MARBLE, GRANITE & STONE EXPORT

The stone exporter whose quotations stopped taking three days

An importer in Rotterdam asks for a CIF quote on four slab grades. Three days later they have already bought from Turkey.

WHO WE ARE
Burhan and Purvansh — we teach every session ourselves

WHO THIS IS FOR
Marble and granite processor-exporter near Udaipur

JOBS WE LOOKED AT
7

SKILLS WE TEACH
4

WHAT THE TOOLS COST YOU
₹12,000 – ₹20,000 / month including freight-rate API

PREPARED
10 November 2026

A teaching plan, not a sales proposal. We train your staff; we do not sell you software. udaipurai.in

01 Who will teach you

OUR PROFILE



Purvansh Parmar

BUILDER IN RESIDENCE · AI ENGINEERING & SEO

Founder of Food Never Comes. Ships AI products end to end and runs the SEO that brings them traffic — the rare combination of someone who can build the system and then make the internet notice it.

- Building AI tools that actually run
- Automating the work that repeats every week
- Getting found on Google and inside AI answers
- Knowing what it will cost before you commit



Burhan

BUSINESS LEAD · B2B & CORPORATE ROLLOUTS

Runs the business side of Udaipur AI. Spends his week inside other people's companies working out which processes are worth automating and which are not, then leads the rollout that follows.

- Working out which jobs are worth handing to AI
- What works in hotels, coaching, export and clinics
- Pricing AI work and writing the proposal
- Getting a team to actually change how it works

The two of us teach every session ourselves. No rotating bench of freelance trainers and no guest slot — the people in the room are the people doing this work the rest of the week, which is the only reason the examples are real ones.

02 Where your week actually goes

MARBLE, GRANITE & STONE EXPORT

Udaipur and its surrounding belt move an enormous amount of stone, and almost all of it is sold on quotations assembled by hand. An enquiry arrives in English from a buyer who may be in the Netherlands, Vietnam or the Gulf, specifying grades, finishes, thicknesses and a port.

Producing the quote means walking several rooms. Someone checks what is actually in the yard. Someone else looks up the current slab rate. Someone works out packing, inland haulage, freight to the named port, insurance and the applicable duty drawback. Someone writes the email. Three days, sometimes five.

Buyers shop in parallel. A quote that arrives on day three competes against one that arrived on day one from a Turkish supplier who was no cheaper, only faster. The loss is never recorded as a loss — the enquiry simply goes quiet, and the sales team assumes the price was wrong.

Underneath that sits a second problem: nobody can tell you what the yard holds without walking it. Inventory lives in a ledger, a spreadsheet and three people's memory, and the photographs that buyers want are taken on a phone in bad light against a wall.

03 What your staff do, and what AI can take off them

7 JOBS

Every job the team repeats, timed and sorted into three piles. The third column is the point of the whole exercise: more lines here say keep it human than say hand it over.

THE JOB	TIME	WHAT WE'D DO	WHY
Assembling an export quotation	26 h/wk	AI DOES IT	Every input is a lookup; the three days are coordination, not thinking
Translating buyer correspondence	5 h/wk	AI DOES IT	Low risk, high friction
Yard inventory and slab photography	12 h/wk	AI DRAFTS IT	Capture stays manual, cataloguing and enhancement do not
Export documentation drafts	9 h/wk	AI DRAFTS IT	Draft fast, but a human signs — errors are expensive
Trade-portal enquiry triage	7 h/wk	AI DOES IT	Most of it is spam and tyre-kickers; scoring is rule-based
Grading and quality calls on a slab	–	KEEP IT HUMAN	Judgement built over decades, and the cost of a wrong grade is a rejected container
Final price approval	–	KEEP IT HUMAN	Margin decisions stay with the owner, always

04 What we will teach your team

4 SKILLS

These are not products we sell you. They are the 4 things your own staff learn to put together in the class, on your own systems — so the people who do the work end up owning the thing that does it for them.

01 Quotation in twenty minutes

What it does for you. An enquiry in any language becomes a complete, costed, branded CIF or FOB quotation that a human reviews and sends the same morning.

What your team learns. The incoming email or portal message is parsed into structured requirements — grade, finish, thickness, quantity, destination port, Incoterm. The workflow checks live yard inventory, pulls the current slab rate from the rate sheet, calls a freight-rate API for the named port, applies packing, haulage, insurance and drawback from the standing cost model, and produces a branded PDF with matching slab photographs. Price is calculated, never invented, and the owner approves every quote before it leaves.

