

ANONYMISED SUPPLIER QUOTATION SUMMARY

From supplier quotation to prototype decision

EXECUTIVE SUMMARY 执行摘要

MANUFACTURING LOCATION 生产地点: China

MANUFACTURING PROCESS 制造工艺: Cold forming, CNC machining, solution treatment and grinding.

PROTOTYPE PRICE 样品价格: Redacted

PRODUCTION PRICE 量产价格: Redacted

PROTOTYPE LEAD TIME 样品交期: 15 Days

PRODUCTION LEAD TIME 量产交期: 40-45 Days

DECISION STATUS 决策状态: Proceed to controlled prototype evaluation

VERIFICATION STATUS 验证状态: Manufacturing capability not yet verified

OVERALL ASSESSMENT 总体评估:

The supplier reviewed the original welded design, proposed an alternative manufacturing route and raised the heat-treatment requirements for clarification before finalising the quotation.

The proposed route may reduce welding-related distortion, but its manufacturability, dimensional capability and process control remain unverified. The current information supports proceeding to prototype evaluation, not production approval.

PROJECT INFORMATION 项目信息

CUSTOMER 客户: European industrial equipment manufacturer

PRODUCT/PART NAME 零件名称: Custom stainless-steel roller

APPLICATION 产品应用: Industrial equipment

PROJECT OBJECTIVE 项目宗旨: Evaluate an alternative manufacturing route through prototype production

SUPPLIER TECHNICAL PROPOSAL

供应商技术方案

ORIGINAL DESIGN 原始设计:

- Welded multi-part construction
- Austenitic stainless steel
- Solution treatment and post-weld stress relief specified

SUPPLIER PROPOSAL 供应商建议方案: Replace the welded construction with a cold-formed manufacturing route.

SUPPLIER-STATED ENGINEERING RATIONALE 技术依据:

According to the supplier, the proposed route is intended to:

- Avoid welding-related distortion
- Improve concentricity and dimensional stability
- Simplify the manufacturing sequence
- Reduce manufacturing risk
- Achieve the required function, subject to compliance with drawing dimensions, tolerances and performance requirements

TECHNICAL CLARIFICATIONS COMPLETED 已确认技术澄清:

A. CONFIRMED REQUIREMENTS

- The customer agreed to evaluate the proposed route through prototype production
- Post-weld stress relief no longer applies if welding is removed

- Solution treatment remains required
- No separate hardness requirement was specified
- The finished part must meet the applicable drawing dimensions, tolerances and performance requirements

B. OPEN TECHNICAL POINTS

- Exact definition of the proposed forming or assembly process
- Press-fit or interference parameters, if applicable
- Manufacturing sequence
- Whether solution treatment occurs before or after assembly
- Solution-treatment parameters and process records
- Effect of heat treatment on final dimensions and fit
- Inspection method and prototype acceptance criteria
- In-house and outsourced manufacturing steps

VALIDATION REQUIREMENTS AND REMAINING RISKS 验证要求与剩余风险：

- Cold press process not yet validated through prototype production
- Initial assembly condition can be reviewed during prototype inspection. Long-term retention and service reliability require an agreed engineering assessment or test method.
- Solution treatment parameters remain to be determined by the supplier
- A prototype can demonstrate initial manufacturability. Production consistency requires repeated production data, a pilot batch or subsequent batch inspection.

THE PROTOTYPE CAN HELP VERIFY

- Initial manufacturability of the proposed route
- Critical dimensions and tolerances
- Concentricity or runout
- Surface condition after grinding
- Dimensional effect of heat treatment
- Initial assembly or fit condition

THE PROTOTYPE CANNOT BY ITSELF VERIFY

- Long-term service reliability
- Batch-to-batch consistency
- Stable production capability

These require an agreed test method, pilot production or repeated production evidence.

COMMERCIAL SUMMARY 商务摘要

PROTOTYPE PRICE 样品价格: Redacted

MASS PRODUCTION PRICE 量产价格:

UNIT PRICE 单价: Redacted

QUOTATION BASIS 报价依据: 20 sets

CURRENCY 币种: RMB (CNY)

COST BREAKDOWN 成本组成:

Cost Item	Material	Machining	Proposed forming/ assembly process	Grinding	Packaging	Tax	Total
成本项目	材料费	机械加工费	冷压成型费	磨削加工费	包装费	税费	合计
金额 (RMB)	Include d-value redacted d	Included-value redacted	Included-value redacted	Included-value redacted	Included-value redacted	Include d-value redacted d	Included-value redacted

COMMERCIAL POINTS REQUIRING CONFIRMATION

MOQ 最小起订量: Not stated

TOOLING COST 工装/模具费: Not separately stated

PROTOTYPE CHARGE DEDUCTIBILITY 样品费是否可抵扣: Not stated

PROTOTYPE LEAD TIME 样品交期: 15 calendar days, excluding transport

PRODUCTION LEAD TIME 量产交期: 40-45 calendar days, excluding transport

PAYMENT TERMS 付款方式:

50% deposit after order confirmation; remaining 50% after production completion and inspection acceptance, before shipment.

