E-Sourcing Supplier Training

Direct Purchasing

Kulicke & Soffa®

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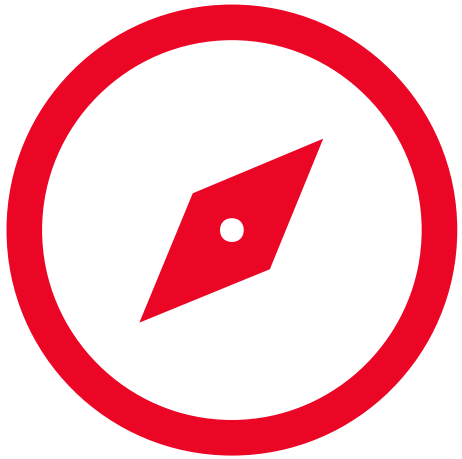
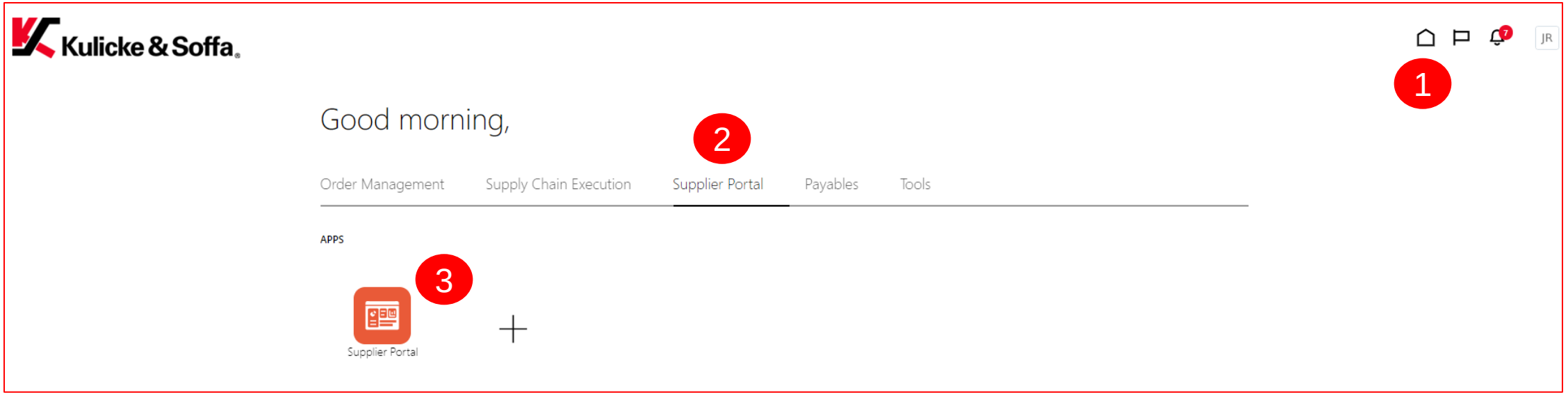
Navigation

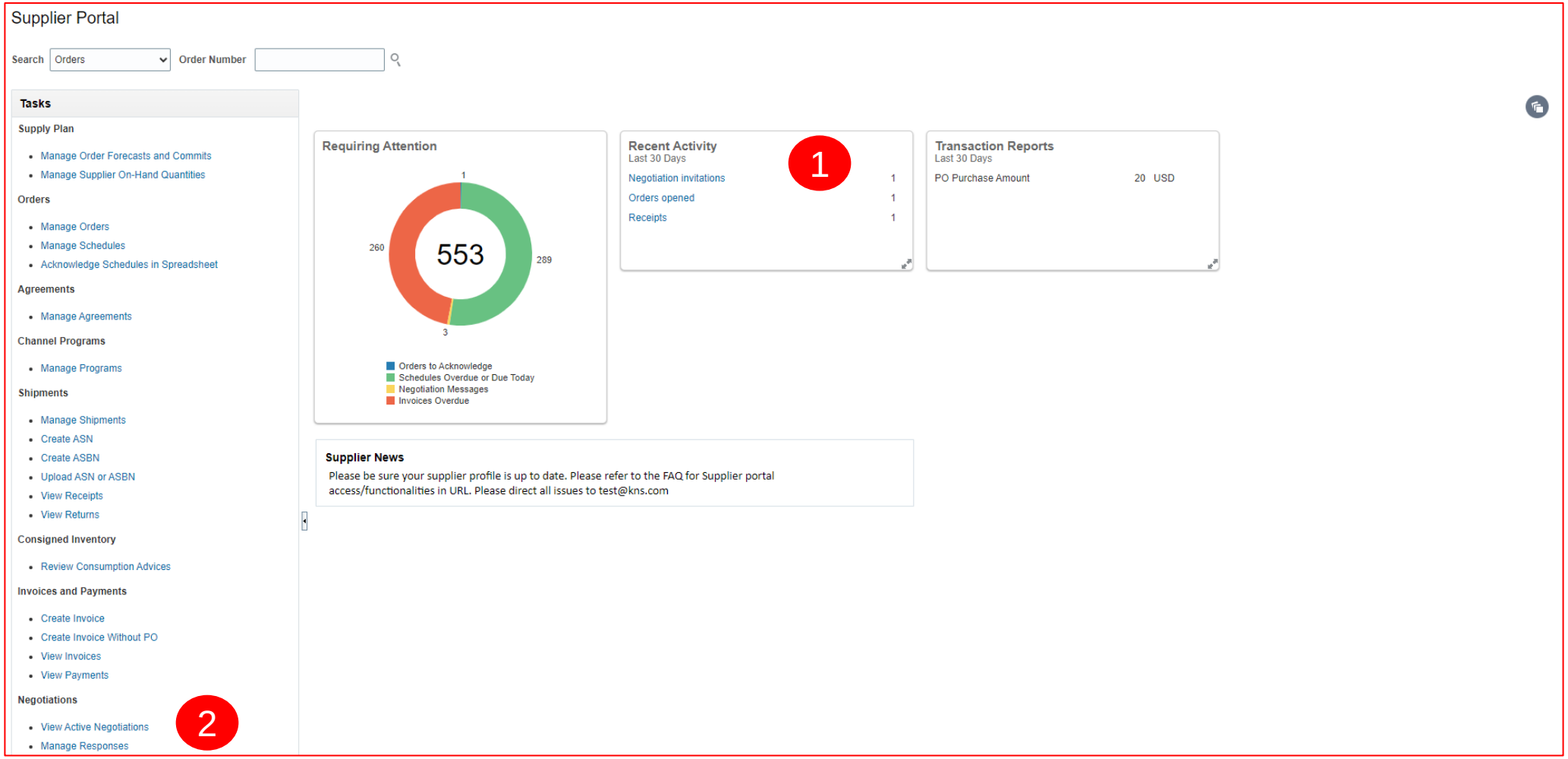


Dashboard



1. After login with your credential, click “Home” button will bring you to the dashboard
2. Click on “Supplier Portal” tab
3. Click on the icon to launch “Supplier Portal” application

