

# SFD报价系统使用 培训

Jul 26, 2021

# 1、登录

## 1.1、当采购经理发出询价需求时，供应商将收到如下邮件通知：

en.mail.qq.com/cgi-bin/frame\_html?sid=SDsj9R51959YRX8f,2,en\_US&r=82b976158043906ca4f6959b4ae81e32

979954547@qq.com | Settings | 简体中文 | Sign out

Compose  
Check  
Contacts

Inbox(65)  
Starred ★  
Group Mail(2)  
Drafts(6)  
Sent  
Trash [Empty]  
Spam(4) [Empty]

163 lizhongpengok...  
My Folders  
Pop Folder  
Calendar  
My Attachments

« Back | Reply | Reply All | Forward | Delete | Delete Permanently | Spam | Reject | Mark as... | Move to... | Previous Next

**Reminder: Action Required: You Are Invited to Negotiation N101001321 (RFQ Test-20210607-01)** ☆

From: **Oracle Sourcing Functional Deployment Production** <efkd.fa.sender@workflow.mail.us2.cloud.oracle.com>  
Date: Tuesday, Jun 8, 2021 10:47 AM  
To: 李中朋 <979954547@qq.com>  
File: 1 Attachment (N101001321\_SUPPLIER.pdf)

如无法正常收到通知，请检查垃圾邮件，并将此发件人设置为正常联系人

Negotiation Invitation  
**RFQ Test-20210607-01**  
**Cummins, Inc.**

From Zhongpeng Li  
RFQ **N101001321**  
Opens **6-Jun-2021 10:48 PM**  
Closes **8-Jun-2021 10:42 PM**

Accept Invitation | Decline Invitation

Supplier: WUHAN EAST OCEAN MARKING & SOLUTION

# 1、登录

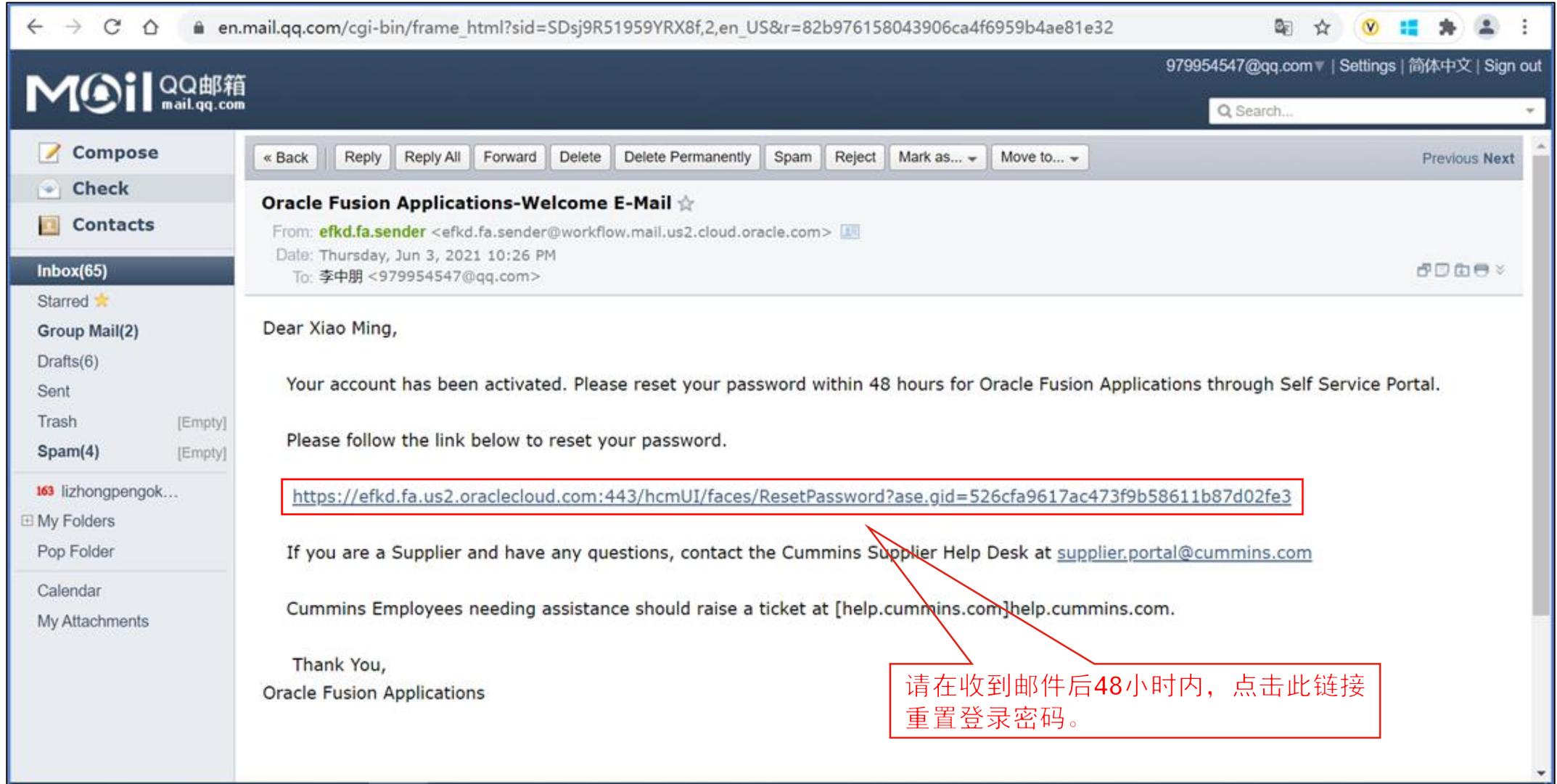
1.2、收到询价通知邮件后，打开下面网站，输入账号、密码，登录。

[https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?\\_adf.ctrl-state=1csb6hwpuu\\_5&fnd=%3B%3B%3B%3Bfalse%3B256%3B%3B%3B&\\_afLoop=2066260127415635](https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=1csb6hwpuu_5&fnd=%3B%3B%3B%3Bfalse%3B256%3B%3B%3B&_afLoop=2066260127415635)



