

Fives Intralogistics Corp. x Narratize™

How an Industrial Equipment Manufacturer standardized StageGate workflows, centralized product knowledge, and accelerated business case development



Background

Fives Intralogistics Corp., a global industrial equipment manufacturer, manages product and customer knowledge across bid development, product development, engineering, and commercial teams. As teams review RFPs, evaluate product fit, and prepare StageGate documentation, critical information can be difficult to consolidate, verify, and reuse.

They need a system that makes product knowledge easier to access, compare, and govern across high-stakes workflows. The priority is to reduce manual specification review, identify customer revision changes faster, and turn technical knowledge into bid support, business cases, and decision-ready documentation.

Solution

Using Narratize, teams at Fives Intralogistics Corp.:

01. Centralize product information and documentation in shared Product Knowledge Hubs.
02. Compare RFPs and specification packages against trusted source materials.
03. Identify revision changes, mismatches, and requirements that need review.
04. Generate bid support, business cases, and technical documentation faster.
05. Configure workflows around Fives' process needs, using repeatable, adaptable templates.

Results

Narratize helps Fives modernize innovation without sacrificing technical rigor.

- **Improved Knowledge Visibility:** Teams gain a shared source of truth, reducing reliance on individual knowledge holders and making critical product information easier to access and reuse.
- **Adaptable StageGate Workflows:** Configurable workflows align to Fives' unique StageGate process without forcing a rigid, one-size-fits-all framework.
- **Faster RFP and Specification Review:** Teams identify changes, gaps, and mismatches in customer RFPs and specifications with less manual effort.

Impact

With Narratize, Fives Intralogistics Corp. is building a trusted system for product and process knowledge. By ingesting product documentation into structured hubs, the organization turns static files into searchable institutional intelligence.

Teams can work from approved source materials faster, reducing manual coordination and improving knowledge reuse across bids, product development, and execution. The result is more confident decisions in the workflows where speed, accuracy, and alignment matter most.

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By automating customer spec comparisons against trusted product data, Narratize shortens a manual, error-prone Excel process from days to hours—**cutting review time by 80% and reducing risk in our RFP process.**

Rich Lane

Principal Lean Six Sigma Engineer
Fives Intralogistics Corp.

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Discover the transformative power of Narratize and unlock the potential of your own narrative.

Schedule a demo today.



narratize.com