

COMPANY PROFILE

Quotah By Enfrax

An AI-powered operating platform for the contracting supply chain in Saudi Arabia, connecting contractors and suppliers through tendering intelligence, procurement workflows, supplier data, and purchase order readiness.

A commercial intelligence layer for KSA contracting.

Quotah By Enfrax is built for one of the most document-heavy and coordination-heavy industries in the Saudi market: contracting and construction. The platform gives contractors and suppliers a dedicated digital environment where project requirements, supplier capabilities, product data, stock visibility, quotation activity, and procurement decisions can move through one structured workflow.

Quotah is not a simple supplier directory. It is a two-sided operating system supported by specialized AI engines. Contractors use Quotah to upload project packages, study BOQs, match suppliers, manage procurement conversations, compare quotation responses, and prepare purchase orders. Suppliers use Quotah to organize products, classify categories, manage stock information, receive relevant opportunities, and respond with stronger commercial discipline.

Company Focus

Quotah focuses on AI tendering, procurement execution, and supplier operations for Saudi Arabia's contracting ecosystem.

Contractor tendering and procurement system

Supplier stock, product, and opportunity system

AI study, supplier matching, and report generation

Workflow continuity from BOQ to PO readiness

MARKET PROBLEM

The work before a purchase order is still too manual.

In contracting, the real commercial pressure starts before purchasing begins. A contractor may have a BOQ, specifications, drawings, and project requirements, but the team still needs to interpret the scope, identify the right supplier categories, contact suitable suppliers, compare responses, detect coverage gaps, and prepare a report that management can trust.

This process is usually spread across emails, spreadsheets, phone calls, personal supplier lists, and disconnected internal files. The result is slower tendering, inconsistent supplier comparison, weak traceability, and procurement decisions that often restart from zero after the tendering team has already done the study.

QUOTAH'S ANSWER

Quotah turns the pre-PO journey into a structured AI-assisted path: project intake, scope understanding, supplier matching, tendering report, procurement communication, quotation study, and purchase order readiness.

What Quotah does.

The platform is organized around two main users and three intelligent engines. Each part has a clear operational role in the contracting supply chain.

01

Contractor Tendering

Contractors upload a full project package including BOQ, specifications, drawings, and requirements. Quotah studies the package and prepares supplier matching logic and a tendering report that supports faster review.

02

Contractor Procurement

After tendering, the contractor continues into procurement: supplier chat, quotation collection, AI-assisted comparison, internal review, and purchase order preparation from the same project context.

03

Supplier System

Suppliers manage products, categories, stock, opportunities, and response activity. Supplier AI helps organize the catalog and makes the supplier easier to match with relevant contractor demand.

Two systems connected by intelligence.

Contractors and suppliers do not need the same interface because they do not perform the same work. Quotah separates their operating systems while connecting them through shared project signals, supplier data, AI studies, quotation responses, and procurement actions.

Demand

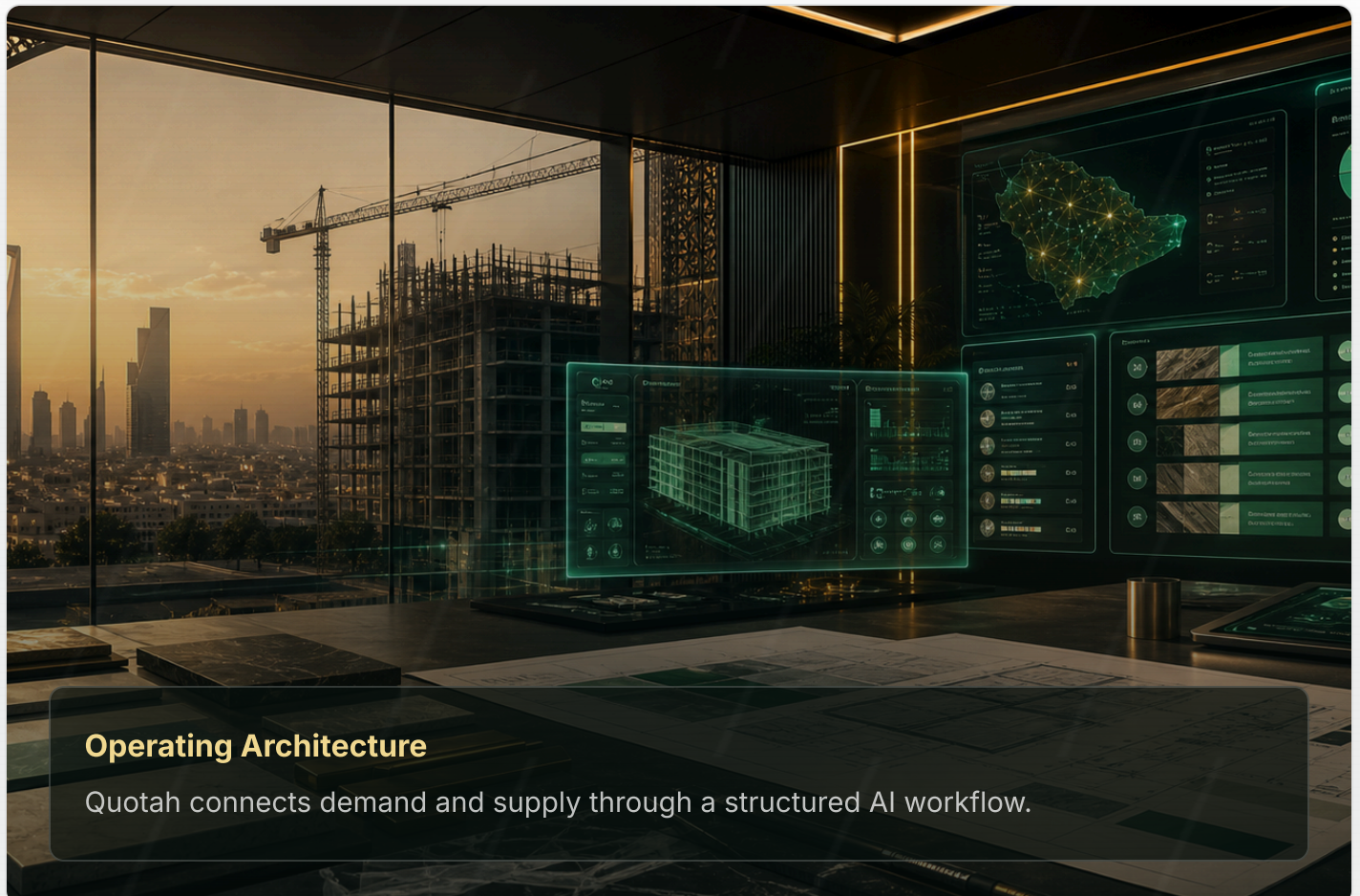
BOQ, scope, specs, drawings, quantities, and procurement need.