# 1、登录

1.2.1、若无账号、密码，需提供姓名、邮箱地址、手机号给康明斯采购经理申请开通账号，账号开通后会收到邮件如下：



# 1、登录

1.2.2、若有账号但是忘记密码, 可以通过下面的方式找回密码:



# 1、登录

1.2.2、若有账号但是忘记密码，可以通过下面的方式找回密码：

第二步：输入账号，选择“Forgot password”，点击“Submit”后系统会发送重置密码链接到邮箱

Forgot Password

979954547@qq.com

Forgot user name

Forgot password

Submit Cancel

# 1、登录

## 1.2.2、若有账号但是忘记密码，可以通过下面的方式找回密码：

The screenshot shows a web browser window displaying the QQ Mail interface. The address bar shows the URL: `en.mail.qq.com/cgi-bin/frame_html?sid=SDsj9R51959YRX8f,2,en_US&r=82b976158043906ca4f6959b4ae81e32`. The page header includes the QQ Mail logo and navigation links for settings and sign-out. The left sidebar shows the mailbox structure with folders like 'Inbox(65)', 'Starred', 'Group Mail(2)', 'Drafts(6)', 'Sent', 'Trash', 'Spam(4)', and 'My Folders'. The main content area displays an email titled 'Oracle Fusion Applications-Password Reset Information'. The email header shows it is from 'efkd.fa.sender' and dated Monday, Jun 14, 2021. The body of the email addresses 'Dear Xiao Ming' and informs the user that they have requested a password reset. A red box highlights the password reset link: `https://efkd.fa.us2.oraclecloud.com:443/hcmUI/faces/ResetPassword?ase.gid=ddd7303237149a7b33deb099cb1ae64`. A red callout box with the text '第三步：到邮箱中点击链接修改密码。' points to this link. Below the link, the email provides contact information for the Cummins Supplier Help Desk and a note for Cummins employees to raise a ticket.

# 1、登录

1.2.2、若有账号但是忘记密码, 可以通过下面的方式找回密码:

efkd.fa.us2.oraclecloud.com/hcmUI/faces/ResetPassword?ase.gid=dddf7303237149a7b33deb099cb1ae64&\_afLoop=203...

## Sign In ORACLE APPLICATIONS CLOUD

### Reset Password

.....

.....

Submit

第四步: 输入新的密码两次, Submit.

## 2、报价

### 2.1、主界面介绍

The screenshot shows the Oracle Cummins Sourcing Functional Deployment interface. The browser address bar displays the URL: [https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?\\_adf.ctrl-state=154v2du20w\\_108&fnd=%3B%3B%3B%3...](https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=154v2du20w_108&fnd=%3B%3B%3B%3...). The interface features the Oracle logo and a welcome message: "Welcome to the Cummins Sourcing Functional Deployment! Unleashing the Power of Purchasing".

Key elements and annotations:

- 报价入口 (Quote Entry Point):** A red callout box points to the "Supplier Portal" (供应商门户) icon, which is a computer monitor displaying a dashboard.
- 在任何页面点击此按钮可再次回到该页面 (Click this button on any page to return to this page):** A red callout box points to the Home icon (house symbol) in the top right navigation bar.
- 此处显示待报价通知等信息 (Information such as pending quote notifications is displayed here):** A red callout box points to a notification icon (bell symbol) with a red circle containing the number "1" in the top right navigation bar.
- 此处可设置地区、语言、时区等信息 (Information such as region, language, and time zone can be set here):** A red callout box points to the "Set Preferences" (设置首选项) icon, which shows a person and a pencil.

Other visible icons and text include:

- 社交 (Social)
- 使用入门 (Getting Started)
- 市场 (Market)
- 工作列表 (Worklist)

Text on the left side of the page:

For Cummins Employees:  
For additional information such as latest release update and training materials, click [here](#) to visit the Global ERP Training Community

Still Need Help?  
Please contact your BU or ABO super users, for a list please click [here](#)

*For Sourcing Functional Deployment issues or assistance after contacting your super user, please connect to ServiceDesk via chat Startchat (Search for "SCERP ServiceDesk" in Skype) to receive required help and / or to log a help ticket. Click [here](#) for instructions on how to create a ticket.*

For Cummins Suppliers:  
For training, information and instructions on how to get help please click [here](#) to visit the Supplier Portal page

## 2、报价

### 2.2、查看询价单信息

ORACLE

Welcome to the Cummins Sourcing Functional Deployment!  
*Unleashing the Power of Purchasing*

For Cummins Employees:  
For additional information such as latest release update and training materials, click [here](#) to visit the Global ERP Training Community

Still Need Help?  
Please contact your BU or ABO super users, for a list please click [here](#)

*For Sourcing Functional Deployment issues or assistance after contacting your super user, please connect to ServiceDesk via chat Startchat (Search for "SCERP ServiceDesk" in Skype) to receive required help and / or to log a help ticket. Click [here](#) for instructions on how to create a ticket.*

For Cummins Suppliers:  
For training, information and instructions on how to get help please click [here](#) to visit the Supplier Portal page

第一步：点击此处

供应商门户

市场

社交

使用入门

设置首选项

工作列表

## 2、报价

### 2.2、查看询价单信息

The screenshot displays the Oracle Supplier Portal interface. At the top, there is a navigation bar with the Oracle logo and user information. Below the navigation bar, the page title is "供应商门户" (Supplier Portal). A search bar is present with filters for "洽谈" (RFQ) and "洽谈编号" (RFQ Number). A sidebar on the left lists tasks under three categories: "洽谈" (RFQ), "资格" (Qualification), and "公司概况信息" (Company Overview Information). The main content area features a "需要注意" (Need Attention) section with a donut chart showing 2 total items, with 1 being "即将关闭的洽谈" (RFQ about to close) and 1 being "调查问卷" (Survey). To the right, the "最近的活动" (Recent Activities) section shows 1 "洽谈邀请" (RFQ Invitation) in the last 30 days. A red box highlights the "洽谈邀请" link, and a red arrow points to it with the text "第二步：点击此处" (Step 2: Click here).

