HTC Mobile Phone Quoting System – White Paper

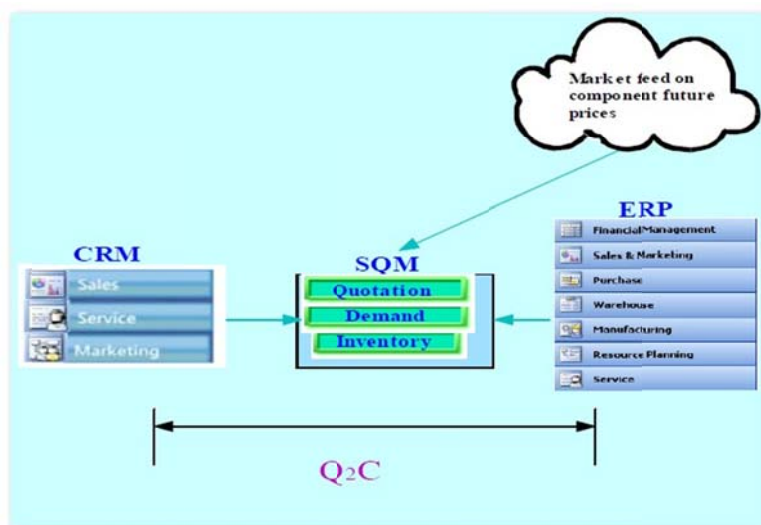## Sales Quote Management & Supply Quote Management Solutions

HTC's SQM Overview

SQM ™ – Sales Quote Management & Supply Quote Management Solutions – is an independent Quotation Management Tool , that can be integrated with any ERP (Microsoft Dynamics Navision Standard) and is a business management solution in the area of Pre-Sales RFQ and Quotation Management.

In a BTO (Build To Order) & CTO (Configure To Order) scenario, getting the historical pricing data and the current valid pricing data to the Business Team is the key to converting the Quote to an effective order.

The software packages currently available in the market do not address these features, while SQMTM does, making SQMTM an ideal solution for companies looking for one quotation solution that is:
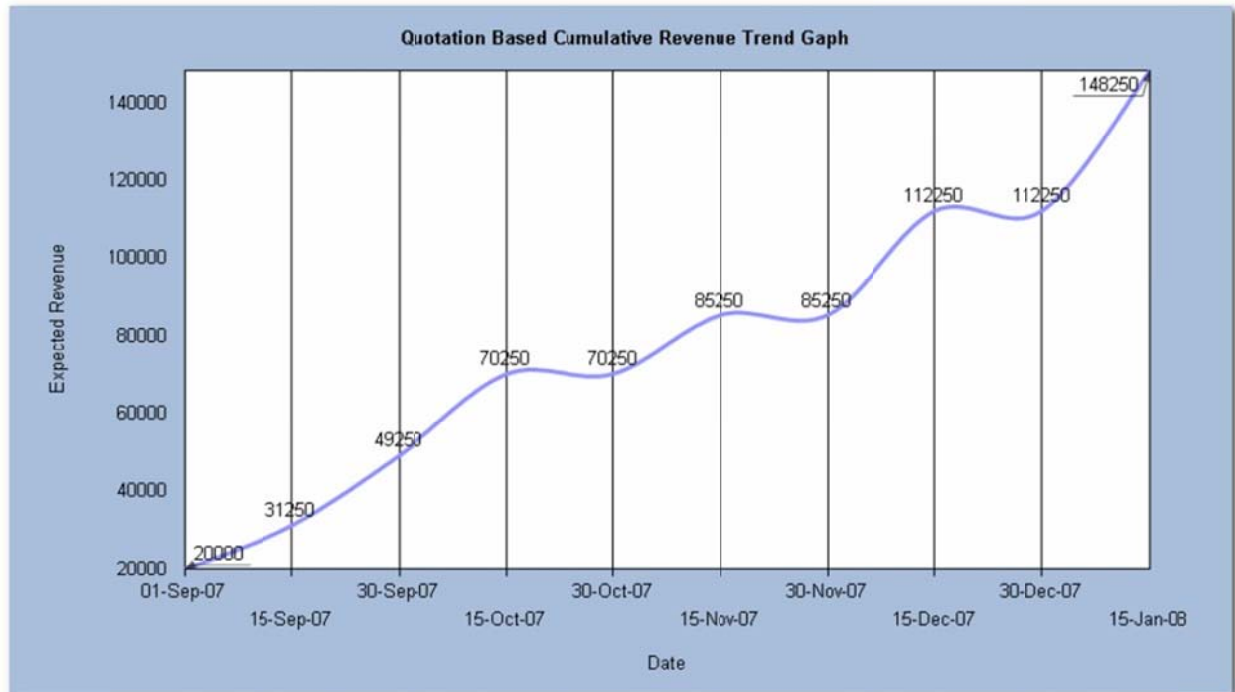
- Fast to implement
- Simple to use and maintain
- Expandable

