



ENOVIA Quotation Central™

Product Objective

ENOVIA® Quotation Central™ makes it possible for a company's suppliers to participate in the electronic negotiation and request-for-quote (RFQ) process. As a result, the supplier can more accurately and quickly respond to customer opportunities as well as become an integral development partner.

Product Overview

With ENOVIA Quotation Central, companies can automate the global sourcing process by ensuring that suppliers submit RFQ responses electronically with standard templates that improve operational efficiencies and reduce costs by eliminating paper based processes and cutting travel time and expenses. Using ENOVIA Quotation Central makes it possible for a company to aggregate all supplier responses into a single location so buyers can easily view and track progress. Suppliers can suggest engineering change requests (ECRs) and collaborate with different functional groups early and throughout the product lifecycle. As a result, companies can reduce development costs and accelerate time-to-market.

Product Highlights

Standardized Supplier Quotations

Suppliers submit their responses in a standardized data entry screen that is tailored to the unique sourcing needs of the RFQ. Mandatory and optional data entry is displayed clearly so suppliers accurately fill out their quotations and avoid missed deadlines. Each quotation contains the standard terms and conditions, award attributes, and contract quality deliverables.

Negotiation

Buyers can manage multiple rounds of RFQs, which require suppliers to update their responses. ENOVIA Quotation Central preserves complete historical information on each round of bidding. When responding to an RFQ, suppliers can specify multiple price-periods for any given line item. Granular access controls include more stakeholders in the processes without compromising security. Some suppliers may choose to submit an engineering change request (ECR) with their response in order to demonstrate the value that they can provide beyond cost, volume, and schedule.

Cross-functional Sourcing Collaboration

Suppliers can create repeatable and/or ad hoc workflows for cross-functional review and approval related to preparing their quotation responses. Suppliers are alerted automatically to key events in the sourcing process.

Microsoft Excel Export

Suppliers can export quotations to formatted Microsoft Excel files for off-line editing. Required fields are highlighted in these files minimizing data entry errors.

Actions	Item	Required Qty	U of M	Receiving Plant	Spots	Required Availability	Quoted Qty	Quoted U of M	Unit Price	
	Export	4000	EA (each)			12/15/2003	3000	EA (each)	8.35	
	No Bid									
	Enable	4000	EA (each)			12/15/2003	3000	EA (each)	8.35	
<input type="checkbox"/>	ECR 10810	Molded case	10000	EA (each)		12/15/2003	10000	EA (each)	17.5	
<input type="checkbox"/>	ECR 10810	Molded case	5000	EA (each)	Milpitas	50.0%	12/15/2003	5000	EA (each)	17.5
<input type="checkbox"/>	ECR 10810	Molded case	5000	EA (each)	Detroit	50.0%	12/15/2003	5000	EA (each)	17.5
<input type="checkbox"/>	ECR 10811	Frame	4000	EA (each)			12/15/2003	4000	EA (each)	16.2
<input type="checkbox"/>	ECR 20756	PCB assembly	2500	EA (each)			12/15/2003	2500	EA (each)	23.0

Key Customer Benefits

- Minimize missed business opportunities by responding to RFQs from a customer in a timely fashion
- Improve the accuracy of quotations by accessing current product related data including drawings, specifications, 3D models, etc.
- Provide a comprehensive response to RFQs by including information on all requested data elements as well as optional attachments used for additional explanation
- Become the customer's development partner by proactively suggesting engineering changes to reduce total cost



The Role of ENOVIA V6 and PLM 2.0

ENOVIA Quotation Central supports PLM 2.0, product lifecycle management online for everyone, and the ENOVIA V6 values: global collaboration innovation, single PLM platform for intellectual property (IP) management, online creation and collaboration, ready to use PLM business processes, and lower cost of ownership.

About ENOVIA

ENOVIA is the recognized leader in delivering collaborative PLM solutions. We enable companies from a broad range of industries to dramatically accelerate innovation, time-to-market and revenue generation by collaboratively developing, building and managing products. Our solutions facilitate the sharing of concepts, content and context across product lifecycles and throughout value chains of employees, customers, suppliers and partners.

ENOVIA collaborative PLM solutions help global enterprises bring together people, processes, content and systems to achieve a compelling competitive advantage. Our interoperable solutions unify and streamline processes across the product lifecycle, enabling companies to easily and cost-effectively work on projects within and outside of their enterprises. Our adaptable, scalable technology is built to accommodate the ever-changing marketplace.

About Dassault Systèmes

As world leader in 3D and Product Lifecycle Management (PLM) solutions, the Dassault Systèmes group brings value to more than 90,000 customers in 80 countries. A pioneer in the 3D software market since 1981, Dassault Systèmes develops and markets PLM application software and services that support industrial processes and provide a 3D vision of the entire life cycle of products from conception to maintenance. Our offering includes integrated PLM solutions for product development (CATIA®, DELMIA®, ENOVIA®, SMARTEAM®), mainstream product 3D design tools (SolidWorks®), 3D components (Spatial/ACIS®) and SIMULIA®, DS' open scientific platform for realistic simulation. Dassault Systèmes is listed on the Euronext Paris (#13065, DSY.PA) stock exchange. For more information, visit 3ds.com.



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