ORACLE

供应商门户

搜索 洽谈 洽谈编号

任务

洽谈

- 查看有效洽谈
- 管理回应

资格

- 管理调查问卷
- 查看资格

公司概况信息

- 查看概要信息

需要注意

最近的活动  
最近 30 天

洽谈邀请 1

第二步：点击此处

■ 即将关闭的洽谈 ■ 调查问卷

## 2、报价

### 2.2、查看询价单信息

ORACLE

RFQ: N101001344

货币 = 美元

标题 RFQ Test-20210614

状态 有效

开放时间 14-六月-2021 11:24 上午

关闭日期 16-六月-2021 11:21 上午

剩余时间 1天 23小时

时区 东部标准时间

消息 创建回应 操作 完成(O)

目录

概览

需求行

第三步：查看概览需求信息，注意标题、货币以及询价单关闭日期、需求工厂等信息

标题 RFQ Test-20210614

概要

全部展开

一般信息

计划

预览日期

关闭日期 16-六月-2021 11:21 上午

采购员 Zhongpeng Li

结果 一揽子采购协议

附件 无

开放日期 14-六月-2021 11:24 上午

决标日期

洽谈控制

注意：需在报价单关闭前完成报价。

## 2、报价

### 2.2、查看询价单信息

关闭日期 16-六月-2021 11:21 上午 决标日期

洽谈控制

回应可见性 隐蔽

行

等级指示符 1,2,3...

分级方法 仅限于价格

回应规则

查看 ▼ 格式 ▼ 冻结 分离 换行

规则

- ✓ 仅限于受邀供应商
- ✓ 允许多个回应
- ✓ 允许修订回应

附加信息

Plant Ship To Location CN.BEI.ESWH

条款

此处为需求工厂。工厂代码与工厂地址对应见下一页。

## 2、报价

### 2.2、查看询价单信息

工厂代码	工厂名称	工厂地址
CN.WUX.HOLSET CN.WUX.HOLSET2	CTT Turbo Plant	江苏无锡
CN.WUX.HOLSET2	CTT Doser line	江苏无锡
CN.BEI.RCH5 CN.BEI.JINXIU	CES Beijing Warehouse	北京
CN.SHI.DCES	CES Shiyang Warehouse	湖北十堰
CN.WUH.QLS	CPG	湖北武汉
CN.WUH.CFSW	CFS	湖北武汉

## 2、报价

### 2.2、查看询价单信息

RFQ: N101001364

货币 = 美元

标题 Test RFQ

状态 有效

开放时间 21-六月-2021 4:55 上午

关闭日期 24-六月-2021 3:25 上午

剩余时间 1天 23小时

时区 东部标准时间

消息 创建回应 操作 完成(O)

预览需求调查问卷

目录

- 概述
- 需求**
- 行

需求 汇总

查看 格式 冻结 分离 换行

需求	需求文本	附件
1. CMI Standard Header Requirements		
1. Company Introduction	Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems.	
2. Standard Terms and Conditions	Have you read and accepted <a href="#">Terms and Conditions</a> ?	
3. Supplier Code of Conduct	Have you read and signed <a href="#">Supplier Code of Conduct</a> ?	
4. Cummins Inc. - Supplier Handbook	Have you reviewed the Cummins' <a href="#">Supplier Handbook</a> ?	
5. Warranty Sharing Agreement	Have you already signed the Cummins Warranty Sharing Agreement?	
a. Yes		
b. No		
5.b.1. Warranty Sharing A	Are you willing to sign the Cummins Warranty Sharing Agreement?	
6. Shipping and Transportation Guide	Have you reviewed Cummins' <a href="#">Shipping and Transportation Guide</a> ?	
7. Total Cost of Ownership (TCO) Calculator	Link to <a href="#">TCO Quote Form</a>	

已隐藏列 8

## 2、报价

### 2.2、查看询价单信息

The screenshot shows the Oracle Fusion SCM RFQ (Request for Quote) interface. The main header displays 'RFQ: N101001364' and '货币 = 美元'. The RFQ details include '标题 Test RFQ', '状态 有效', '开放时间 21-六月-2021 4:55 上午', and '关闭日期 24-六月-2021 3:25 上午'. The '行' (Line) tab is selected in the left navigation pane. The main table shows one line item:

行	项	说明	类别名称	估计数量	单位	估计总额	起始价格	附件
1	A045T263	Coupling,Sensor	MECHANICAL S	10,000	EA			

Below the table, it indicates '已隐藏列 4'. A red callout box points to the '附件' (Attachments) column header with the text: '第五步：点击此处，进入下载零件图纸页'. Another red callout box points to the attachment icon in the first row with the text: '点击此处，弹出如下窗口'. Below this, a modal window titled '附件' (Attachments) is shown, containing a table of attachments:

操作	查看	类型	* 文件名或 URL	标题	说明	附加者	附加日期
		文件	A045T263.zip	A045T263.zip		Zhongpeng Li	21-六月-2021 4:54 ...

A red callout box points to the filename 'A045T263.zip' with the text: '点击此处，下载零件图纸'. A '确定(O)' (OK) button is located at the bottom right of the modal window.