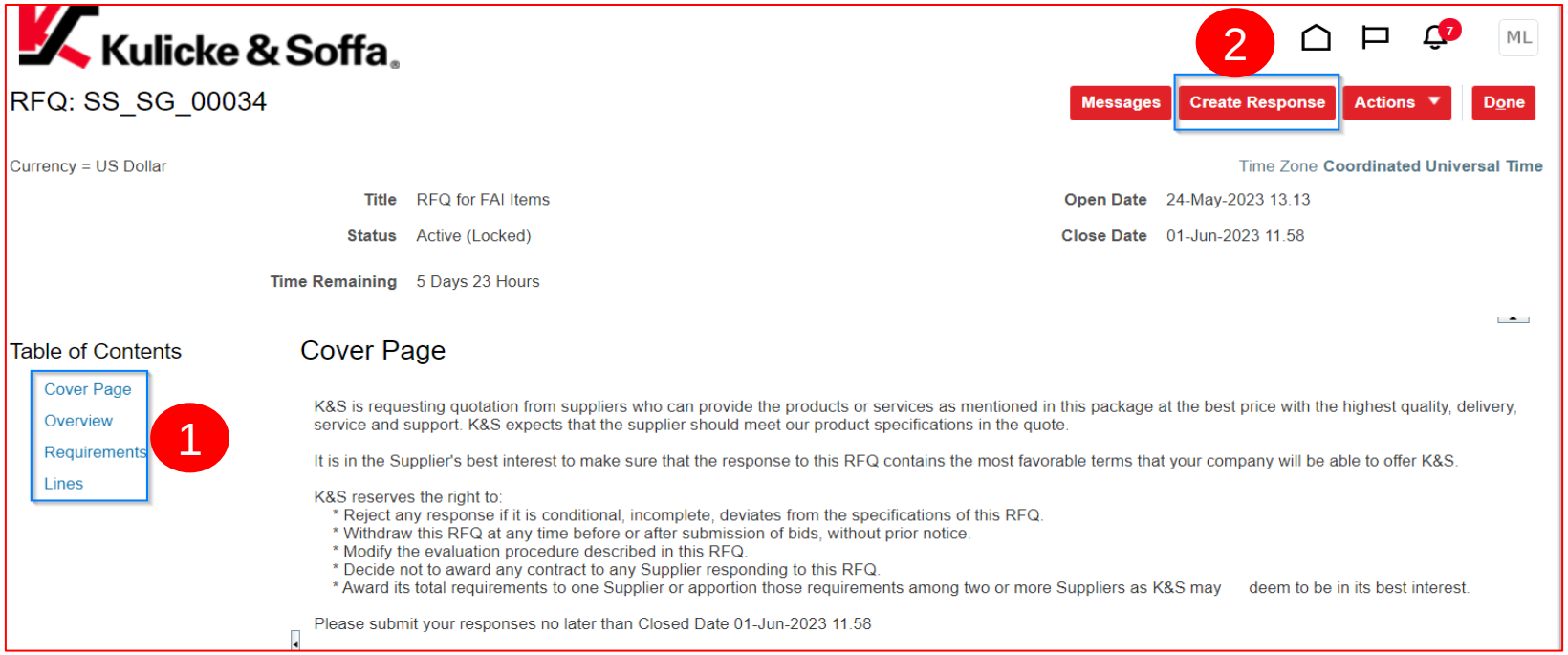
Supplier Portal



1. Click on “Negotiation Invitations” to participate in RFQ
2. Manage all negotiations

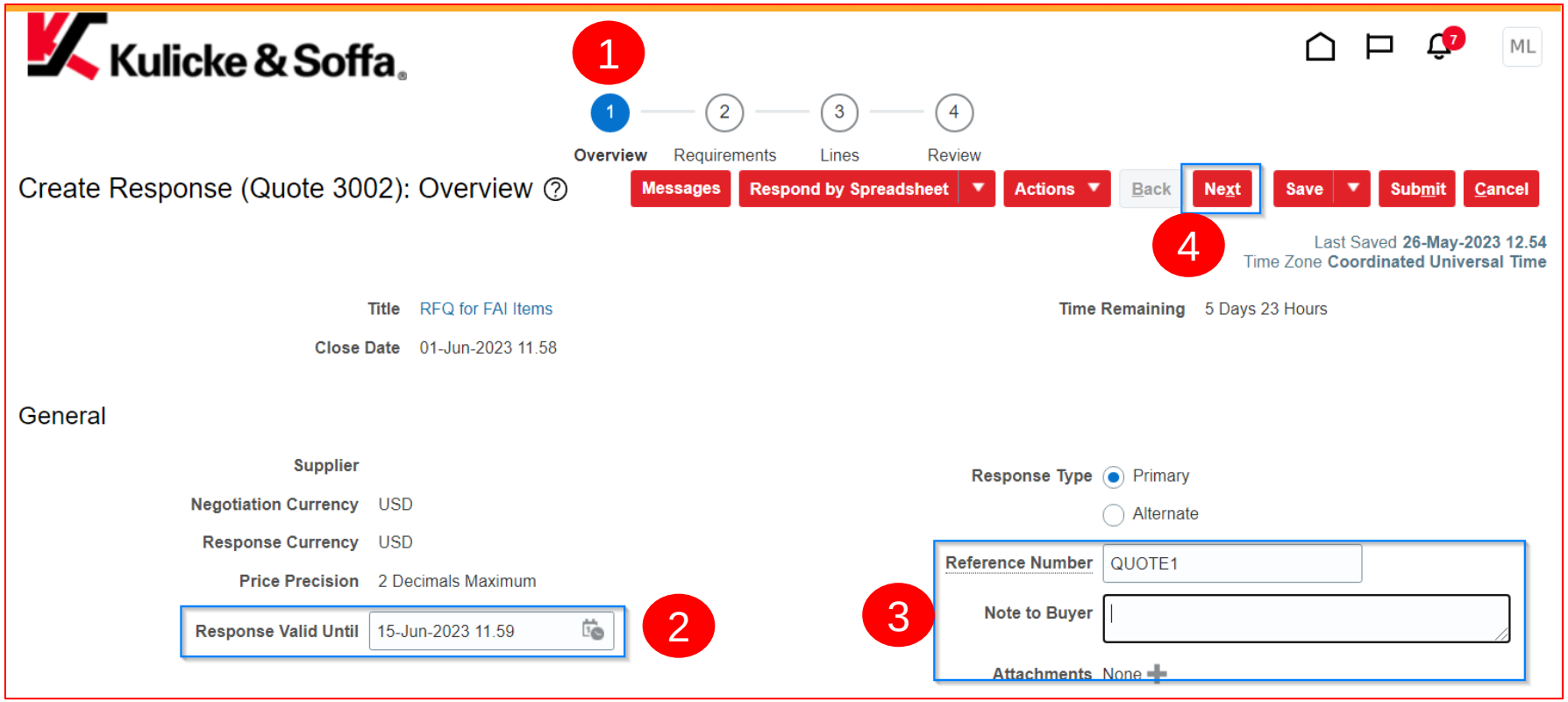
RFQ for First Article Inspection (FAI)

