

The Plastics Molding Company Sales Follow-up Guide Sheet

Note: This form is a discretionary guide sheet and its application is twofold in nature:

1. It can be interpreted verbatim and filled out to document and communicate customer sentiments regarding a decision, or pending decision associated with a specific RFQ.
2. Or it can be merely a reference guide to influence the approach in obtaining desired information.

In any event, information must be communicated to the General Manager via this completed form, a conversation, an e-mail, or other appropriate means.

RFQ # _____ Part Number/Description _____

- Would there be any new information regarding above RFQ? _____
- How did our piece part price compare to our competitors? _____
_____ (ask for a percentage high/low or if possible the exact dollar that is going to be awarded the work)
- How did our tooling price compare to our competitors? _____
_____ (Again, ask for a percentage high/low or if possible the exact dollar to be awarded the work)
- The old apples to apples comparison – were we quoting in a similar fashion as our competitors? _____

- If price was not the determining factor, try and find out what was the driving force in the procurement process. _____

- If possible try to find out who we were competing against. _____

- If possible try to find out if competition had quoted a domestic or a foreign tooling source. _____

- With above provided information ask if they would have any interest in us re-examining our quote and if applicable, re-submitting our quote taking this new information into account.
- If no new information is available at this time ask for their best guess on an appropriate time frame to check back _____

Comments: _____