Quotation Management in Q2C process (Quote to Cash process)

Standard CRM & ERP do not address the core area of Quotation building in the pre-sales process. SQMTM bridges the gap between all CRM & ERP. SQMTM facilitates version management of different quotes, a key element in the business finalization. SQMTM builds the sales funnel and forecasts the revenues for a given period for comparison with the actual revenues at a later date.

Quotation Management in P2P process (Procure to Pay process)

On the supply side, SQMTM obtains the transactional data from ERP and future component prices from the market. This enables the SCM to leverage the best prices, considering the last buying price, lowest bought price and the future prices. This also acts like procurement dash board and eases the procurement process.

Who needs this?

SQMTM is best suited to companies with complex Product ranges with many levels of BOM's and many numbers of components that goes at each level. Typically machine tools manufacturer, Project manufacturing / assembling units will find this tool very useful.

Dr. Guy Rabbat, CEO of SFO Technologies, says, "At SFO technologies we are able to reduce the RFQ-Quote cycle time from 15 days prior to implementation of SQMTM to just 3 days after implementation of SQMTM.

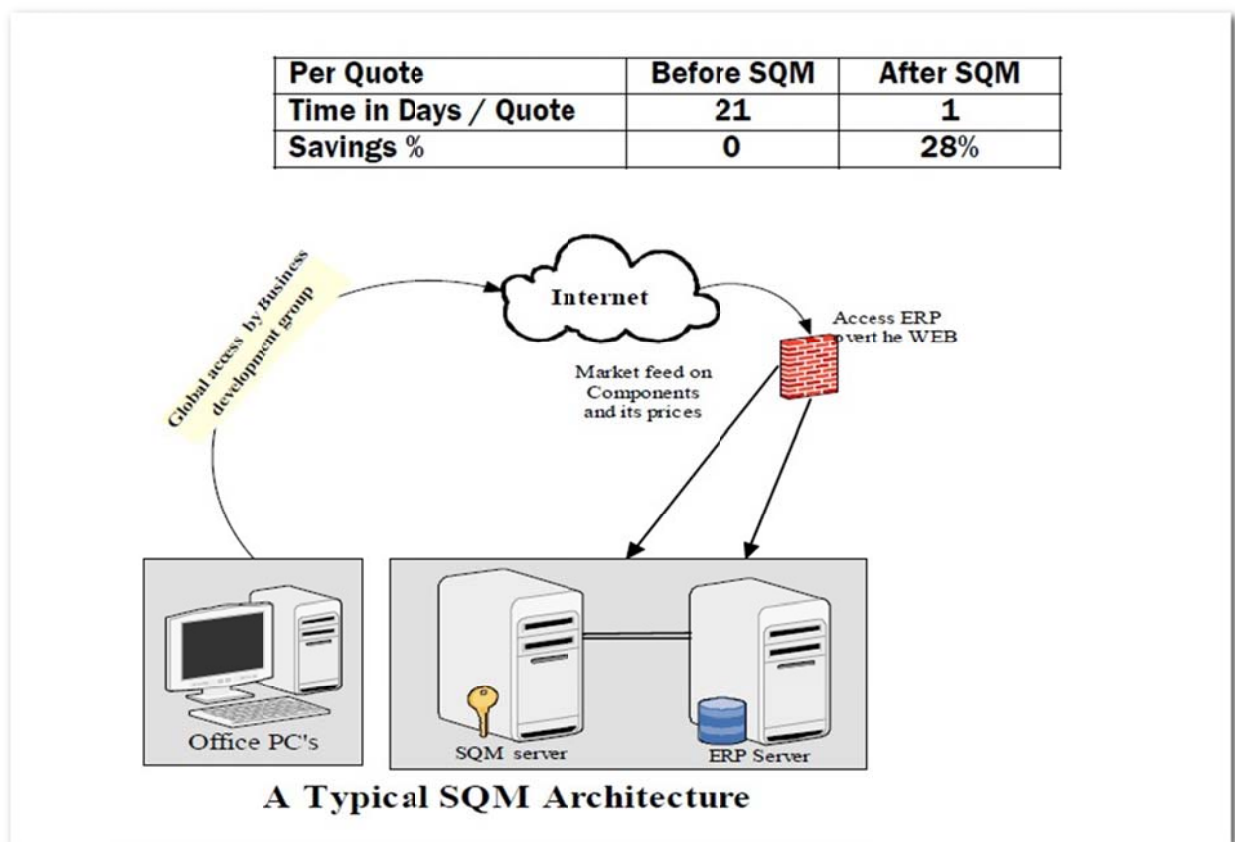## Effective tool to convert the quote to an order