INCOTERM 贸易术语: Not stated

TRANSPORT 运输: Excluded from the quoted price

QUOTATION VALIDITY 报价有效期: Not statedd

SUPPLIER INFORMATION STATUS

供应商信息概览

This section records the information currently available from the quotation and technical communication. It does not constitute completed supplier qualification.

MAIN PRODUCTS 主要产品: Machined industrial components and assemblies (based on information obtained during the current project)

CORE MANUFACTURING PROCESSES INCLUDED IN THE PROPOSED ROUTE 核心工艺:

- CNC Machining
- Proposed forming process
- Solution Treatment
- Grinding

IN-HOUSE/OUTSOURCED OPERATIONS 内部/外协: Not yet verified

RELEVANT INDUSTRY 服务行业: Not yet verified

EXPORT EXPERIENCE 出口经验: Not yet verified

KEY EQUIPMENT 核心设备: Not yet verified

QUALITY SYSTEM 质量体系: Not yet verified

SIMILAR PROJECTS 类似项目: Supplier-stated; evidence not reviewed

SOURCING BRIDGE ASSESSMENT 专业评估

FACT 事实:

- The supplier reviewed the drawing before finalising the quotation
- The supplier proposed an alternative manufacturing route to the original welded construction
- The heat-treatment requirement was clarified with the customer before the quotation was completed
- The customer agreed to evaluate the proposed route through prototype production

OBSERVATION 观察:

- The supplier did not quote directly against the original design without review
- It provided a manufacturing rationale and raised a conflict in the heat-treatment requirements for clarification
- This demonstrates engineering responsiveness during the quotation stage, but not yet verified manufacturing capability

UNKNOWN/NOT YET VERIFIED 未知/未核实:

- Actual equipment capability
- Quality and inspection system
- Similar-project evidence
- Internal and outsourced manufacturing scope
- Control of heat-treatment and grinding processes
- Repeatability and production consistency

ASSESSMENT 评估:

The supplier demonstrated constructive technical participation during the quotation stage. It reviewed the original design, proposed an alternative route and raised the heat-treatment conflict before finalising the quotation.

This supports proceeding to a controlled prototype evaluation. It does not yet validate the supplier's manufacturing capability, process repeatability or production consistency.

PROTOTYPE RISKS 样品风险:

- Proposed manufacturing route not yet physically validated
- Heat-treatment sequence and parameters not yet finalised
- Effect of heat treatment on dimensions and fit not yet verified
- Critical dimensions and concentricity not yet demonstrated

SUPPLIER VERIFICATION GAPS 供应商待验证事项:

- Equipment capability not verified
- Inspection capability not verified
- Quality system not verified
- In-house and outsourced process control not verified
- Similar-project evidence not reviewed

RECOMMENDATION 建议：

PROTOTYPE ACCEPTANCE POINTS 样品验收标准：

- Confirmed manufacturing route and process sequence
- Material identification and traceability
- Heat-treatment parameters and process record
- Critical dimensions and tolerances
- Concentricity or runout
- Surface finish after grinding
- Assembly or fit condition
- Final inspection report
- Record of deviations and corrective actions, if any

CAPABILITY VERIFICATION BEFORE PRODUCTION APPROVAL 正式批准生产前需完成供应商能力验证

- Key equipment
 - Measurement and inspection capability
 - In-house and outsourced process scope
 - Subcontractor control
 - Similar-project evidence
 - Pilot or repeat-production results
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RECOMMENDED NEXT STEP 建议下一步

Proceed to prototype manufacturing only after the remaining technical points and prototype acceptance criteria have been recorded.

Production approval should remain conditional on:

- Satisfactory prototype results
 - Closure of the remaining technical questions
 - Verification of the supplier's relevant manufacturing and inspection capability
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Sourcing Bridge

Supplier Identification, Qualification and Project Coordination in China

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