Review RFQ



1. Review the details of RFQ by clicking different links
2. Click on “Create Response” to participate in the RFQ

Create Response

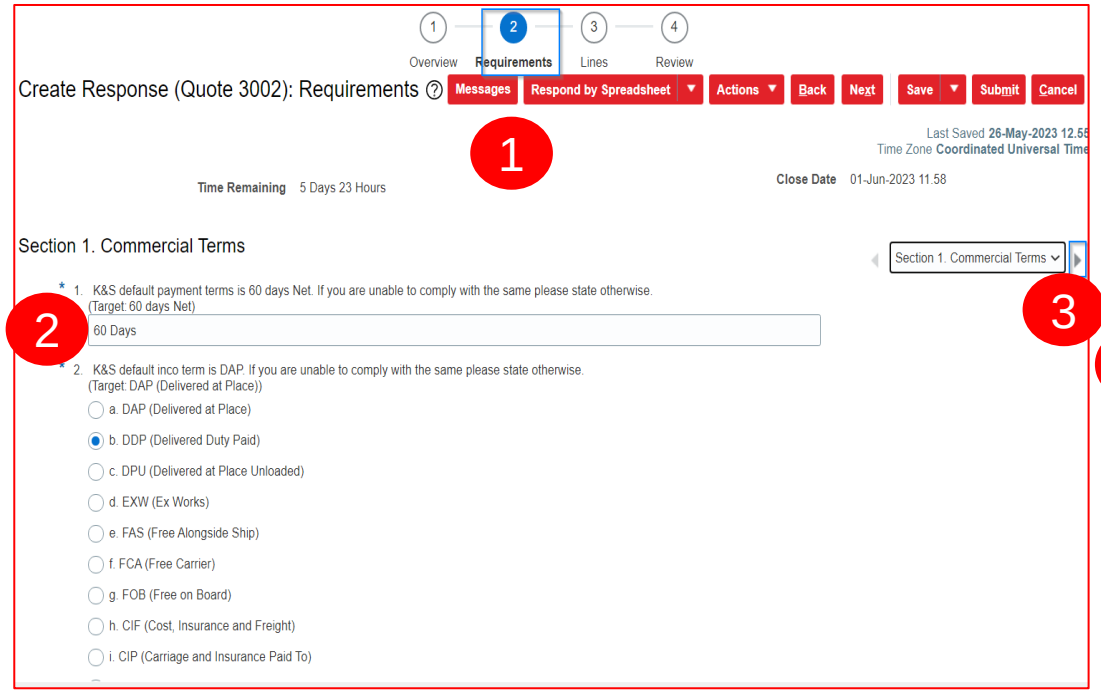


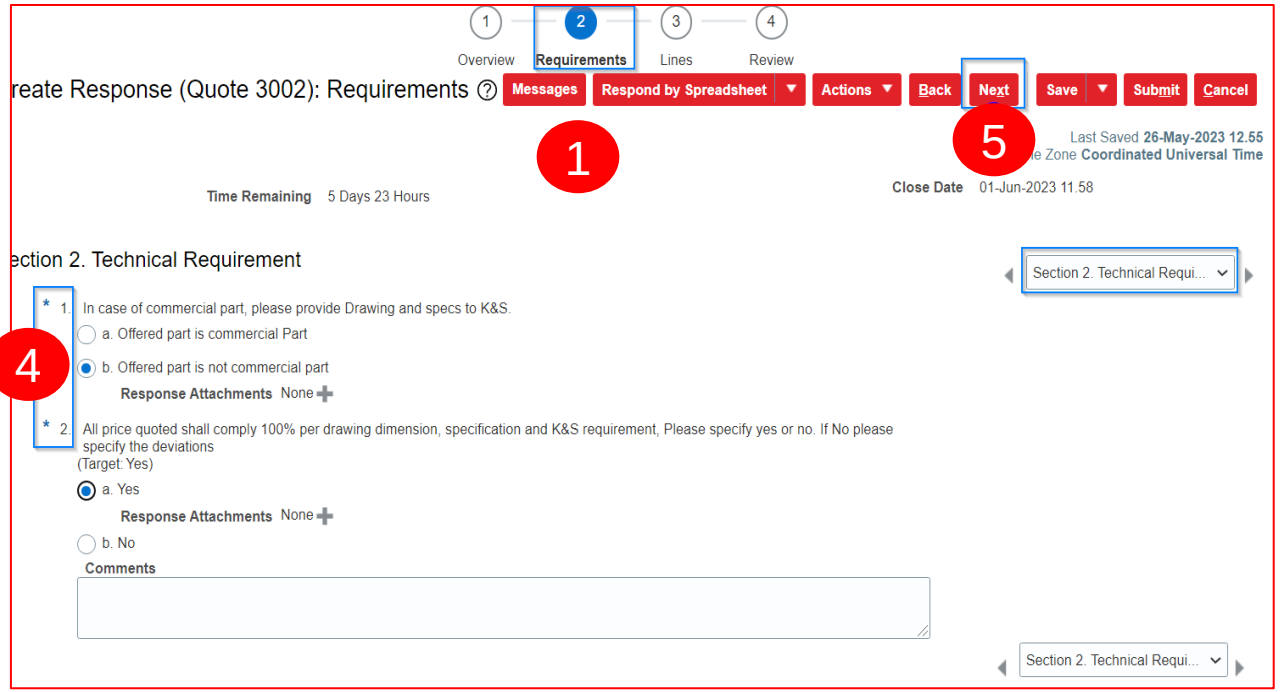
1. “Overview” tab
2. RFQ or quotation validity (optional)
3. Optional fields
4. Click on “Next” once you are ready to proceed

Requirements (example)

* Requirement	Requirement Text	Scoring Team	Target
I-1. Pricing			
I-1. Response Amount	Total Amount from the Supplier's Response.		
1. Commercial Terms		Scoring Team	
1. K&S Default payment terms	K&S default payment terms is 60 days Net. If you are unable to comply with the same please state otherwise.		Agree
2. K&S default inco term is DAF	K&S default inco term is DAP. If you are unable to comply with the same please state otherwise.		Agree
3. K&S default mode of shipme	K&S default mode of shipment for overseas suppliers is by Sea and for local suppliers/regional suppliers default mode of shipment is by land. If you are unable to comply with the same please state otherwise.		Agree
4. K&S default warranty is 12 m	K&S default warranty is 12 months from the date of goods received and accepted, if you are unable to comply with the same please state otherwise.		Agree
2. Technical Requirement		Scoring Team	
1. In case of commercial part, p	In case of commercial part, please provide Drawing and specs to K&S.		
2. All price quoted shall comply	All price quoted shall comply 100% per drawing dimension, specification and K&S requirement, Please specify yes or no. If No please specify the deviations in attached format		Yes
3. Compliance		Scoring Team	
1. Code of Conduct	K&S requires all suppliers to sign COC Letter. Have you signed the COC letter with K&S? Please specify yes or no. If no please specify reasons.		
2. ROHS Compliance	Are the parts that you supply are ROHS Compliant?		