## 2、报价

2.3、查看并评审图纸，整理报价单。

## 2、报价

### 2.4、填写价格

填写价格有两种方式：

- (1) 如果零件不多可以直接在网页上填写；
- (2) 如果零件比较多可以使用填写电子表格的方式。

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

The screenshot shows the Oracle Fusion Cloud RFQ (Request for Quote) interface. The top navigation bar includes the Oracle logo and user information. The main header displays the RFQ ID: RFQ: N101001364. Below this, there are buttons for '消息' (Messages), '创建响应' (Create Response), '操作' (Actions), and '完成(O)' (Complete). The '创建响应' button is highlighted with a red box, and a red callout box with the text '第一步：点击此处' (Step 1: Click here) points to it. The interface also shows the currency as USD, the title 'Test RFQ', and the status '有效' (Valid). The remaining time is 1 day 22 hours. The open date is 21-六月-2021 4:55 上午, and the close date is 24-六月-2021 3:25 上午. The time zone is Eastern Standard Time. On the left, there is a navigation menu with '目录' (Table of Contents), '概览' (Overview), '需求' (Requirements), and '行' (Lines). The main content area shows a table with one line item:

行	项	说明	类别名称	估计数量	单位	估计总额	起始价格	附件
1	A045T263	Coupling,Sensor	MECHANICAL	10,000	EA			

Below the table, it indicates '已隐藏列 4' (4 hidden columns).

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

ORACLE

创建回应 (Quote 435881): 概览

1 2 3 4  
概览 需求 行 复核

消息 通过电子表格回应 操作 上一步(B) 下一步(N) 保存 提交(M) 取消(C)

上次保存时间 22-六月-2021 9:31 下午  
时区 东部标准时间

标题 Test RFQ  
关闭日期 24-六月-2021 3:25 上午

剩余时间 1天 5小时

一般信息

供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.  
洽谈货币 USD  
回应货币 USD  
价格精确度 最多 4 位小数  
回应有效截止日期 jj-mmm-aaaa h:mm x

回应类型  主要  
 替代

参考编号  
采购员注意事项

附件 无 +

请点击加号上传报价单

第二步：填写概览信息并上传报价单。以上信息均为选填。

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

ORACLE

创建回应 (Quote 435881): 需求

概览 需求 行 复核

消息 通过电子表格响应 操作 上一步(B) 下一步(X) 保存 提交(M) 取消(C)

上次保存时间 22-六月-2021 9:36 下午  
时区 东部标准时间

关闭日期 24-六月-2021 3:25 上午

剩余时间 1天5小时

部分 1. CMI Standard Header Requirements

- Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems.  
 a. No response required
- \* Have you read and accepted [Terms and Conditions](#)?  
Select Link for Terms and Conditions  
 a. Yes  
 b. No  
备注
- \* Have you read and signed [Supplier Code of Conduct](#)?  
Select link to open Supplier Code of Conduct  
 a. Yes  
 b. No
- \* Have you reviewed the Cummins' [Supplier Handbook](#)?  
Formally Known as the Customer Specific Requirements  
 a. Yes  
 b. No
- \* Have you already signed the Cummins Warranty Sharing Agreement?  
 a. Yes  
 b. No
- \* Have you reviewed Cummins' [Shipping and Transportation Guide](#)?  
Select link to open Shipping and Transportation Guide  
 a. Yes  
 b. No  
备注

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

The screenshot shows the Oracle Fusion SCM Quote Entry interface. The browser address bar displays the URL: [https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?\\_adf.ctrl-state=18valczjvz\\_5](https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=18valczjvz_5). The page title is "创建回应 (Quote 435883): 行 ②". The currency is set to "美元". The remaining time is "1天5小时". The close date is "24-六月-2021 3:25 上午". The last save time is "22-六月-2021 9:43 下午 时区 东部标准时间".

The interface includes a navigation bar with tabs: ① 概览, ② 需求, ③ 行, ④ 复核. The "行" tab is selected. A callout box points to the "行" tab with the text: "点击需要报价的零件。注意：不是点击零件名，点击空白处即可。".

The main table displays the quote items. The first item is highlighted with a red box and a callout box with the text: "第四步：通过以上三步填写零件详细价格".

行	项	说明	必需详细信息	类别名称	起始价格	回应价格	Estimated Annual Quantity	单位	行金额	估计总额	回应最小发放金额
1	A045T263	Coupling,Sensor		MECHANICAL SYS		158.0000	10,000	EA	1,580,000.00		

所选择行 1 已隐藏列 4

总计  
包括所有回应行。  
回应金额 1,580,000.00

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

The screenshot shows the Oracle Fusion SCM Quote Editor interface. The main form displays item details for 'Coupling, Sensor' (A045T263) with a unit of 'EA' and an estimated annual quantity of 10,000. The 'Return Price' field is highlighted with a red box and contains the value 158,000.00. A red callout box points to this field with the text '注意：这些项目为必填项。' (Note: These items are required).

On the right side, there are buttons for '保存并关闭(S)' (Save and Close) and '取消(C)' (Cancel). A red callout box points to the '保存并关闭(S)' button with the text '第五步：填写完成后点击此处。' (Step 5: Click here after filling out).

Below the main form, there is a '分段价格' (Segmented Price) section with a table of cost components. A red box highlights the 'Quantity' section of this table, which includes fields for 'Minimum Order Quantity', 'Packaged or Box Quantity (Fixed Lot Multiplier)', and 'Planned Capacity (Units per Year)'. Another red box highlights the 'Response Value' column of this table, which contains numerical values: 100, 20, 10, 10, 10, and 8.