In the EMS and ODM industries Business Development teams spend considerable time preparing a quote from the time it receives the RFQ. This is predominantly due to the collection and collation of pricing data for the various components and constructing the BOM to make an offer. SQMTM excels in such situations making pricing data available along with the current market trends and the future prices.

SQMTM is integrated with Microsoft Navision Standard— a business management solution provided as a WEB-interface to the Business development team across the SFO group worldwide. This technology benefit has usually been reserved for larger businesses.

SQMTM provides a very powerful search for:

- Components and its alias
- Price information
- Stock information

What's more, the functionality offered by SQMTM focuses on the essentials and is the subset of the functionality found in the main ERP product. This solution has been tried and tested by two worldwide multinational businesses, helping reduce the time required to build the offer. The below table shows actual data.

Per Quote	Before SQM	After SQM
Time in Days / Quote	21	1
Savings %	0	28%

A Typical SQM Architecture

SQMTM is competitively priced for implementation along with the other business solution also targeted at companies with Business development group spread across the globe. It is fast to implement and easy to configure, use, and maintain. It is designed for companies seeking one solution to increase profitability.

Implementation is Straight-forward

SQMTM consists of a base package, covering the essential business processes. It does not require costly and time-consuming tailoring and customization. Minor adjustments or additions to the base functionality are the only things needed to make the system suit your needs. Implementation is easier

and less disruptive to your daily business. You and your employees will be able to keep your attention focused where it should be— on running and growing your business.

The modest size of the package and the intuitive interface makes it possible for you and your employees to be up and running with minimal training. The Windows-based interface means that all employees who are familiar with other Microsoft products, such as Microsoft Office, can get started immediately.

An Investment for Now and for the Future

SQMTM will fit your business today and tomorrow. It is designed for one and five users, but can expand to accommodate more employees.

Integrated Base Solution to Track Proposals

With SQMTM, you know the status of your proposals at any given moment. Business Development and financial information is always up-to-date and fully integrated with information and input from ERP.

If you are in doubt about where this or that figure came from, or why an amount has gone up or down, SQMTM lets you instantly drill down using a unique feature that expands the details when you click on the amount, to see which specific entries were combined. This gives you the perfect audit trail throughout the system.

Depending on the business you're in and the challenges you face, you may need more functionality. SQMTM offers a wide variety of additional functionality.

To Learn More, Ask Your Partner

To learn more about SQMTM Standard, contact your local Business Solutions Partner – M/S Affordable Business Solutions Private Limited. They have the expertise necessary to design a solution that fits your specific business needs. Or, visit our Web site at http://www.abs.in.