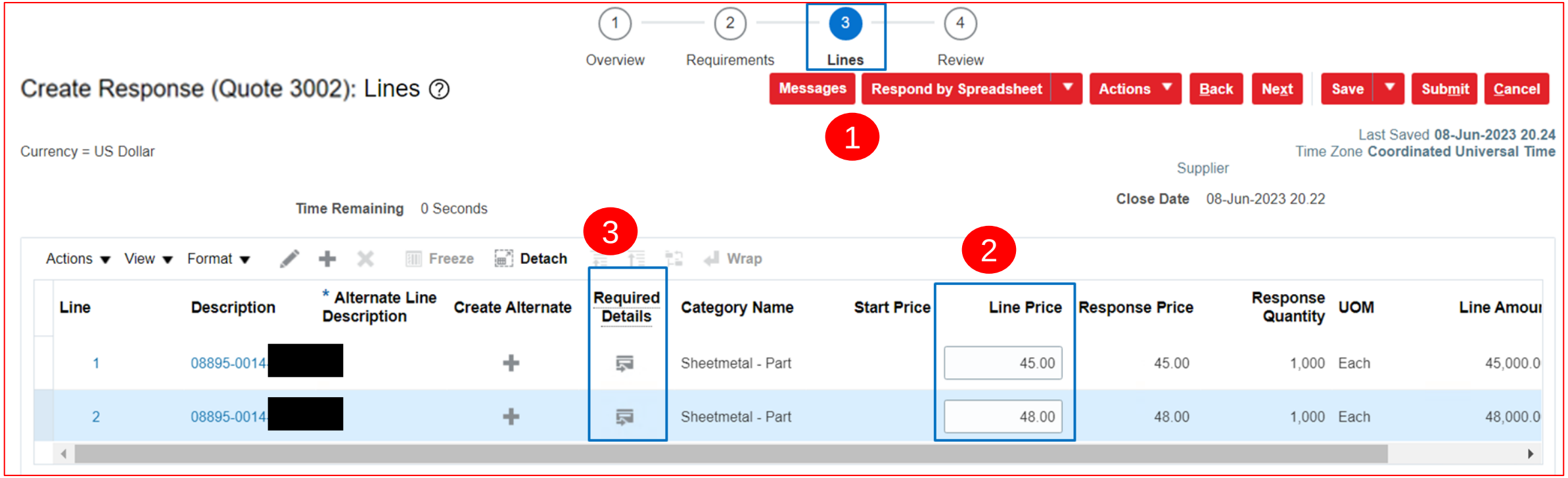
Requirements (example)





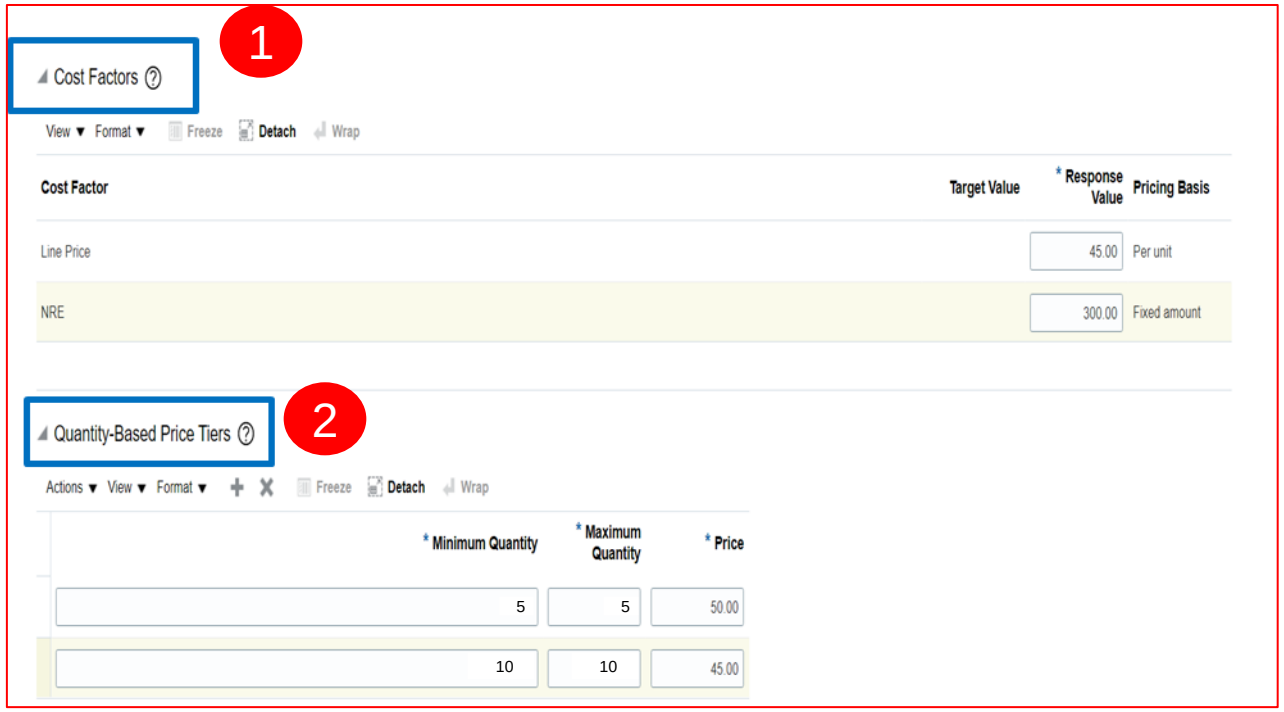
1. “Requirements” tab
2. Provide answer(s) to the questionnaire(s)
3. Navigate thru all the Section(s) & response accordingly
4. Questions with asterisk are mandatory
5. Click on “Next” once you are ready to proceed