Cost
Raw Material Cost
Purchased Parts Cost
Labor Cost
Overhead Cost
Packaging Cost
Profit
Transportation Cost
<b>Packaging</b>
Complete and attach Packaging Data Sheet ?
<b>Quantity</b>
Minimum Order Quantity
Packaged or Box Quantity (Fixed Lot Multiplier)
Planned Capacity (Units per Year)
<b>Delivery</b>
Lead Time in Days - First Time Buy
Lead Time in Days - Production
Country of Origin
Manufacturing Location
<b>Tooling</b>
Tooling Cost
Tool Amortization Cost per Unit
Tool Amortization Quantity

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

Oracle FSCM UI Screenshot: Quote 435883

概览 需求 行 复核

第六步：点击此处复核价格

请以依次点击“概览”、“需求”、“行”进行复核

行	说明	详细信息	类别名称	回应价格	单位名称	行金额	估计总额	回应最小发款金额	附件
1	Coupling,Sensor	详情	MECHANICAL SYS	158.0000	EA	1,580,000.00			

总计  
包括所有回应行。  
回成金额 1,580,000.00

## 2、报价

### 2.4.1、填写价格-在网页直接填写价格

The screenshot displays the Oracle Fusion SCM interface for reviewing a quote. The main heading is "复核回应: Quote 435844". The currency is set to "美元". The quote title is "Test RFQ" and the remaining time is "1天 22小时". The "关闭日期" (Close Date) is "24-六月-2021 3:25 上午". The "上次保存时间" (Last Save Time) is "22-六月-2021 5:15 上午". The "提交" (Submit) button is highlighted with a red box and a callout box.

A confirmation dialog box is open, displaying the message: "洽谈 N101001364 的回应 435844 已提交。" (Response 435844 for negotiation N101001364 has been submitted.) with a "确定" (Confirm) button.

The quote items table is as follows:

行	说明	详细信息	类别名称	回应价格	单位名称	行金额	估计总额	回应最小发放金额	附件
1	Coupling,Sensor		MECHANICAL SYS	158.0000	EA	1,580,000.00			

The "总计" (Total) section shows "回应金额 1,580,000.00".

Callout boxes provide instructions: "第七步：确认价格无误后点击“提交”即可。" (Step 7: Click "Submit" after confirming the price is correct.) and "弹出此框说明提交成功，康明斯将收到报价。" (This dialog box indicates successful submission, and Cummins will receive the quote.)

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

RFQ: N101001364

货币 = 美元

标题 Test RFQ  
状态 有效  
剩余时间 1天 22小时

开放日期 21-六月-2021 4:55 上午  
关闭日期 24-六月-2021 3:25 上午

时区 东部标准时间

消息 创建响应 操作 完成(O)

目录  
概览  
需求  
行

行  
汇总

查看 格式 冻结 分离 换行

行	项	说明	类别名称	估计数量	单位	估计总额	起始价格	附件
1	A045T263	Coupling, Sensor	MECHANICAL	10,000	EA			

已隐藏列 4

第一步：点击此处

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

创建回应 (Quote 435844): 概览

标题 Test RFQ  
剩余时间 1天 22小时

一般信息

供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.  
洽谈货币 USD  
回应货币 USD  
价格精确度 最多 4 位小数  
回应有效截止日期 jj-mmm-aaaa h:mm x

导出电子表格

回应模板  需求和行

多信息样式电子表格  
 轻型样式电子表格  
 仅限于行

确定(Y) 取消(C)

附件 无 +

第二步: 点击加号上传报价单

第三步: 通过以上3步下载表格模板

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

AutoSave Off | NegotiationN101001374-Response.xml - Excel | Search | Zhongpeng Li | Share | Comments

File Home Insert Page Layout Formulas Data Review View Developer Help 主数据 Power Pivot

CDRQVV... | X ✓ f a. Yes

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z AA

1 **Test-RFQ-0624-2**

2

3 洽谈 RFQ N101001374 公司 设置企业

4 关闭日期 2021/6/30 1:16 采购员 Li, Zhongpeng

5 洽谈货币 USD 电话

6 回应货币 USD 电子邮件 [rw161@cummins.com](mailto:rw161@cummins.com)

7 价格精确度 4 供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.

8 供应商地点

9

10 一般信息

11 回应有效截止日期 2022/6/25 0:00 参考编号

12 实例: 2021/6/23 23:14

13

14

15 采购员注意事项

16 注意截止日期

17

18 需求

19 **4. CMI Standard Header Requirements**

20 1. Cummins Inc., a global power leader, is a corporation of complementary business units that design, manufacture, distribute and service engines and related technologies, including fuel systems, controls, air handling, filtration, emission solutions and electrical power generation systems.

21

22

23

24 2. Have you read and accepted Terms and Conditions?

25 提示: Select Link for Terms and Conditions

26 a. Yes

27 备注

28

29

30

31 3. Have you read and signed Supplier Code of Conduct ?

32 提示: Select link to open Supplier Code of Conduct

33 a. Yes

34 4. Have you reviewed the Cummins' Supplier Handbook?

35 提示: Formally Known as the Customer Specific Requirements

36 a. Yes

37 5. Have you already signed the Cummins Warranty Sharing Agreement?

38 a. Yes

39 5.b.1. Are you willing to sign the Cummins Warranty Sharing Agreement?

40

41

42 6. Have you reviewed Cummins' Shipping and Transportation Guide?

43 提示: Select link to open Shipping and Transportation Guide

44 a. Yes

45 备注

46

47

48 7. Link to TCO Quote Form

49 提示: Download the TCO Quote Form and update, attach as needed

50

51

52

53

54

55

56

上次下载时间 2021/6/23 23:14

一般信息 行 (1 - 1)

第四步：将下载的模板解压，用Excel打开，填写表格

此表格有**两页**信息需要填写，第一页为调查问卷；第二页为零件价格信息。第一页中问题2,3,4,5,6必填

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

AutoSave  NegotiationN101001374-Response.xml - Excel Search Zhongpeng Li 2L

File Home Insert Page Layout Formulas Data Review View Developer Help 主数据 Power Pivot