Other Functionality that Adds Value to Your Business Right from the Start

SQMTM gives you the functionality you need—no more and no less. You get just the right amount of technology and tools to boost profits, service and efficiency. SQMTM lets you address your additional core operational needs by implementing only the functionality that adds real value to your business— right from the start. SQMTM includes integrated functionality for:

Quotation Execution and Planning

	Project Code	Description	MPN	Manufacturer	Annual Qty	Base Currency	Unit Price	SPQ	MOQ	Lead Time	Quoted By
☐	CDI039	CAP 1500pF,0402,X7R	CC0402KRX7R9Bß152	Yageo Corporation	12000	USD	0.0013	0	100000	8-10 WKS	una.r@arrowasia.com <un
☐	CDI039	CAP 220pF,0402,X7R	CC0402KRX7R9Bß221	Yageo Corporation	20000	USD	0.0013	0	100000	8-10 WKS	una.r@arrowasia.com <un
☐	CDI039	RES 0E,0402.5%	RC0402JR-070RL	Yageo Corporation	2000	USD	0.0005	0	10000	8-10 Wks	Sunil Pradhan <sunil@tecno
☐	CDI039	RES 10K,0402,1%	RC0402FR-0710KL	Yageo Corporation	16000	USD	0.0009	0	50000	6-8 WKS	una.r@arrowasia.com <un
☐	CDI039	Res 150ohm,0402,5%	RC0402JR-07150RL	Yageo	500	USD	0.0005	0	10000	8-10 Wks	Sunil Pradhan <sunil@tecno
☐	CDI039	RES 15K,0402,1%	RC0402FR-0715KL	Yageo Corporation	12000	USD	0.0009	0	50000	6-8 WKS	una.r@arrowasia.com <un
☐	CDI039	RES 1K,0402,5%	RT0402FRE071KL	Yageo Corporation	17000	USD	0.0005	0	10000	8-10 Wks	Sunil Pradhan <sunil@tecno
☐	CDI039	RES 2.00K OHM 1/16W 1%	RT0402FRE072KL	Yageo Corporation	4000	USD	0.0009	0	50000	6-8 WKS	una.r@arrowasia.com <un

Common parts and components detection algorithms, Procurement agent's dash board, linking current stock, last buying price, lowest buying price, to support vendor negotiation.

Item #	Description	Pch UOM	Stk UOM	Net Availability	Lowest BP	Last BP
⊟ 10001508	RESISTOR 25.5K OHM .1% 0805 SMD	--	EA	38.00	21.19	21.19
	⊞ [50] NeST Power Electronics Pvt Ltd	--	EA	38.00	21.19	21.19
⊟ 10001509	RESISTOR 27.1K OHM .1% 0805 SMD	--	EA	1018.00	0.42	0.42
	⊟ [50] NeST Power Electronics Pvt Ltd	--	EA	1018.00	0.42	0.42

MPN	Make
RN732ATTD2712B25	KOA SPEER
RNCF20T9 27.1K 0.1%R	SEI ELECTRONICS INC
RT0805BRD0727K1L	YAGEO
TNPW08052712BT9RT1E3	DALE ELECTRONICS/VISHAY
PFC-W0805LF-03-2712B	IRC (INT'L RESISTIVE CO. INC)
RN73E2ATTD2712B25	--

Item #	Description	Pch UOM	Stk UOM	Net Availability	Lowest BP	Last BP
⊟ 10001510	RESISTOR 100K OHM .1% 0805 SMD	--	EA	76.00	17.04	17.04
	⊞ [50] NeST Power Electronics Pvt Ltd	--	EA	76.00	17.04	17.04