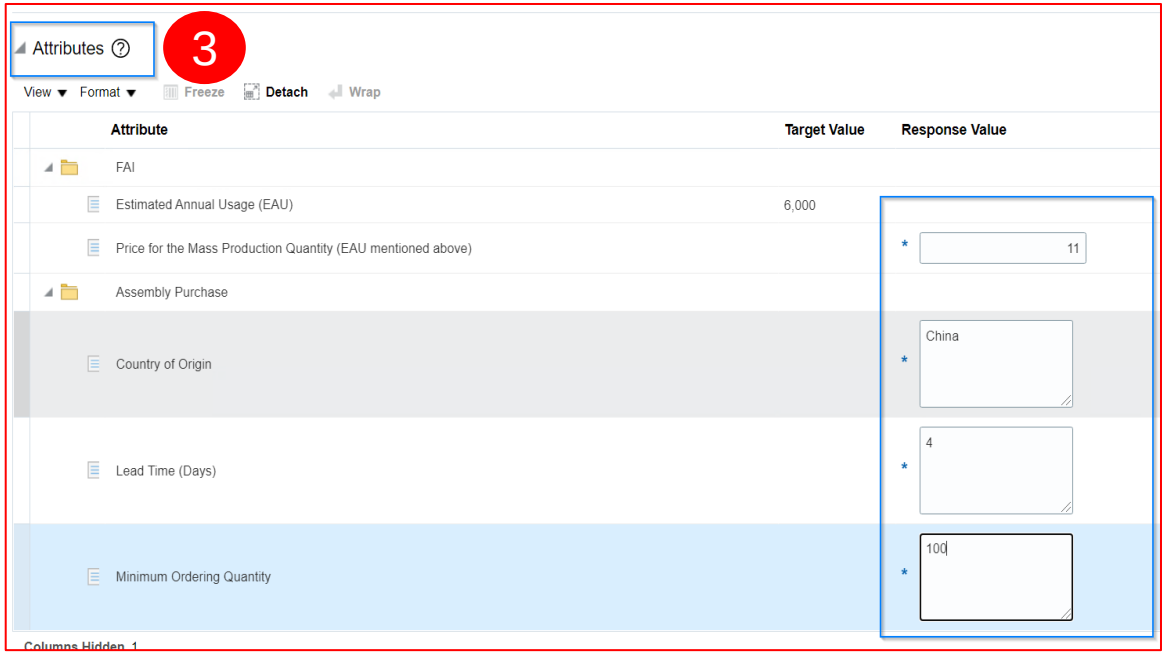
Lines



1. “Lines” tab
2. Enter the unit price in “Line Price”
3. Click on “Required Details”

Lines – Required Details

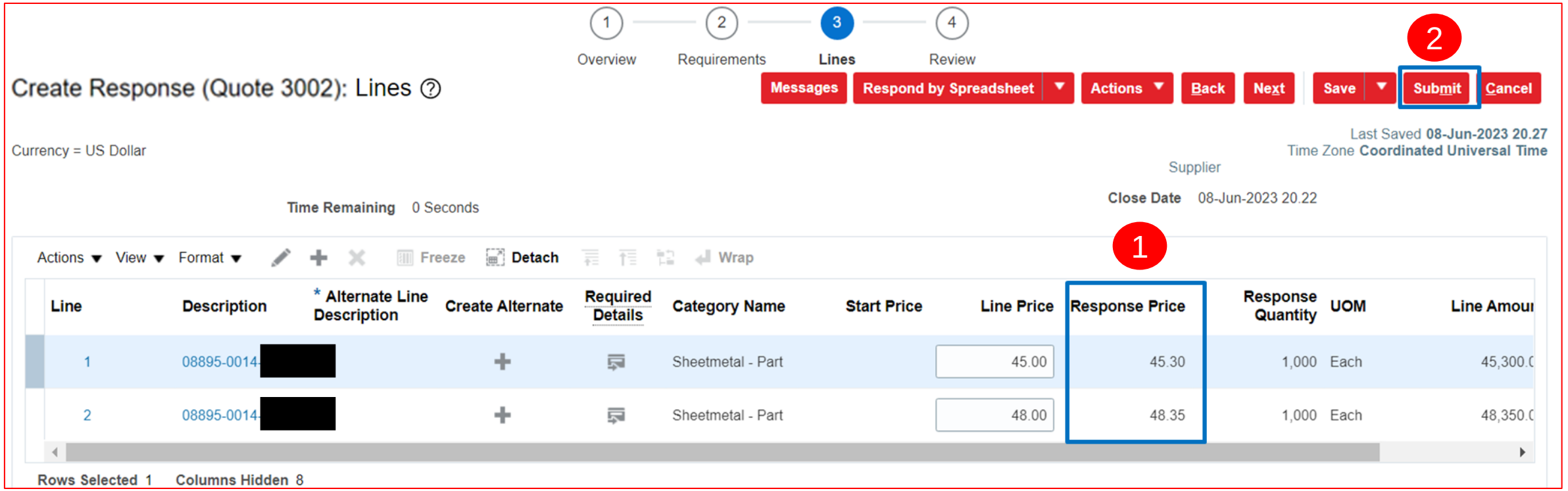




1. Fill in the unit price and NRE (if any)
2. Fill in the unit price based on quantity break
3. Fill in the required information in the textbox
4. Repeat the above steps for all “Lines”

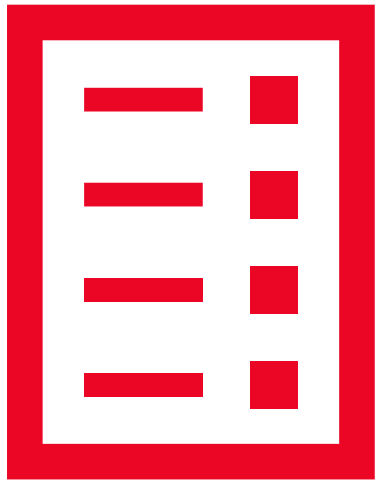
* CoO should be spelled in full, and first letter in capital.
E.g. United States of America (not US, not USA, not United States)

