

E-Sourcing Supplier Training

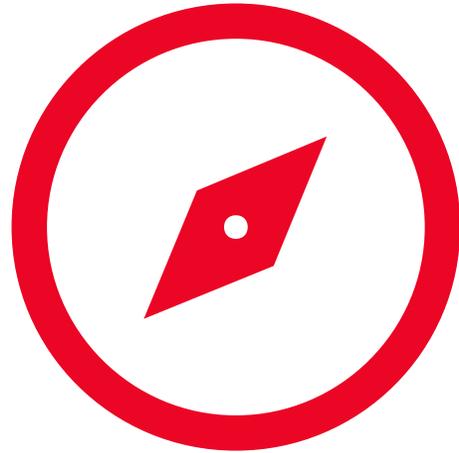
Direct Purchasing



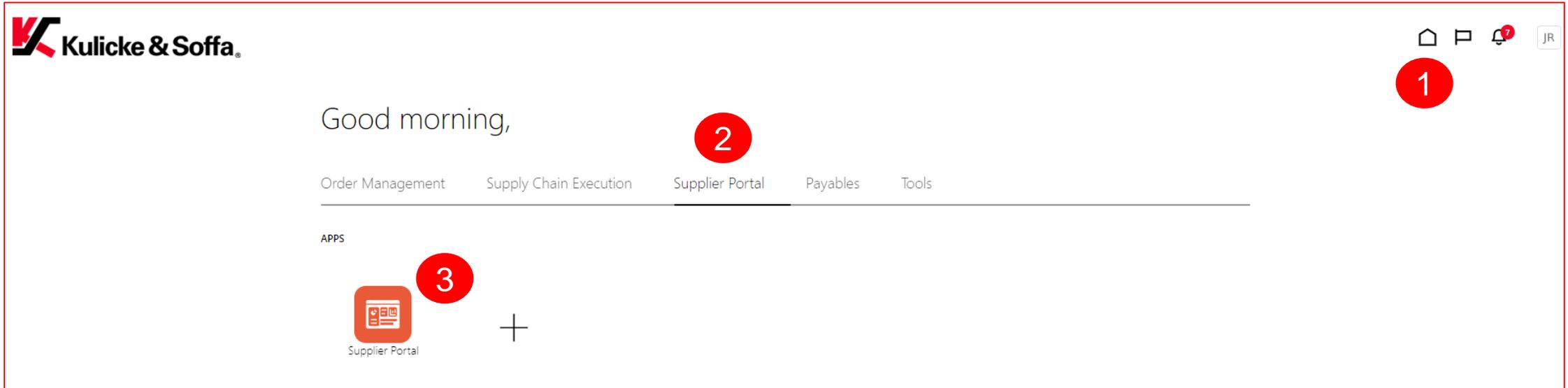
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 - Costed BOM Template

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

Supplier Portal

Search Orders Order Number

Tasks

- Supply Plan
 - Manage Order Forecasts and Commits
 - Manage Supplier On-Hand Quantities
- Orders
 - Manage Orders
 - Manage Schedules
 - Acknowledge Schedules in Spreadsheet
- Agreements
 - Manage Agreements
- Channel Programs
 - Manage Programs
- Shipments
 - Manage Shipments
 - Create ASN
 - Create ASBN
 - Upload ASN or ASBN
 - View Receipts
 - View Returns
- Consigned Inventory
 - Review Consumption Advices
- Invoices and Payments
 - Create Invoice
 - Create Invoice Without PO
 - View Invoices
 - View Payments
- Negotiations
 - View Active Negotiations
 - Manage Responses

Requiring Attention



Category	Count
Orders to Acknowledge	1
Schedules Overdue or Due Today	289
Negotiation Messages	3
Invoices Overdue	260

Recent Activity
Last 30 Days

Negotiation invitations	1
Orders opened	1
Receipts	1

Transaction Reports
Last 30 Days

PO Purchase Amount	20 USD
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Supplier News

Please be sure your supplier profile is up to date. Please refer to the FAQ for Supplier portal access/functionality in URL. Please direct all issues to test@kns.com

1

2

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

RFQ for First Article Inspection (FAI)



Review RFQ

Kulicke & Sofa

RFQ: SS_SG_00034

Currency = US Dollar

Title RFQ for FAI Items

Status Active (Locked)

Time Remaining 5 Days 23 Hours

Open Date 24-May-2023 13.13

Close Date 01-Jun-2023 11.58

Time Zone **Coordinated Universal Time**

Table of Contents

- Cover Page
- Overview
- Requirements
- Lines

Cover Page

K&S is requesting quotation from suppliers who can provide the products or services as mentioned in this package at the best price with the highest quality, delivery, service and support. K&S expects that the supplier should meet our product specifications in the quote.