Purchasing analysis – spend analysis

Description	MPN	Division	Sub Division	Stk UOM	Pch UOM	Total Quantity	* Total Receipt Value(Rs)
Resistor, 2.55K, 1%, 0805, SMT	NRC10F2551TRNIC	[60] SFO Technologies P Ltd	[69] SFO Technologies P Ltd	EA	EA	⊟ 5,000.00	315.00
					WHS	Quantity	*Receipt Value
					[520] SFO-GE	5,000.00	315.00
Resistor, 10K, 0.1%, 0805, SMT	RN732AL 1002B25KOA	[60] SFO Technologies P Ltd	[69] SFO Technologies P Ltd	EA	EA	⊟ 5,444.00	37,728.17
					WHS	Quantity	*Receipt Value
					[520] SFO-GE	444.00	11,988.12
					[520] SFO-GE	5,000.00	25,740.05
Resistor, 21.5K, 1%, 0805, SMT	NRC10F2152TRNIC	[60] SFO Technologies P Ltd	[69] SFO Technologies P Ltd	EA	EA	⊟ 5,000.00	315.00
					WHS	Quantity	*Receipt Value
					[520] SFO-GE	5,000.00	315.00

Inventory analysis – FSN - configurable

Division	[27] J2 OPTRONICS			
Sub Division	[27] J2 Optronics			
⊞ Non Moving				
⊞ Slow Moving				
⊟ Fast Moving				
Item #	Description	Last Transaction Date	Stk UOM	Net Availability
CP1425ZT39FLDNC1-0	Coupler 1x4 25%, 1310&1550+/-20nm 1490+/-10nm,CUSTOM grad	11-Apr-2007	EA	20.00
HOPSC050020SC291	SC/PC-SC/PC 50/125 3mm Duplex Orange 2m SPA00651B009	11-Apr-2007	EA	120.00
MOP-278	TOP COVER - COUPLER MODULE, 2U X 19 IN RACK MOUNTABLE, STANDARD	14-Apr-2007	EA	8.00
SLE-027	ARALDITE	17-Apr-2007	BT	403.00
MTPSCP62D020	Jumper MTRJ - SC MM 62.5/125, Duplex 2m	23-Apr-2007	EA	10.00
TLS-420	Level Sensor Cable Assembly, Luxtar (E640940X)	24-Apr-2007	EA	1.00
TLS-447	Wire Stripper (Multitech 150)	30-Apr-2007	EA	4.00
LBT-017	1x2 Product Name label-Big	01-May-2007	EA	487.00
PCLCPFCP09S2YR0000	LC/PC-FC/PC 9/125 2mm Simplex Patchcord 60m Yellow	03-May-2007	EA	12.00

Inventory aging analysis

Item #	Description	Qty On Hand	⪇ 30	⪇ 60	⪇ 90	⪇ 365	⪇ 1000	> 1000	Total
6600-0610-641	Resistor, 2.55K, 1%, 0805, SMT	2465	--	--	--	--	2465	--	2465
6600-0610-671	Resistor, 43.2K, 1%, 0805, SMT	6781	--	--	--	5000	1781	--	6781
212209	CONN,2 X7, W/STRAIN RE	1449	--	--	--	--	--	1449	1449
6600-0610-655	Resistor, 10K, 1%, 0805, SMT	5565	--	--	--	4625	940	--	5565
212223	CONN, TRANSITION, 2 X7	165	--	--	--	--	165	--	165
6600-0610-654	Resistor, 9.31K, 1%, 0805, SMT	6733	--	--	--	--	6733	--	6733
600549	CABLE, 14 COND, RIBBON	1432	--	--	--	--	400	1032	1432
6600-0610-663	Resistor, 21.5K, 1%, 0805, SMT	2460	--	--	--	--	2460	--	2460
212045	CONN,RECPT, 2 X5, PC, 0.1	348	--	--	--	--	348	--	348
6600-0611-672	Resistor, 10K, 0.1%, 0805, SMT	13940	--	--	5000	8940	--	--	13940
472143	RESISTOR 1.1K,1.8W,1%	5150	--	--	--	5000	--	150	5150
6600-0641-609	Resistor, 47, 5%, 2010, SMT	4470	--	--	--	--	4470	--	4470