Lines

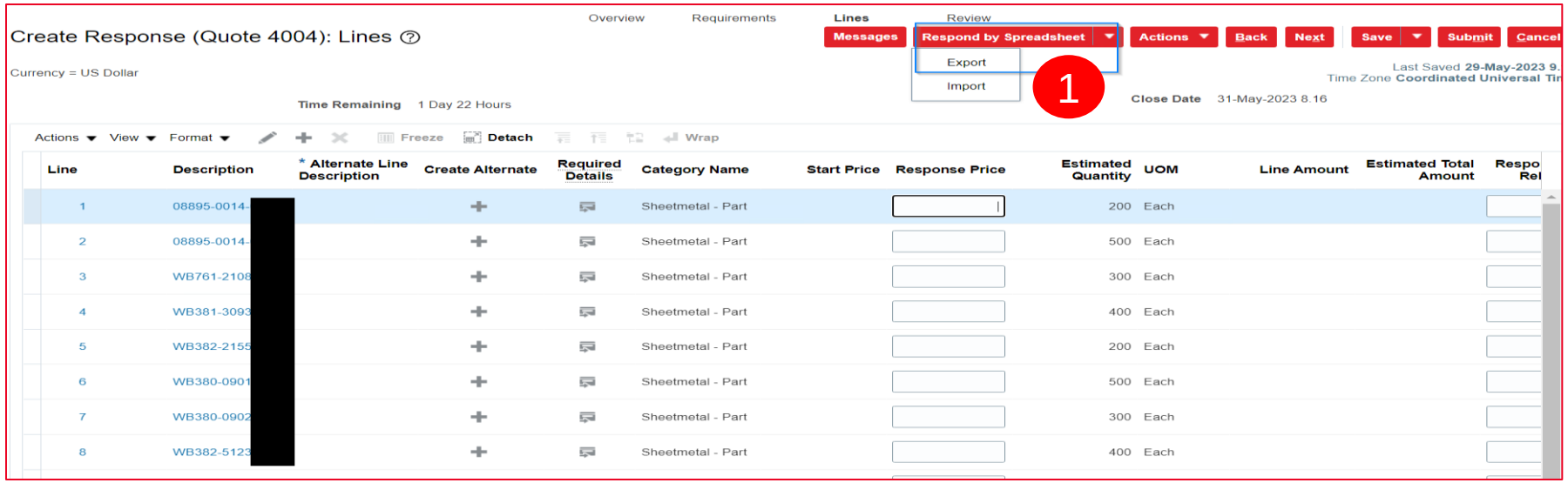


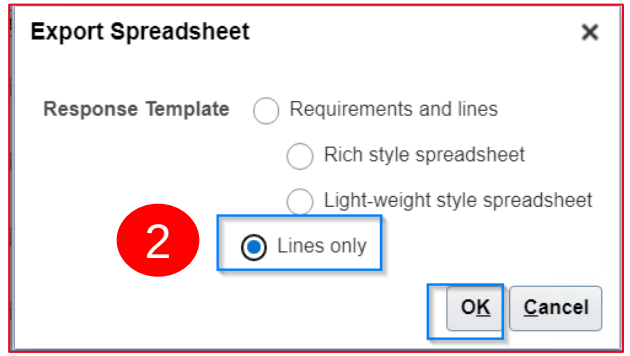
1. “Response Price” is auto-calculated based on the inputs provided
2. Click on “Submit” once you are ready to proceed

Upload quotation using MS Excel



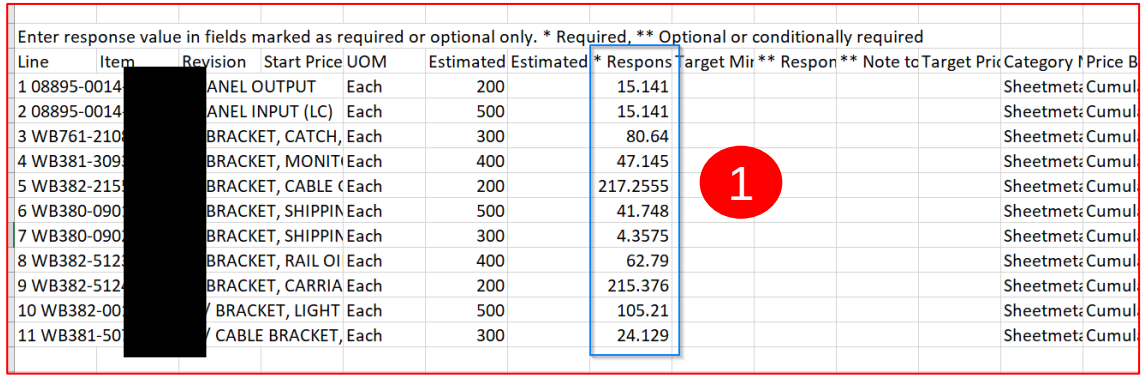
Lines (using MS Excel)





1. Select “Export” from “Respond by Spreadsheet”
2. Select “Lines only” and click “OK” to download the Zip file

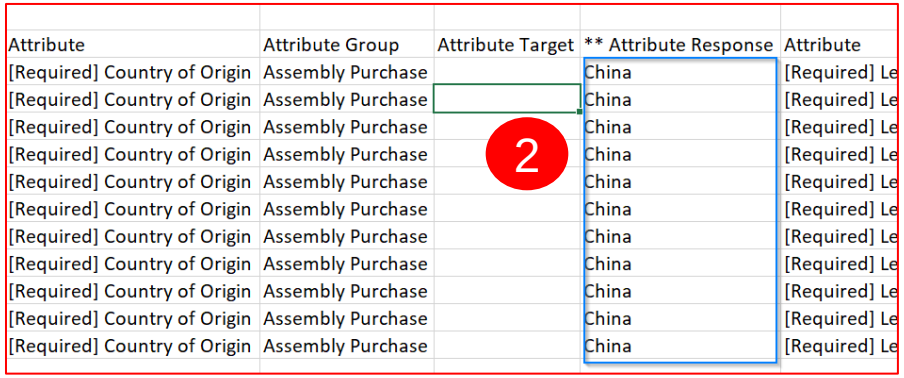
On MS Excel



Enter response value in fields marked as required or optional only. * Required, ** Optional or conditionally required

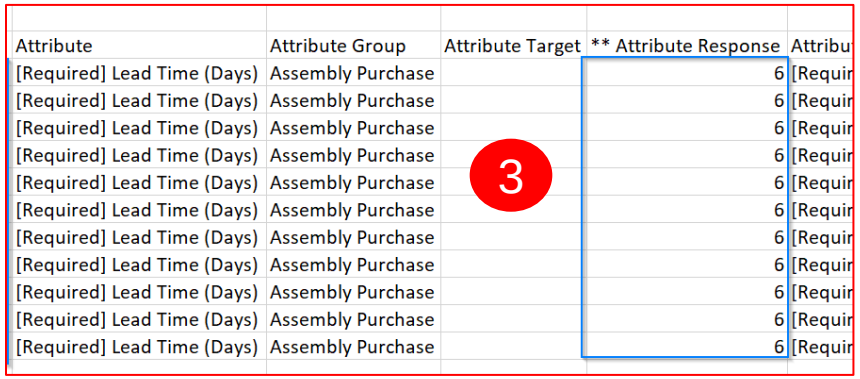
Line	Item	Revision	Start Price	UOM	Estimated	Estimated	* Respons	Target Mir	** Respon	** Note to	Target Pric	Category I	Price B
1	08895-0014		ANEL OUTPUT	Each	200		15.141					Sheetmet	Cumul
2	08895-0014		ANEL INPUT (LC)	Each	500		15.141					Sheetmet	Cumul
3	WB761-210		BRACKET, CATCH,	Each	300		80.64					Sheetmet	Cumul
4	WB381-309		BRACKET, MONIT	Each	400		47.145					Sheetmet	Cumul
5	WB382-215		BRACKET, CABLE (	Each	200		217.2555					Sheetmet	Cumul
6	WB380-090		BRACKET, SHIPPIN	Each	500		41.748					Sheetmet	Cumul
7	WB380-090		BRACKET, SHIPPIN	Each	300		4.3575					Sheetmet	Cumul
8	WB382-512		BRACKET, RAIL OI	Each	400		62.79					Sheetmet	Cumul
9	WB382-512		BRACKET, CARRIA	Each	200		215.376					Sheetmet	Cumul
10	WB382-00		BRACKET, LIGHT	Each	500		105.21					Sheetmet	Cumul
11	WB381-50		CABLE BRACKET,	Each	300		24.129					Sheetmet	Cumul