It is in the Supplier's best interest to make sure that the response to this RFQ contains the most favorable terms that your company will be able to offer K&S.

K&S reserves the right to:

- * Reject any response if it is conditional, incomplete, deviates from the specifications of this RFQ.
- * Withdraw this RFQ at any time before or after submission of bids, without prior notice.
- * Modify the evaluation procedure described in this RFQ.
- * Decide not to award any contract to any Supplier responding to this RFQ.
- * Award its total requirements to one Supplier or apportion those requirements among two or more Suppliers as K&S may deem to be in its best interest.

Please submit your responses no later than Closed Date 01-Jun-2023 11.58

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

Create Response

Kulicke & Sofa

1

1 — 2 — 3 — 4

Overview Requirements Lines Review

Create Response (Quote 3002): Overview ?

Messages Respond by Spreadsheet Actions Back Next Save Submit Cancel

Last Saved 26-May-2023 12:54
Time Zone Coordinated Universal Time

4

Title RFQ for FAI Items

Close Date 01-Jun-2023 11:58

Time Remaining 5 Days 23 Hours

General

Supplier

Negotiation Currency USD

Response Currency USD

Price Precision 2 Decimals Maximum

Response Valid Until 15-Jun-2023 11:59

2

3

Response Type Primary Alternate

Reference Number QUOTE1

Note to Buyer

Attachments None +

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 shipment	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

The screenshot shows the 'Create Response (Quote 3002): Lines' interface. At the top, there are four tabs: 'Overview', 'Requirements', 'Lines' (highlighted with a blue box and a red circle '3'), and 'Review'. Below the tabs is a toolbar with buttons: 'Messages', 'Respond by Spreadsheet' (with a dropdown arrow), 'Actions' (with a dropdown arrow), 'Back', 'Next', 'Save' (with a dropdown arrow), 'Submit', and 'Cancel'. A red circle '1' is placed over the 'Respond by Spreadsheet' button. Below the toolbar, there is a 'Currency = US Dollar' label and a 'Supplier' field. A 'Time Remaining' indicator shows '0 Seconds'. A 'Close Date' is set to '08-Jun-2023 20:22'. The main area contains a table with columns: 'Line', 'Description', '* Alternate Line Description', 'Create Alternate', 'Required Details', 'Category Name', 'Start Price', 'Line Price', 'Response Price', 'Response Quantity', 'UOM', and 'Line Amount'. Two rows are visible, both for 'Sheetmetal - Part'. The first row has a 'Line Price' of 45.00, and the second row has a 'Line Price' of 48.00. A red circle '2' is placed over the 'Line Price' input field in the second row. A red circle '3' is placed over the 'Required Details' column header. The table also has a 'Wrap' button and a 'Detach' button.

1. Overview 2. Requirements 3. Lines 4. Review

Create Response (Quote 3002): Lines ?

Messages Respond by Spreadsheet Actions Back Next Save Submit Cancel

Currency = US Dollar

Last Saved 08-Jun-2023 20:24
Time Zone Coordinated Universal Time

Supplier

Close Date 08-Jun-2023 20:22

Time Remaining 0 Seconds

Actions View Format Freeze Detach Wrap

Line	Description	* Alternate Line Description	Create Alternate	Required Details	Category Name	Start Price	Line Price	Response Price	Response Quantity	UOM	Line Amount
1	08895-0014		+		Sheetmetal - Part		45.00	45.00	1,000	Each	45,000.0
2	08895-0014		+		Sheetmetal - Part		48.00	48.00	1,000	Each	48,000.0

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

Lines – Required Details

1

Cost Factors ?

View Format Freeze Detach Wrap

Cost Factor	Target Value	* Response Value	Pricing Basis
Line Price		<input type="text" value="45.00"/>	Per unit
NRE		<input type="text" value="300.00"/>	Fixed amount

2

Quantity-Based Price Tiers ?