CDATRV... : X ✓ ✗ 10000

**Test-RFQ-0624-2**

洽谈 RFQ N101001374	公司 设置企业
关闭日期 2024/6/30 1:16	采购员 Li, Zhongpeng
洽谈货币 USD	电话
回应货币 USD	电子邮件 <a href="mailto:rw161@cummins.com">rw161@cummins.com</a>
价格精确度 4	供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.
	供应商地点

行 回应金额 (USD) 1,000.00

行	项	版本	起始价格	单位	估计数量	估计总额	目标最小发 放金额	回应价格	回应最小发 放金额	采购员注意事项	目标价格	类别名称	供应商注意事项
1	HOSE.COOLANT	A050U620		EA				1,000.0000				FLUID AND AIR MANAGE	

**分段价格** 类型 非累计

地点	数量	开始日期	结束日期	定价基准	回应价格

**属性**

属性	目标值	回应值
Cost		
Raw Material Cost		600 仅限于数值
Purchased Parts Cost		100 仅限于数值
Labor Cost		100 仅限于数值
Overhead Cost		50 仅限于数值
Packaging Cost		50 仅限于数值
Profit		50 仅限于数值
Transportation Cost		50 仅限于数值
Packaging		
Complete and attach Packaging Data Sheet ?		NA
Quantity		
Minimum Order Quantity		100 仅限于数值
Packaged or Box Quantity (Fixed Lot Multiplier)		50 仅限于数值
Planned Capacity (Units per Year)		10000 仅限于数值
Delivery		
Lead Time in Days - First Time Buy		30 仅限于数值
Lead Time in Days - Production		30 仅限于数值
Country of Origin		China
Manufacturing Location		Beijing
Quality		
PPAP Required	Y	
PPAP Due Date		仅限于日期值
Tooling		
Tooling Cost		20 仅限于数值
Tool Amortization Cost per Unit		20 仅限于数值
Tool Life in Units		仅限于数值
Tool Amortization Quantity		20 仅限于数值
Taxation and Surcharge		

注意：这些项目为必填项。

Cost
Raw Material Cost
Purchased Parts Cost
Labor Cost
Overhead Cost
Packaging Cost
Profit
Transportation Cost
Packaging
Complete and attach Packaging Data Sheet ?
Quantity
Minimum Order Quantity
Packaged or Box Quantity (Fixed Lot Multiplier)
Planned Capacity (Units per Year)
Delivery
Lead Time in Days - First Time Buy
Lead Time in Days - Production
Country of Origin
Manufacturing Location
Tooling
Tooling Cost
Tool Amortization Cost per Unit
Tool Amortization Quantity

一般信息 行 (1 - 1)

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

Test-RFQ-0624-2

洽谈 RFQ N101001374 公司 设置企业  
关闭日期 2021/6/30 1:16 采购员 Li, Zhongpeng  
洽谈货币 USD 电话  
回应货币 USD 电子邮件 rw161@cummins.com  
价格精确度 4 供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.  
供应商地点

行 回应金额 (USD) 1,000.00

行	项	版本	起始价格	单位	估计数量	估计总额	目标最小 放金额	回应价格	回应最小 放金额	采购员注意事项	目标价格	类别名称	供应商注意事项
1	HOSE.COOLANT	A050U620		EA				1,000.0000				FLUID AND AIR MANAGEME	

分段价格 类型 非累计

地点	数量	开始日期	结束日期	定价基准	回应价格

属性

属性	目标值	回应值
<b>Cost</b>		
Raw Material Cost		600 仅限于数字值
Purchased Parts Cost		100 仅限于数字值
Labor Cost		100 仅限于数字值
Overhead Cost		50 仅限于数字值
Packaging Cost		50 仅限于数字值
Profit		50 仅限于数字值
Transportation Cost		50 仅限于数字值
<b>Packaging</b>		
Complete and attach Packaging Data Sheet ?		NA
<b>Quantity</b>		
Minimum Order Quantity		100 仅限于数字值
Packaged or Box Quantity (Fixed Lot Multiplier)		50 仅限于数字值
Planned Capacity (Units per Year)		10000 仅限于数字值
<b>Delivery</b>		
Lead Time in Days - First Time Buy		30 仅限于数字值
Lead Time in Days - Production		30 仅限于数字值
Country of Origin		China
Manufacturing Location		Beijing
<b>Quality</b>		
PPAP Required	Y	
PPAP Due Date		仅限于日期值
<b>Tooling</b>		
Tooling Cost		20 仅限于数字值
Tool Amortization Cost per Unit		20 仅限于数字值
Tool Life in Units		仅限于数字值
Tool Amortization Quantity		20 仅限于数字值
<b>Taxation and Surcharge</b>		
Surcharge / Duties		

Microsoft Excel

Some features in your workbook might be lost if you save it as XML Spreadsheet 2003.

Do you want to keep using that format?

Yes No Help

第五步：填写完成后直接保存即可，保存时维持xml格式不变，保存后关闭表格。

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

创建响应 (Quote 435844): 概览

标题 Test RFQ  
剩余时间 1天 22小时

一般信息

供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.  
洽谈货币 USD  
响应货币 USD  
价格精度 最多 4 位小数  
响应有效截止日期 ij-mmm-aaaa h:mm x

1 2 3 4  
概览 需求 行 复核

消息 通过电子表格响应 操作 上一步(B) 下一步(X) 保存 提交(M) 取消(C)

导出 导入  
上次保存时间 22-六月-2021 4:29 上午  
时区 东部标准时间  
关闭日期 24-六月-2021 3:25 上午

响应类型  主要  替代  
参考编号  
采购员注意事项  
附件 无 +

导入响应  
导入数据将改写任何现有联机数据。  
\* 文件名 选择文件 未选择文件  
确定(K) 取消(C)

导入响应  
导入数据将改写任何现有联机数据。  
\* 文件名 选择文件 NegotiationN... Response.xml  
确定(K) 取消(C)

第六步：通过以上四步将表格上传。

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

ORACLE

https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?\_adf.ctrl-state=197rvcx6z3\_1&\_adf.no-new-window-redirect=true&\_afLoop=2696584094208300&\_afWindowMode=2&\_afWindowId=null&\_afFS=16&\_afM...