Financial analysis

Cumulative Receipt Value Report – Supplier

Supplier	Division	% Receipt	Receipt Value(Rs)
[60*10784] EXCELPOINT SYSTEMS (PTE) LTD.	[60] SF0 Technologies P Ltd	0.12%	1497107.90
[60*10792] ARIHANT ELECTRICALS	[60] SF0 Technologies P Ltd	0.14%	1764100.00
[60*10800] ORIENTAL ELECTRONICS CORP.	[60] SF0 Technologies P Ltd	1.49%	18324099.87
[60*10812] H.C.JAUCH	[60] SF0 Technologies P Ltd	0.03%	365453.14
[60*10814] ETRONICS	[60] SF0 Technologies P Ltd	0.00%	20654.46
[60*10817] FARNELL INONE	[60] SF0 Technologies P Ltd	0.01%	182390.57
[60*10822] AVNET ASIA PTE.LTD	[60] SF0 Technologies P Ltd	9.29%	114070857.54
[60*10823] SUN GENERIC CABLES PVT.LTD	[60] SF0 Technologies P Ltd	0.39%	4775185.15
[60*10833] NSP ELECTRONICS LTD	[60] SF0 Technologies P Ltd	0.02%	220320.00
[60*10842] MOTHERSON PUDENZ WICKMANN LTD	[60] SF0 Technologies P Ltd	0.04%	478500.00
[60*10844] GS TECHNOLOGY PTE.LTD,	[60] SF0 Technologies P Ltd	0.01%	119521.08
[60*10879] SUN PRECISION WORKS PVT LTD	[60] SF0 Technologies P Ltd	0.44%	5449551.00
[60*10911] TYCO ELECTRONICS	[60] SF0 Technologies P Ltd	1.68%	20673824.85
[60*10917] MAHENDRA ASSOCIATES	[60] SF0 Technologies P Ltd	0.02%	198650.00

Configurable vendor rating

Vendor Rating Common Configuration		
Vendor Rating		
Delivery Rating Percentage	30.00 %*	
Price Rating Percentage	20.00 %*	
Quality Rating Percentage	30.00 %*	
Service Rating Percentage	20.00 %*	
Total Percentage	100 %	

Service Rating	
No SCAR Percentage	20.00 %*
No SCAR/SCAR Reply Percentage	20.00 %*
Readiness to replace rejected percentage	30.00 %*
Cooperativeness and Support to help in emergency percentage	20.00 %*
Providing support documents in time percentage	10.00 %*
Total Percentage	100 %

Vendor rating report

Division	Supplier	From	To	DR	PR	QR	SR	Overall Rating
[27] J2 OPTRONICS	[27*16459] YANTZE OPTICAL FIBER & CABLE Co.Ltd	11-Mar-2006	11-Sep-2007	0.00 %	67.00 %	100.00 %	100.00 %	86.70%
[27] J2 OPTRONICS	[27*16593] SHANGHAI NICHIMOLY CHEMICAL CO.LTD	11-Mar-2006	11-Sep-2007	33.00 %	100.00 %	100.00 %	100.00 %	93.30%
[27] J2 OPTRONICS	[27*16600] CALIFORNIA BUSINESS COMPUTING	11-Mar-2006	11-Sep-2007	33.00 %	67.00 %	100.00 %	100.00 %	90.00%
[27] J2 OPTRONICS	[27*15733] NICE CHEMICALS	11-Mar-2006	11-Sep-2007	85.00 %	56.00 %	100.00 %	100.00 %	94.10%
[27] J2 OPTRONICS	[27*16676] K . K CHEMICALS & DIANOSTICS	11-Mar-2006	11-Sep-2007	100.00 %	0.00 %	100.00 %	100.00 %	90.00%
[27] J2 OPTRONICS	[27*15742] CALIFORNIA BUSINESS COMPUTING	11-Mar-2006	11-Sep-2007	54.00 %	76.00 %	100.00 %	100.00 %	93.00%
[27] J2 OPTRONICS	[27*15949] VEJOY ELECTRICALS	11-Mar-2006	11-Sep-2007	50.00 %	100.00 %	100.00 %	100.00 %	95.00%
[27] J2 OPTRONICS	[27*16026] CHEMICAL & ASSOCIATES	11-Mar-2006	11-Sep-2007	50.00 %	100.00 %	89.00 %	100.00 %	89.40%
[27] J2 OPTRONICS	[27*16173] EXPO ELECTROOPITCAL ENGINEERING	11-Mar-2006	11-Sep-2007	0.00 %	100.00 %	100.00 %	100.00 %	90.00%
[27] J2 OPTRONICS	[27*16181] Weorine Optical Telecom Co .Ltd.	11-Mar-2006	11-Sep-2007	67.00 %	80.00 %	100.00 %	100.00 %	94.70%
[27] J2 OPTRONICS	[27*16284] DIRECT OPTICAL RESEARCH COMPANY	11-Mar-2006	11-Sep-2007	0.00 %	100.00 %	100.00 %	100.00 %	90.00%
[27] J2 OPTRONICS	[27*16316] AMERICAN TECHNICAL CERAMICS	11-Mar-2006	11-Sep-2007	80.00 %	100.00 %	100.00 %	100.00 %	95.00%