1



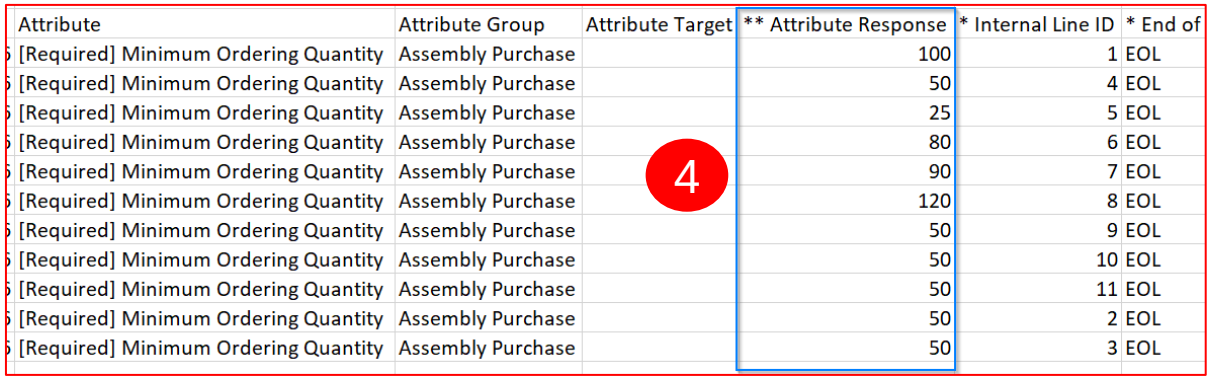
Attribute	Attribute Group	Attribute Target	** Attribute Response	Attribute
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le
[Required] Country of Origin	Assembly Purchase		China	[Required] Le

2



Attribute	Attribute Group	Attribute Target	** Attribute Response	Attribu
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir
[Required] Lead Time (Days)	Assembly Purchase		6	[Requir

3

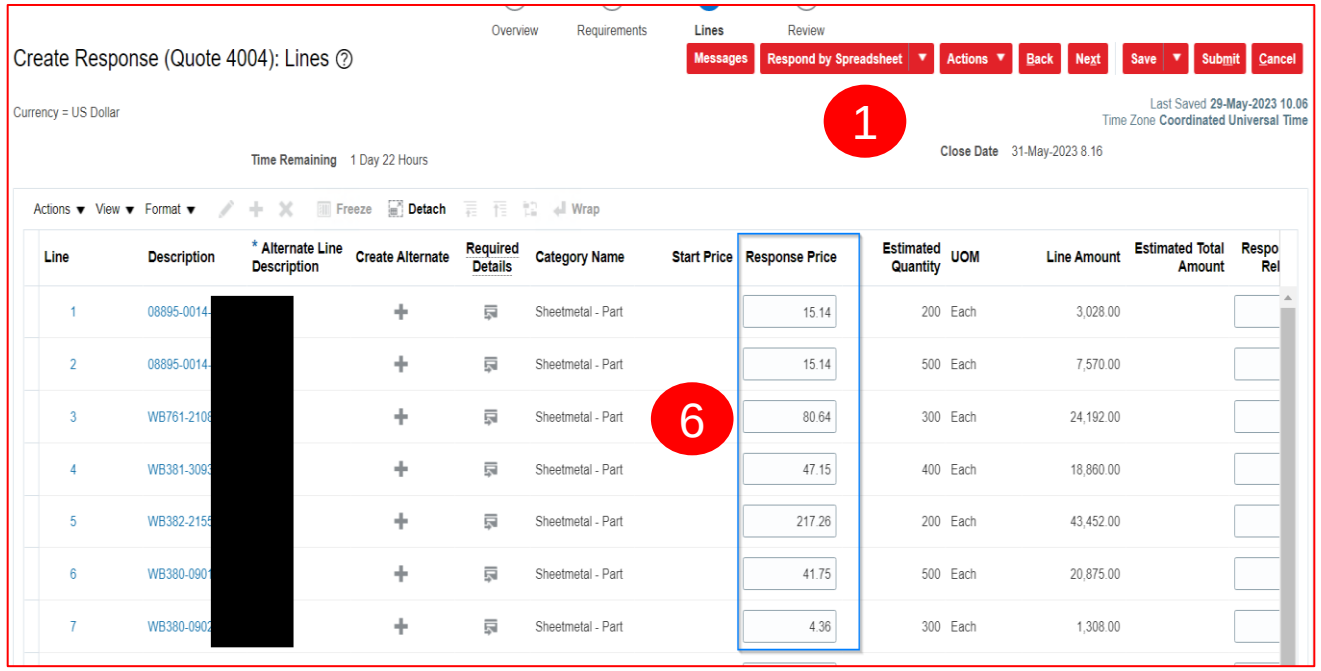


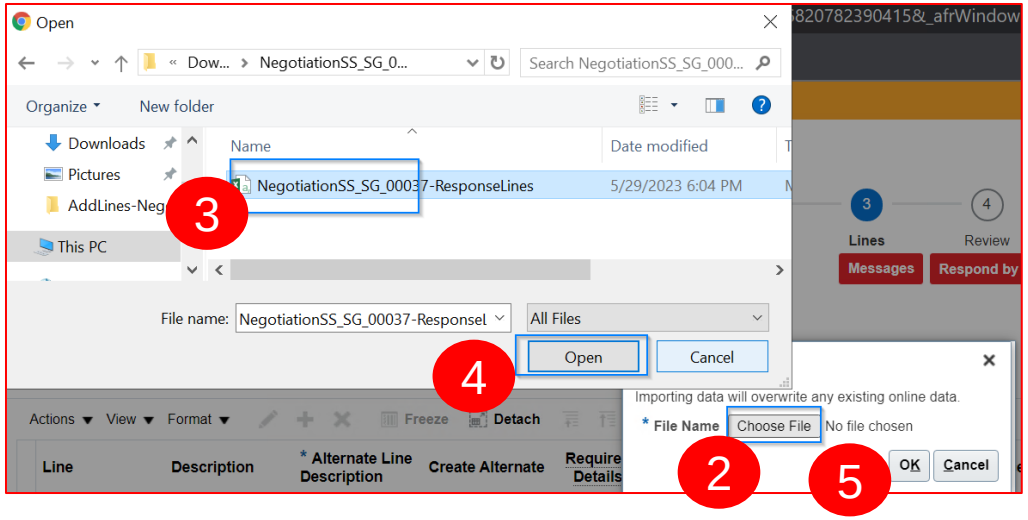
Attribute	Attribute Group	Attribute Target	** Attribute Response	* Internal Line ID	* End of
[Required] Minimum Ordering Quantity	Assembly Purchase		100	1	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	4	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		25	5	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		80	6	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		90	7	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		120	8	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	9	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	10	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	11	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	2	EOL
[Required] Minimum Ordering Quantity	Assembly Purchase		50	3	EOL

4

1. Fill unit price
2. Fill country name in full, and first letter in capital, e.g. United States of America
3. Fill leadtime in number of calendar days based on the incoterms quoted
4. Fill minimum order quantity (if any)