未同步

ORACLE

概览 需求 行 复核

消息 通过电子表格响应 操作 上一步(B) 下一步(X) 保存 提交(S) 取消(C)

上次保存时间 22-六月-2021 5:15 上午  
时区 东部标准时间

标题 Test RFQ  
关闭日期 24-六月-2021 3:25 上午  
货币 = 美元  
剩余时间 1天 22小时

概览 需求 行

一般信息

供应商 WUHAN EAST OCEAN MARKING & SCUTCHEON CO.,LTD.  
洽谈货币 USD  
响应货币 USD  
价格精确度 最多 4 位小数  
响应有效截止日期

响应类型 主要  
参考编号  
采购员注意事项  
附件 无

第七步：点击此处复核价格。

请依次点击“概览”、“需求”、“行”进行价格复核。

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

The screenshot displays the Oracle Fusion SCM interface for Quote 435844. The page includes a navigation bar with the Oracle logo and a breadcrumb trail: 概览 (Overview) > 需求 (Requirements) > 行 (Lines) > 复核 (Review). The main content area shows the quote details, including the currency (USD), title (Test RFQ), and remaining time (1 day 22 hours). A table lists the quote lines, with the first line highlighted in blue. A red callout box points to the 'MECHANICAL SYS' row, with the text '点击此处可进入查看详细价格' (Click here to view detailed prices).

行	说明	详细信息	类别名称	回应价格	单位名称	行金额	估计总额	回应最小发放金额	附件
1	Coupling,Sensor		MECHANICAL SYS	158.0000	EA	1,580,000.00			

总计  
包括所有回应行。  
回应金额 1,580,000.00

## 2、报价

### 2.4.2、填写价格-通过电子表格填写价格

The screenshot displays the Oracle Fusion Procurement interface for a quote. At the top, there are navigation tabs: 概览 (Overview), 需求 (Requirements), 行 (Items), and 复核 (Review). The current step is '行' (Items). A confirmation dialog box is open in the center, with the text: 洽谈 N101001364 的回应 435844 已提交。 (Response 435844 for negotiation N101001364 has been submitted). Below the dialog, a table lists the items:

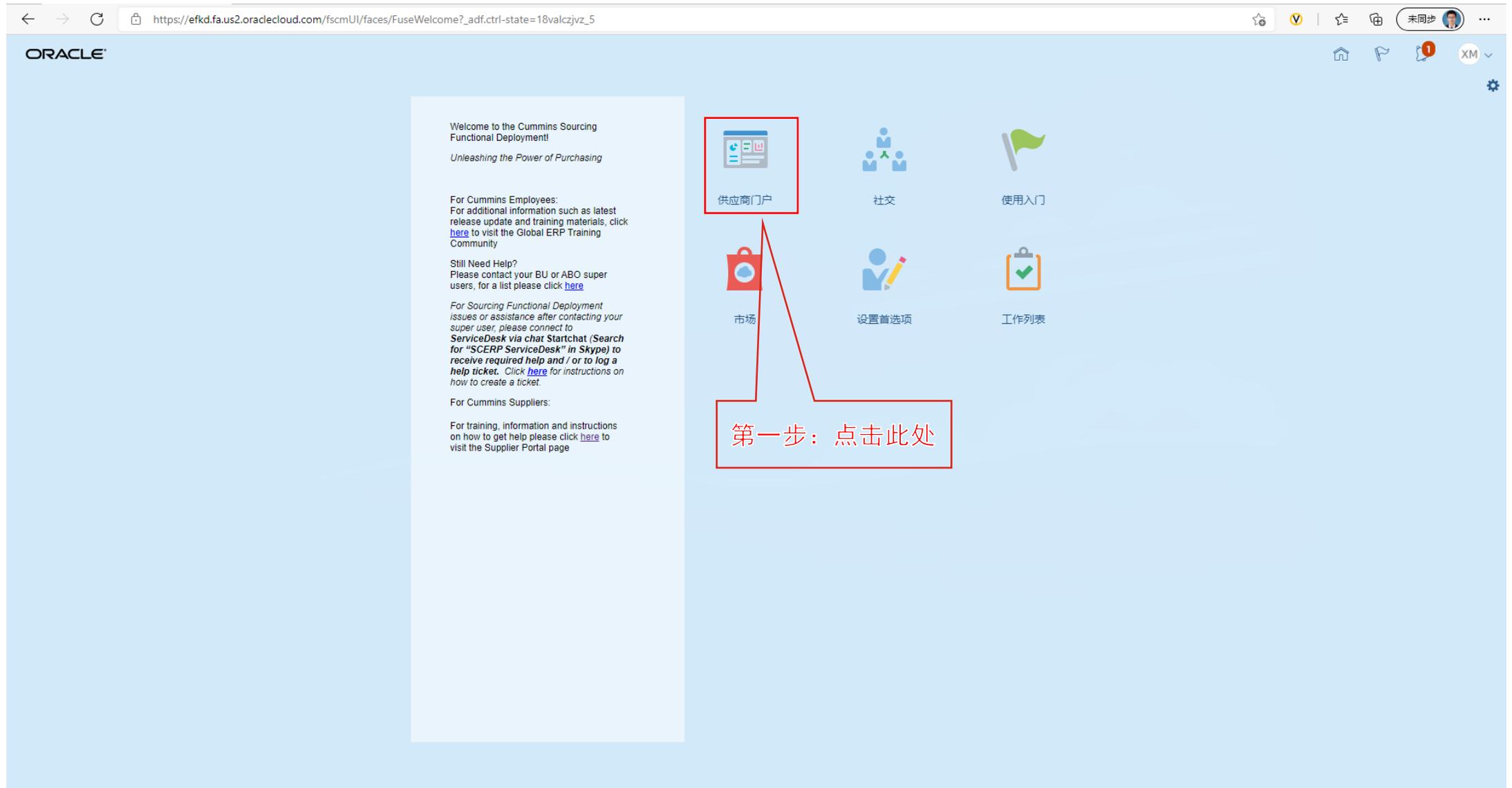
行	说明	详细信息	类别名称	回应价格	单位名称	行金额	估计总额	回应最小发放金额	附件
1	Coupling,Sensor		MECHANICAL SYS	158.0000	EA	1,580,000.00			

At the bottom left, a summary section shows: 总计 (Total) 包括所有回应行。 (Includes all response rows). 回应金额 1,580,000.00 (Response amount 1,580,000.00).

