

# Vendor's User manual for opportunity

<b>Vendor's User manual for opportunity.....</b>	<b>1</b>
<b>1) Home Page.....</b>	<b>2</b>
<b>Fields in 'list of open needs' .....</b>	<b>2</b>
No Bid .....	2
Combine ANY .....	2
IPN.....	2
MPN .....	2
Quantity.....	3
Price .....	3
Min.....	3
Mult.....	3
Cut Tapes.....	3
Vendor Stock .....	3
Factory Stock.....	3
Factory Lead.....	3
Vendor Part Number .....	3
Price Valid For.....	3
Bid Closes On.....	3
<b>General Notations .....</b>	<b>4</b>
<b>Fields in 'Bid Status' .....</b>	<b>5</b>
Status.....	5
IPN.....	6
Description .....	6
Mfr .....	6
MPN .....	6
Quantity.....	6
Price.....	6
'Min' to 'price valid for' .....	6
<b>Note.....</b>	<b>6</b>
<b>2) Lost opportunities .....</b>	<b>7</b>
<b>3) Closed opportunities .....</b>	<b>7</b>
<b>4) No Bid opportunities .....</b>	<b>7</b>
<b>5) Edit details .....</b>	<b>7</b>

## 1) Home Page

When a vendor registered (Using register button in opportunity Login page) to opportunity and approved by Amtech Admin, he can log in to opportunity using his username and password.

On the home page (Initially shown is dash board) you can see the list of opportunities (under 'List of Opened Needs') currently available with Amtech.

### Fields in 'list of open needs'

Field Name	Description
<b>No Bid</b>	It gives you the provision to remove that opportunity from dash board. (Note that the vendor will be no longer able to quote for that product for the particular need). This will help you to concentrate on your available products and keep dash board clean.
<b>Combine ANY</b>	This will help vendor to combine the list of opportunity for the product and can quote better price. This will help vendors having enough stock to quote in a larger quantity with cheapest price to beat the competitors.
<b>IPN</b>	Refers the Amtech reference number for the product.
<b>MPN</b>	<p>Refers to manufacturer part number</p> <p>In case where Amtech customer has no selection for manufacturer then you can see a combo box in this field. This means that you can suggest a manufacturer in that combo box and quote for its price.</p> <p>If the manufacturer you think is not in the combo box you can click 'Other' to add a new manufacturer for the part. But this needs to be approved by Amtech before you can add price. (The manufacturer you added will be shown in combo box only after Amtech approval).</p>

<b>Quantity</b>	This field refers to the total number (count) of the product needed by Amtech.
<b>Price</b>	Price per piece. (Rounded to 3 decimal place).
<b>Min</b>	Minimum quantity to be purchased by Amtech. (Note that this will be a factor in deciding the best purchase).
<b>Mult</b>	You can restrict the purchase of Amtech as multiple of X (where X can be any positive integer).
<b>Cut Tapes</b>	The total number of cut tapes with vendor and in factory. I.e. the cut tapes going to be delivered for Amtech.
<b>Vendor Stock</b>	Your current stock for the product.
<b>Factory Stock</b>	Stock in factory
<b>Factory Lead</b>	Number of weeks needed to get stocks from factory and deliver to Amtech.
<b>Vendor Part Number</b>	Vendor's internal reference number of the product.
<b>Price Valid For</b>	Date up to which the price is valid. This means the vendor is responsible to deliver product for Amtech in the price quoted till this date.
<b>Bid Closes On</b>	On the very next day to this you can know whether you won the bid or not.

## General Notations

Always note that the quote is won for those vendors who quote the cheapest price.

Cheapest price is considered in the following manner

(The total need of Amtech + Overheads in pricelist) \* Price per part.

Stock of a vendor is considered as Vendor stock

If the (Factory Lead + current date) is less than requirement date,  
Then vendor stock = vendor stock + factory stock

Over heads in pricelist = (number of cut tapes \* Leader quantity) + its scrap percentage.

## Fields in 'Bid Status'

Once the vendor added a bid for a product a new head 'Bid Status' will be displayed which contains the following information's.

Field Name	Description	
Status	Displays the current status of the bid. It has 3 values	
	Status	Description
	Winning	Means the bid is currently in winning state.  This does not mean that you will surely win the bid, because our customer can opt for multiple manufacturers for a product. If same product with another manufacturer is quoted (manufacturer accepted by Amtech customer) with a price less than this can win the bid. You can identify the same part by looking to the first 9 letters of IPN. Both are same implies same product of different vendor.
	Tie	Means another vendor also quoted the same price.  In such cases the next priority goes to 'Min', 'Mult' and 'cut tapes'.
	Difference	Says you are loosing the bid for X\$ where X=Winning bid price-your bid price.  It does not mean that you will never win the bid; you can win the bid if the vendor with maximum bid may not have sufficient quantity to satisfy Amtech's need.

<b>IPN</b>	Refers the Amtech reference number for the product.
<b>Description</b>	Description about the product.
<b>Mfr</b>	Manufacturer name
<b>MPN</b>	Manufacture part number.
<b>Quantity</b>	Quantity quoted for.
<b>Price</b>	<p>Your opponent's price.</p> <p>If you are winning the bid the price shown is best price other than yours.</p> <p>If you are loosing the bid, the price shown is the winning price.</p>
<b>'Min' to 'price valid for'</b>	Refers to opponents 'min' to 'price valid for'

### Note

- 1) Every day mid night Amtech identifies the best price lists for there opened plans.
- 2) All bids for the day will be closed at 12 pm. Bids there after will not be considered for next day plan.

## **2) *Lost opportunities***

This page displays the bid lost by vendor.

## **3) *Closed opportunities***

This page displays the list of closed opportunities. I.e., opportunities in which no actions were taken by vendor.

## **4) *No Bid opportunities***

List of opportunities that vendor do not want to bid.

## **5) *Edit details***

Allows editing information's given to Amtech during the time of registration. This must provide password, so as to make sure that the person is authorized to do so.