Actions View Format + X Freeze Detach Wrap

	* Minimum Quantity	* Maximum Quantity	* Price
	<input type="text" value="5"/>	<input type="text" value="5"/>	<input type="text" value="50.00"/>
	<input type="text" value="10"/>	<input type="text" value="10"/>	<input type="text" value="45.00"/>

3

Attributes ?

View Format Freeze Detach Wrap

Attribute	Target Value	Response Value
FAI		
Estimated Annual Usage (EAU)	6,000	
Price for the Mass Production Quantity (EAU mentioned above)		<input type="text" value="11"/>
Assembly Purchase		
Country of Origin		<input type="text" value="China"/>
Lead Time (Days)		<input type="text" value="4"/>
Minimum Ordering Quantity		<input type="text" value="100"/>

Columns Hidden: 1

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 — 2 — 3 — 4
Overview Requirements **Lines** Review

Create Response (Quote 3002): Lines ?

Messages Respond by Spreadsheet Actions Back Next Save **Submit** Cancel

Currency = US Dollar

Supplier

Last Saved 08-Jun-2023 20.27
Time Zone Coordinated Universal Time

Time Remaining 0 Seconds

Close Date 08-Jun-2023 20.22

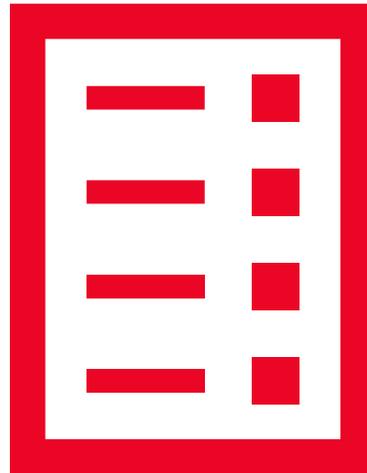
Actions View Format + X Freeze Detach Wrap

Line	Description	* Alternate Line Description	Create Alternate	Required Details	Category Name	Start Price	Line Price	Response Price	Response Quantity	UOM	Line Amount
1	08895-0014		+		Sheetmetal - Part		45.00	45.30	1,000	Each	45,300.00
2	08895-0014		+		Sheetmetal - Part		48.00	48.35	1,000	Each	48,350.00

Rows Selected 1 Columns Hidden 8

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)

Create Response (Quote 4004): Lines ?

Currency = US Dollar

Time Remaining 1 Day 22 Hours

Close Date 31-May-2023 8:16

Last Saved 29-May-2023 9:16
Time Zone Coordinated Universal Time

Messages Respond by Spreadsheet Actions Back Next Save Submit Cancel

Export Import

1

Line	Description	* Alternate Line Description	Create Alternate	Required Details	Category Name	Start Price	Response Price	Estimated Quantity	UOM	Line Amount	Estimated Total Amount	Respo Rel
1	08895-0014-		+		Sheetmetal - Part			200	Each			
2	08895-0014-		+		Sheetmetal - Part			500	Each			
3	WB761-2108		+		Sheetmetal - Part			300	Each			
4	WB381-3093		+		Sheetmetal - Part			400	Each			
5	WB382-2155		+		Sheetmetal - Part			200	Each			
6	WB380-0901		+		Sheetmetal - Part			500	Each			
7	WB380-0902		+		Sheetmetal - Part			300	Each			
8	WB382-5123		+		Sheetmetal - Part			400	Each			

Export Spreadsheet

Response Template

- Requirements and lines
- Rich style spreadsheet
- Light-weight style spreadsheet
- Lines only

2

OK Cancel

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 Mit	** Respon	** Note to	Target Pric	Category	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	

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

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
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[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

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

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

Create Response (Quote 4004): Lines

Currency = US Dollar

Time Remaining 1 Day 22 Hours

Last Saved 29-May-2023 10:06
Time Zone Coordinated Universal Time

Close Date 31-May-2023 8:16

Line	Description	* Alternate Line Description	Create Alternate	Required Details	Category Name	Start Price	Response Price	Estimated Quantity	UOM	Line Amount	Estimated Total Amount	Respo Rel
1	08895-0014		+		Sheetmetal - Part		15.14	200	Each	3,028.00		
2	08895-0014		+		Sheetmetal - Part		15.14	500	Each	7,570.00		
3	WB761-2109		+		Sheetmetal - Part		80.64	300	Each	24,192.00		
4	WB381-3093		+		Sheetmetal - Part		47.15	400	Each	18,860.00		
5	WB382-2155		+		Sheetmetal - Part		217.26	200	Each	43,452.00		
6	WB380-0901		+		Sheetmetal - Part		41.75	500	Each	20,875.00		
7	WB380-0902		+		Sheetmetal - Part		4.36	300	Each	1,308.00		