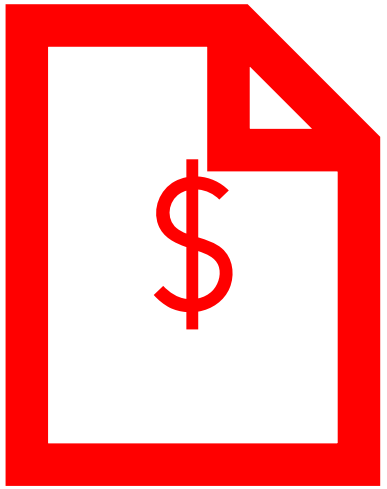
Upload MS Excel



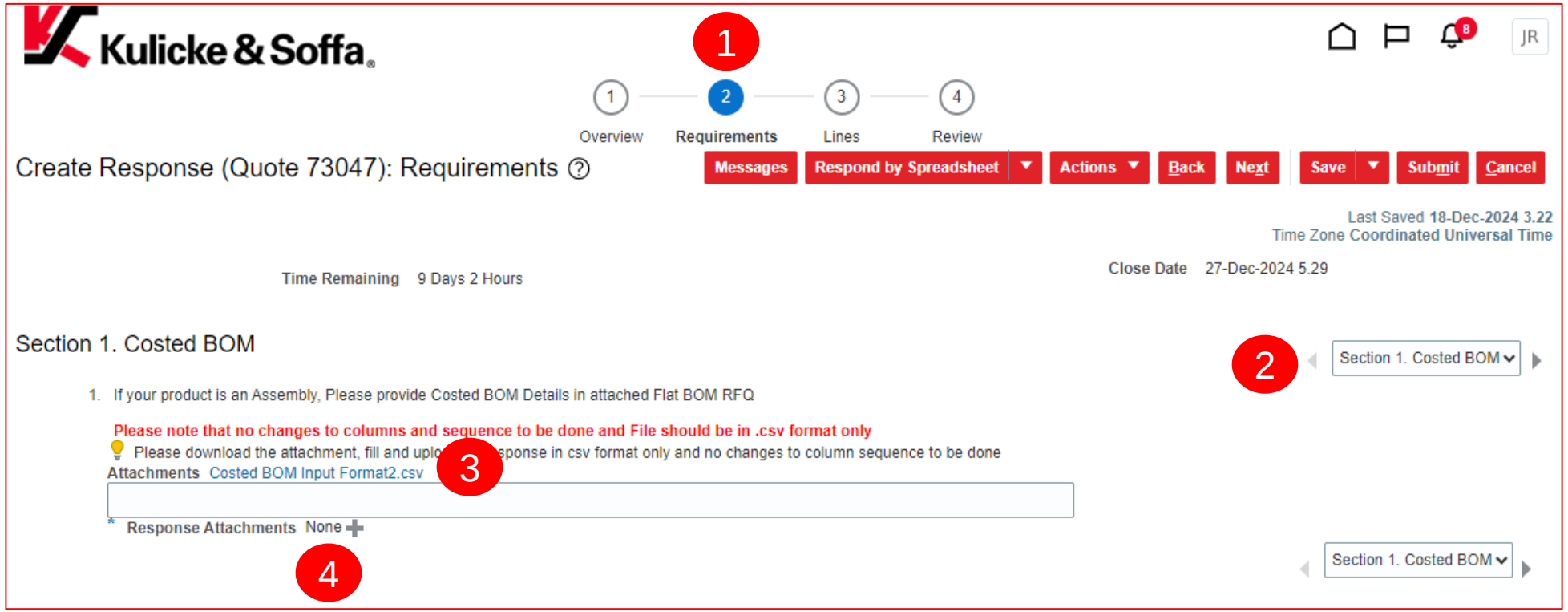


1. “Respond by Spreadsheet” > “Import”
2. Locate the MS Excel
3. Select the file
4. Upload the file
5. Import the file
6. Double check unit price

Costed BOM



Download Costed BOM Template



1. “Requirements” tab
2. Click thru the “Section” to find, “Costed BOM”
3. Download the .csv file, and fill up the component/child part price
4. Upon completion, attach the file to complete the requirements

Costed BOM Template

	A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
1	OVERALL_P/	OVERALL_	REVISION	ITEM	ITEM_DESCRIPTION	REV	EXTENDED_QTY	UOM	MANUFAC	MANUFAC	ITEM_TYPE	SUB_TIER_SUPPLIER_NAME	MATERIAL_COST(USD)	EXTENDED_COST(USD)	MOQ	COUNTRY_OF_ORIGIN	PROCESSING_LEAD_TIME	ROHS
2	08888-4050-	ASSY Z NC	D	08001-8158	Z NODE FIRMWARE F(	-	1	Each										
3	08888-4050-	ASSY Z NC	D	08001-8173	PROGRAMMED LATTI(	-	1	Each										
4	08888-4050-	ASSY Z NC	D	08888-1002	Z NODE HEATSINK CO	B	1	Each										
5	08888-4050-	ASSY Z NC	D	08888-1002	HEATSINK Z NODE	B	1	Each										
6	08888-4050-	ASSY Z NC	D	08888-1002	INSULATOR Z NODE O	_D	4	Each										
7	08888-4050-	ASSY Z NC	D	08888-4050	FAB Z-NODE	B	1	Each										
8	08888-4050-	ASSY Z NC	D	11440-6037	CONN,HDR,R/A,2X2,4	G	1	Each	39-30-004(	MOLEX								
9	08888-4050-	ASSY Z NC	D	11440-6052	CONN,PIN HDR,1X8 G	AJ	4	Each	TSW-1-08-	SAMTEC								
10	08888-4050-	ASSY Z NC	D	11440-6053	CONN, PIN-HEADER 2	B	1	Each	67997-114	FCI								
11	08888-4050-	ASSY Z NC	D	11440-6101	CONN D-SUB HD20 R/	C	2	Each	5747845-4	AMP								
12	08888-4050-	ASSY Z NC	D	11440-6118	CONN HEADER 6 POS	C	1	Each	39-29-106	MOLEX								
13	08888-4050-	ASSY Z NC	D	11440-6189	CONN HEADER 5 POS	A	1	Each	39-30-305	MOLEX								
14	08888-4050-	ASSY Z NC	D	11440-6211	CONN HEADER 2POS .	B	9	Each	68001-102	FCI								
15	08888-4050-	ASSY Z NC	D	11490-5023	CONN HEADER W/LA1	A	1	Each	22-04-103	MOLEX								
16	08888-4050-	ASSY Z NC	D	13890-6018	CONN MOD JACK 2PC	A	2	Each	6116353-1	AMP								
17	08888-4050-	ASSY Z NC	D	15812-6012	SWITCH DIP LOW PRC	B	1	Each	GDS0404	TE CONNECTIVITY								
18	08888-4050-	ASSY Z NC	D	17244-0258	TRANSFORMER FLYBA	C	2	Each	TRLM258X	MULINK								
19	08888-4050-	ASSY Z NC	D	18521-0010	CLIP RETAINER FOR C(	B	8	Each	MAX10G	AAVID THERMAL								
20	08888-4050-	ASSY Z NC	D	18543-0154	FUSE BLOCK W/.5A FU	A	1	Each	0154.500D	LITTLE FUSE								
21	08888-4050-	ASSY Z NC	D	19019-0050	INDUCTOR 4.7 UH 10A	B	1	Each	IHLP5050(	VISHAY								

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1. Please fill up all the required information

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