



## Standard Specification Comparison

Automatically compare client specification documents with your standard specification to evaluate project feasibility and respond to clients faster.



42MARU

SUCCESS STORY

### CUSTOMER

#### *A large shipbuilding company in the world*

This company designs and builds offshore platforms and ships to a custom specification using hundreds of different components from a large vendor list in order to meet specific requests from clients.

Shipbuilding presents complex design and build challenges that rely on expertise across multiple departments. Throughout the process, the company exchanges many documents with clients, including product specifications and Requests For Proposals (RFPs).

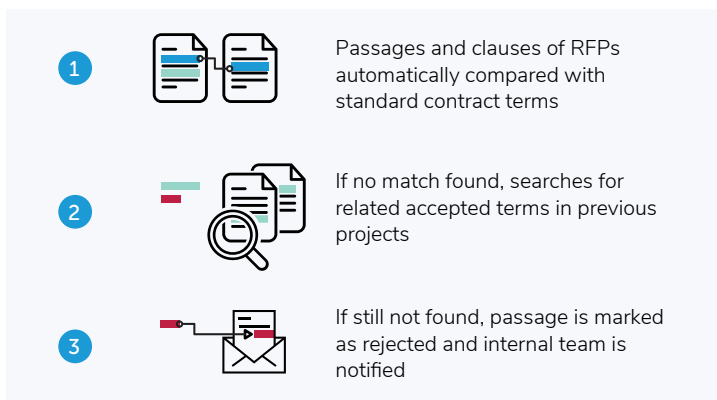
### CHALLENGES

Incoming client Requests for Proposals (RFP) require review by multiple internal teams to confirm project feasibility.

This process usually takes days for a dedicated team to assess documentation and determine, including gathering the required information based on previous projects and experience, reviewing details and creating/submitting counterproposals to the client.

Meanwhile, clients await a reply and design teams are suffering with this bottleneck.

### 42MARU SOLUTION



AI Document Comparison functionality applied to *Requests for Proposal*

### APPLIED TECHNOLOGY

#### *Natural Language Understanding*

tries to deduce what questions mean, regardless of the way they are expressed, allowing users to interact with the computer using natural sentences.

NLU

*Semantic search* tries to understand the user's intent instead of keyword matching alone. Topics and concepts can be linked and related information can be suggested.

Semantic

*Paraphrasing* allows search results to include words not directly used in the query. It recognises that there may be multiple ways to ask a question, that all refer to the same answer.

Para-phrasing

*Information Retrieval* allows for data, in various forms, to be organised for easy access and indexed for quick retrieval. Search decides what content, and in what form you see whenever you enter a query.

Search IR

Unstructured data → Useful for business

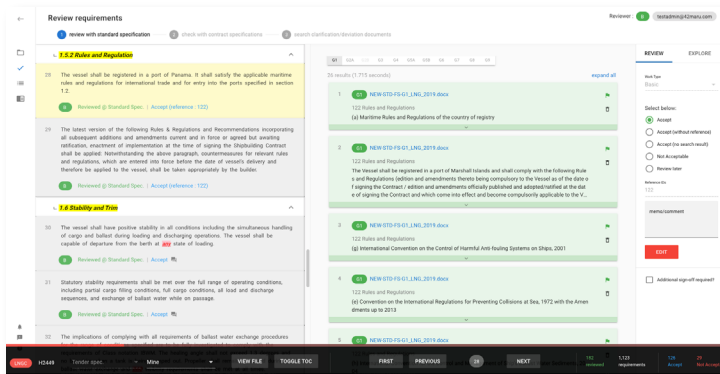
[www.42maru.ai](http://www.42maru.ai)

### 42MARU SOLUTION (CONT)

Automatically scan the Request for Proposal requirements and cross reference company capability documentation to highlight exceptions. 42Maru can also backdate to previously accepted proposals to determine project feasibility.

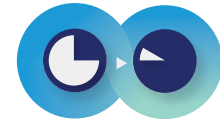
42Maru automatically determines whether the project is viable and which aspects require manual review based on the mismatches.

By using advanced search techniques, it can understand different ways of expressing the same conditions in different uses of language.

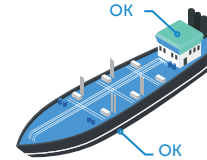


The solution compares the *Request for Proposal* to the company standard requirements

### BENEFITS



Reduce time spent reviewing documents and projects with a higher accuracy



Eliminate deviations, flagging issues early for higher customer satisfaction

### OTHER APPLICATIONS

Compare the content, passages and sentences in any two documents that share a similar format.

**Infrastructure, construction, vehicle manufacture**  
Comparing product documentation to ensure regulatory compliance before building

**Pharmaceuticals, electronic manufacture**  
Patent documentation search for R&D departments to see what technologies match with key concepts, keywords



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