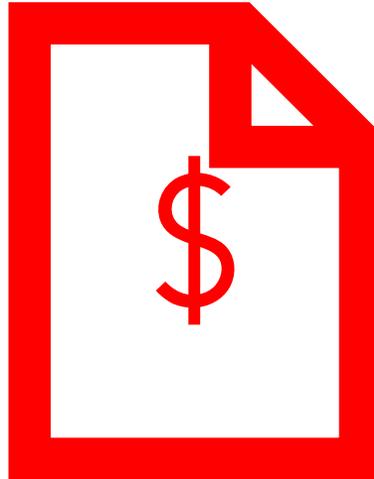
Open

File name: NegotiationSS_SG_00037-ResponseLines

File Name Choose File No file chosen

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

The screenshot shows the 'Requirements' tab of a 'Create Response' for Quote 73047. The interface includes a navigation bar with tabs for Overview, Requirements (highlighted with a red circle 1), Lines, and Review. Below the navigation bar are buttons for Messages, Respond by Spreadsheet, Actions, Back, Next, Save, Submit, and Cancel. The main content area displays 'Section 1. Costed BOM' with a dropdown menu (highlighted with a red circle 2) and a list of instructions. A red circle 3 highlights a note about downloading and uploading a CSV file. A red circle 4 highlights the 'Response Attachments' section, which currently shows 'None'.

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 NCD	08001-8158	Z NODE FIRMWARE FC		1	Each											
3	08888-4050-	ASSY Z NCD	08001-8173	PROGRAMMED LATTIC		1	Each											
4	08888-4050-	ASSY Z NCD	08888-1002	Z NODE HEATSINK CO B		1	Each											
5	08888-4050-	ASSY Z NCD	08888-1002	HEATSINK Z NODE	B	1	Each											
6	08888-4050-	ASSY Z NCD	08888-1002	INSULATOR Z NODE O_D		4	Each											
7	08888-4050-	ASSY Z NCD	08888-4050	FAB Z-NODE	B	1	Each											
8	08888-4050-	ASSY Z NCD	11440-6037	CONN,HDR,R/A,2X2,4 G		1	Each	39-30-004	MOLEX									
9	08888-4050-	ASSY Z NCD	11440-6052	CONN,PIN HDR,1X8 G AJ		4	Each	TSW-1-08-	SAMTEC									
10	08888-4050-	ASSY Z NCD	11440-6053	CONN, PIN-HEADER 2 B		1	Each	67997-114	FCI									
11	08888-4050-	ASSY Z NCD	11440-6101	CONN D-SUB HD20 R/ C		2	Each	5747845-4	AMP									
12	08888-4050-	ASSY Z NCD	11440-6118	CONN HEADER 6 POS	C	1	Each	39-29-106	MOLEX									
13	08888-4050-	ASSY Z NCD	11440-6189	CONN HEADER 5 POS	A	1	Each	39-30-305	MOLEX									
14	08888-4050-	ASSY Z NCD	11440-6211	CONN HEADER 2POS	B	9	Each	68001-102	FCI									
15	08888-4050-	ASSY Z NCD	11490-5023	CONN HEADER W/LATA		1	Each	22-04-103	MOLEX									
16	08888-4050-	ASSY Z NCD	13890-6018	CONN MOD JACK 2PC A		2	Each	6116353-1	AMP									
17	08888-4050-	ASSY Z NCD	15812-6012	SWITCH DIP LOW PRC B		1	Each	GDS0404	TE CONNECTIVITY									
18	08888-4050-	ASSY Z NCD	17244-0258	TRANSFORMER FLYBAC		2	Each	TRLM258X	MULINK									
19	08888-4050-	ASSY Z NCD	18521-0010	CLIP RETAINER FOR C	B	8	Each	MAX10G	AAVID THERMAL									
20	08888-4050-	ASSY Z NCD	18543-0154	FUSE BLOCK W/.5A FLA		1	Each	0154.5000	LITTLE FUSE									
21	08888-4050-	ASSY Z NCD	19019-0050	INDUCTOR 4.7 UH 10A B		1	Each	IHLP5050	VISHAY									

1

1. Please fill up all the required information

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