TOOLS THEY LEARN TO USE

Gmail API | n8n | Claude | Google Sheets | Freight-rate API | Drive

02 The yard, catalogued

What it does for you. Every slab in the yard has a photograph a European buyer will respond to, a consistent description, and a record that says where it physically is.

What your team learns. Staff photograph slabs on a phone against a fixed marker. A workflow corrects colour and perspective, removes the background, produces a clean catalogue image and a styled room render for marketing, writes a grade-accurate description, and files it against the inventory record with its yard location. The render is always labelled as a visualisation; the catalogue image is never retouched beyond colour correction.

TOOLS THEY LEARN TO USE

Nano Banana | Claude Vision | Airtable | n8n

03 Enquiry triage and scoring

What it does for you. The three real buyers in this week's forty trade-portal enquiries are on top of the pile by 9 AM.

What your team learns. Every enquiry is scored on destination market, order size, specificity of the spec, company verifiability and buying history. Spam is filed. Serious enquiries are routed to the right salesperson with a company brief attached.

TOOLS THEY LEARN TO USE

n8n | Claude | Airtable | Clearbit-style enrichment

04 Document drafting

What it does for you. Proforma invoices, packing lists and certificate-of-origin drafts generated from the confirmed order in minutes.

What your team learns. Once an order is confirmed, the document set is generated from the order record against the destination country's requirements, and routed to the documentation officer for checking and signature. Nothing is filed automatically.

TOOLS THEY LEARN TO USE

n8n | Claude | Google Docs API | Airtable

05 What we will teach them not to do

4 TO AVOID

This is the part most people selling AI leave out, and it is the part that decides whether any of it survives the first year. Your team is taught to recognise these for themselves, not just handed the list.

Automated slab grading from photographs

A misgraded container is rejected at the destination port and the freight is already spent. Decades of eye beats a vision model here, and will for a while.

Auto-sending quotes without approval

A decimal error in a CIF quote on a 20-tonne order is a disaster that cannot be recalled.

AI-enhanced slab photos in the catalogue

Buyers order from the photograph and reject against the physical slab. Colour correction only — anything more is a dispute waiting to happen.

Automated customs filing

Statutory liability sits with a named person. Drafts only.

06 How it benefits you

THE PAYOFF

> **In one line.** Your staff stop spending their week on work a machine can do, and spend it on the work only they can do — without you buying software, hiring anybody, or depending on us after the class ends.

- **Quotation turnaround** goes from 3–5 days to **Same day**.
- **Quotations issued per week** goes from 12 to **40+**.
- **Enquiries never quoted at all** goes from ~35% to **Under 5%**.
- **Your own people own it.** They built it, so they can change it when the business changes. Nothing breaks when we leave.
- **Nothing new to buy.** ₹12,000 – ₹20,000 / month including freight-rate API — that is the whole running cost, paid to the software, not to us.
- **You find out what not to automate** before you waste money on it. That list is longer than the other one.

MEASURE	BEFORE	AFTER	NOTE
Quotation turnaround	3–5 days	**Same day**	Draft in ~20 min, human review and approval
Quotations issued per week	12	**40+**	Same sales headcount
Enquiries never quoted at all	~35%	**Under 5%**	Mostly the ones that used to go stale
Time to catalogue a new slab batch	2 days	**3 hours**	Estimated
Quote-to-order conversion	8%	**11–13%**	Modelled from speed alone, not price changes
Documentation drafting time	9 h/wk	**2 h/wk**	Human checking unchanged

> **These are worked-out figures, not audited client results.** Modelled on quotation turnaround times observed in stone and mineral export operations, published freight-rate API costs and model pricing at the stated volumes.

07 How the training runs

STAGE	WHEN	WHAT HAPPENS
Audit	Week 1–2	Trace ten real quotations end to end and time every hand-off.
Enable	Week 3	Sales, documentation and yard staff trained on their own part.
Build	Week 4–8	Quotation engine first. Catalogue, triage and documents follow.
Hand over	Week 9–10	Runbooks, cost-model ownership transferred, 90-day review.

> “Placeholder — replace with a real, attributed quote before launch.”
>
> EXPORT HEAD, STONE PROCESSOR, UDAIPUR BELT

Start with the ₹199 session

Ninety minutes, open to anyone, no background needed. Bring one job you repeat every week and you will leave having done it with AI yourself. Every course and every fee is on the website.

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