Supply

Products, stock, categories, capability, pricing readiness, and response quality.

Decision

Supplier match, tendering report, quote study, risk notes, and PO readiness.



AI engines inside Quotah.

Each AI engine is focused on a specific business problem, so the platform can support the full commercial journey without becoming generic.

Tendering AI

Reads project packages, understands BOQ categories, maps requirements, identifies supplier fit, detects missing coverage, and prepares the logic behind the supplier matching report.

Procurement AI

Supports the contractor after tendering by organizing supplier responses, comparing quotation inputs, preserving project context, and preparing the team for a cleaner purchase order decision.

Supplier AI

Classifies supplier products, organizes categories, improves catalog structure, supports stock visibility, and helps suppliers present their offering in a way contractors can evaluate.

Decision Intelligence

Turns fragmented commercial information into summaries, rankings, notes, gaps, and next actions that executives, procurement teams, and project teams can review with confidence.

Company departments.

Quotah is structured as a platform company with departments aligned to product quality, AI intelligence, market adoption, supplier readiness, and customer success.

DEPARTMENT 01

Product & Platform

Designs the contractor portal, supplier portal, role-based journeys, dashboards, workflows, permissions, and the full digital experience from project intake to procurement output.

DEPARTMENT 02

AI & Data Intelligence

Builds the AI logic for document study, category classification, supplier matching, quotation interpretation, supplier catalog organization, and decision support.

DEPARTMENT 03

Tendering Intelligence

Owns the tendering workflow, BOQ understanding, specification review logic, drawing-related scope signals, report structure, and supplier match quality standards.

DEPARTMENT 04

Procurement Workflow

Manages the path from approved requirement to supplier communication, quotation comparison, internal review, approval readiness, and purchase order preparation.

DEPARTMENT 05

Supplier Operations

Supports supplier onboarding, product classification, stock visibility,

DEPARTMENT 06

Customer Success & Onboarding

category mapping, catalog quality, opportunity response, and supplier data discipline.

Guides contractors and suppliers through setup, first use cases, pilot workflows, training, adoption, feedback collection, and operational support.

DEPARTMENT 07

Market Partnerships

Develops relationships with contractors, suppliers, construction groups, industry partners, and strategic stakeholders across the Saudi contracting ecosystem.

DEPARTMENT 08

Security & Governance

Protects project files, supplier information, commercial records, approval flows, and platform access with disciplined controls and responsible data practices.

DEPARTMENT 09

Executive Strategy

Defines market positioning, growth priorities, product roadmap, operating standards, and the long-term vision for Quotah as a Saudi contracting intelligence platform.

The operating journey.

Quotah is designed to make every stage after project intake more structured, faster to review, and easier to continue into procurement.

01

1. Project Package Intake

The contractor uploads BOQ, specifications, drawings, and requirements into one controlled workspace.

02

2. AI Scope Study

Quotah studies item categories, quantities, commercial intent, technical signals, and supplier category needs.

03

3. Supplier Matching

The platform identifies supplier fit based on category alignment, readiness, product relevance, and available supplier data.


04

4. Tendering Report

The contractor receives a structured report with supplier recommendations, coverage notes, gaps, and next actions.

05

5. Procurement Communication



The team contacts suppliers, receives responses, and keeps the conversation tied to the original project context.



06

6. PO Readiness

Procurement AI helps organize quotation study, decision notes, approval support, and purchase order preparation.

Why the market needs Quotah.

Quotah creates value by reducing manual tendering effort, improving supplier discovery, preserving project context, and helping procurement teams make cleaner decisions. For contractors, this means less time spent searching, comparing, and rebuilding information. For suppliers, it means better visibility, better catalog discipline, and more relevant opportunity matching.

The platform is especially relevant in Saudi Arabia, where construction activity is large, supplier networks are complex, and commercial teams need faster ways to move from project requirements to dependable supply decisions.

Core Outcomes

Faster tendering preparation

More structured supplier selection

Cleaner quotation comparison

Better supplier data visibility

Procurement continuity from study to PO

Clearer management reporting