Two red callout boxes provide instructions: one points to the '提交' (Submit) button in the top right, stating '第八步：确认价格无误后点击“提交”即可。' (Step 8: Click 'Submit' after confirming the price is correct.); the other points to the confirmation dialog, stating '弹出此框说明提交成功，康明斯将收到报价。' (This dialog box indicates successful submission, and Cummins will receive the quote.).

# 3、修订报价与多轮报价

## 3.1、修订报价



# 3、修订报价与多轮报价

## 3.1、修订报价

The screenshot shows the Oracle Supplier Portal interface. At the top, there is a search bar with '洽谈' (RFQ) selected. Below the search bar, a '任务' (Tasks) sidebar is visible. Under the '洽谈' section, the '管理回应' (Manage Responses) option is highlighted with a red box. A red arrow points from this box to a callout box containing the text '第二步：点击此处' (Step 2: Click here). In the main content area, there is a '需要注意' (Need Attention) section featuring a donut chart. The chart is divided into three segments: blue (3), green (1), and yellow (1), with a total value of 5 in the center. A legend below the chart identifies the segments: '洽谈回应' (RFQ Response) in blue, '调查问卷' (Survey Questionnaire) in green, and '即将关闭的洽谈' (RFQ About to Close) in yellow. To the right of the chart is a '最近的活动' (Recent Activity) section showing '洽谈邀请' (RFQ Invitation) with a count of 1. At the bottom, there is a '供应商新闻' (Supplier News) section.

# 3、修订报价与多轮报价

## 3.1、修订报价

The screenshot shows the Oracle Fusion Procurement 'Manage Responses' interface. At the top, there are search filters for '洽谈标题' (RFQ Title) and '响应状态' (Response Status), with a dropdown menu set to '有效或拟定' (Valid or Proposed). A '修订' (Revise) button is highlighted in the top toolbar. The main table lists responses with columns for '响应' (Response), '响应状态' (Response Status), '洽谈' (RFQ), '洽谈标题' (RFQ Title), '洽谈类型' (RFQ Type), '剩余时间' (Remaining Time), '未读消息' (Unread Messages), and '监控' (Monitor). Annotations in red boxes explain the status: '拟定：未提交的报价' (Proposed: Unsubmitted bid) and '有效：已提交的报价' (Valid: Submitted bid). A third annotation points to the '修订' button, stating: '第三步：点击相应编号进入查看报价，或者点击修订按钮，直接编辑报价，编辑完成后重新提交即可。' (Step 3: Click the corresponding number to view the bid, or click the Revise button to edit the bid directly. After editing, resubmit the bid.)

响应	响应状态	洽谈	洽谈标题	洽谈类型	剩余时间	未读消息	监控
435887	拟定	N101001364-2	Test RFQ	RFQ	1天 23小时	0	🔍
435886	拟定	N101001364-2	Test RFQ	RFQ	1天 23小时	0	🔍
435885	有效	N101001364-2	Test RFQ	RFQ	1天 23小时	0	🔍
435884	有效	N101001364	Test RFQ	RFQ	不适用	0	🔍
435844	有效	N101001364	Test RFQ	RFQ	不适用	0	🔍

# 3、修订报价与多轮报价

## 3.2、多轮报价

The screenshot shows the Oracle Fusion SCM RFQ (Request for Quote) interface. The browser address bar displays the URL: `https://efkd.fa.us2.oraclecloud.com/fscmUI/faces/FuseWelcome?_adf.ctrl-state=18valczjvz_5`. The Oracle logo is visible in the top left corner. The RFQ ID, **RFQ: N101001364-2**, is highlighted with a red box in the top left. A red callout box points to the **创建回应** (Create Response) button in the top right, containing the text: **此RFQ编号表示N101001364询价单的第二轮询价。点击右上角“创建回应”正常报价即可。** (This RFQ number indicates the second round of quotation for RFQ N101001364. Clicking the "Create Response" button in the top right corner allows for normal quotation.)

Key interface elements include:

- Header:** ORACLE logo, navigation icons, and user profile (XM).
- RFQ Details:** 标题: Test RFQ, 状态: 有效, 剩余时间: 1天 23小时.
- Buttons:** 消息, 创建回应 (highlighted), 操作, 完成(O).
- Metadata:** 货币 = 美元, 开放日期: 22-六月-2021 10:31 下午, 关闭日期: 24-六月-2021 10:30 下午.
- Navigation:** 目录 (概览, 需求, 行), 概览 (全部展开, 一般信息, 计划, 洽谈控制, 行).
- RFQ Summary:** 标题: Test RFQ, 概要, 采购员: Zhongpeng Li, 结果: 一揽子采购协议, 附件: 无.
- Timeline:** 预览日期, 关闭日期: 24-六月-2021 10:30 下午, 开放日期: 22-六月-2021 10:31 下午, 决标日期.
- Response Rules:** 等级指示符: 1,2,3..., 分级方法: 仅限于价格.
- Response Rules Section:** 查看, 格式, 冻结, 分离, 换行. Rules include: 仅限于受邀供应商, 允许多个回应, 允许修订回应.