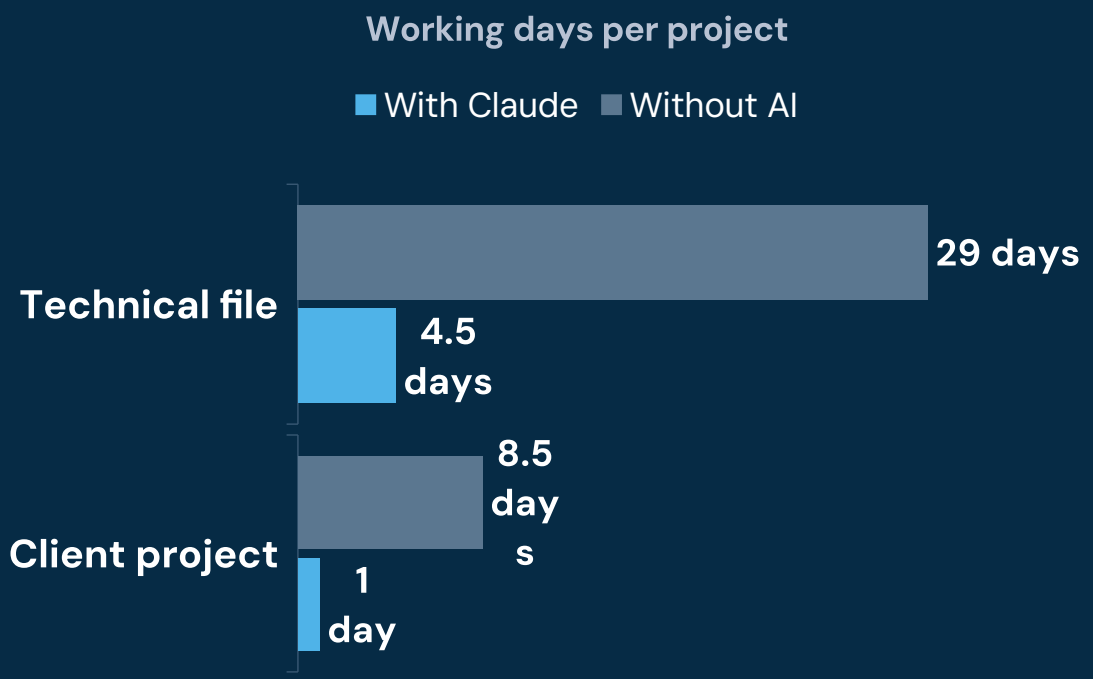
A lean, highly specialised engineering team

Built for expertise and agility — not for volume.

How do we get more out of the talent we already have?

THE ANSWER

Same engineers. Now with Claude.



255 h

engineering hours saved

≈ 32 working days · 85% less time

8-hour working days, estimated by the team on ten real project documents.

Ten real documents: 38 working days → 6.
A lean team, now also able to take on new projects.

THE TEAM BEHIND IT

Built by engineers. Powered by AI.



Engineering lead

Carlos Castrejana

Leads our engineering team — and works with Claude more than anyone.



From years to hours.

Thank you — questions?

BUILDING THE FUTURE

Canopy Fest · North Carolina · 2026