SIVA >> South India Vendor Association

SIVA is a consortium of 940 vendors from South India to promote an efficient Supply Chain Management culture. SIVA is planning to promote SQMTM amongst its members. The association aims at bringing in best SCM practices across the globe through people who have rich expertise in different industry verticals.

System Requirements

Microsoft Exchange Server (min. version 5.5 with service pack 4) for E-Mail Logging for Microsoft Exchange. SQMTM supports graphical 32-bit technology and genuine client server, multitasking environment.

The following operating systems are supported: Client 32-bit: Windows XP, Windows 2000, Windows NT, and Windows 98 Server: Navision Database Server: Windows 2000, Windows NT, IBM AIX Microsoft SQL Server

Option for Microsoft Navision Standard:

Operating System: See requirements for Microsoft SQL Server 2000. See requirements for MSDE 2000

Other Applications: Microsoft SQL Server 2000, SP3, MSDE SP3

For more information, please refer to the detailed system requirements document.

About Microsoft Business Solutions

Microsoft Business Solutions, a division of Microsoft, offers a wide range of integrated, end-to-end business applications and services designed to help small, mid market and corporate businesses become more connected with customers, employees, partners and suppliers. Microsoft Business Solutions' applications optimize strategic business processes across financial management, analytics, human resources management, project management, customer relationship management, field service management, supply chain management, e-commerce, manufacturing and retail management. The applications are designed to provide insight to help customers achieve business success. More information about Microsoft Business Solutions can be found at http://www.microsoft.com/BusinessSolutions

About Dr. Guy Rabbat, Chief Executive Officer - Global Supply Chain - The Nest Group

Strengths: Leadership, Operations, Engineering, Manufacturing, Financial Supply Chain.

Since 2005, Guy Rabbat has been the CEO of the $300M electronics manufacturing and engineering design company.

His focus is on providing first-class worldwide competitive Supply Chain Solutions. Throughout his career, Mr. Rabbat has discovered and addressed opportunities for cost reduction resulting from

unidentified and unnecessary operational inefficiencies. He has also focused on Engineering Solutions in RF, Microwave, Wireless, Integrated & Power, Electronics & Devices, Mechanical & Plastics, Semiconductor Industry, Transportation, Industrial, Communications and Medical Systems.

Guy Rabbat is an executive who has exceled in turning around corporate operations and offers diverse experience in multiple global industries. He leads with a shared vision and knows how to transform complex goals into well-orchestrated operational realities.

Mr. Rabbat is an innovator with a successful track record of leading cross-functional worldwide teams to profitability and growth through strategic alliance development, major product introduction, and supply chain and information technology deployments.

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Affordable Business Solutions Private Limited is a business consulting firm and pioneer in introducing SaaS into India It has built a strong customer base on Microsoft platforms by implementing Microsoft Dynamics Navision and Axapta ERP applications across south India.

In 2007, they received the most covetable "Microsoft Dynamics Inner Circle - Member" and " Member Microsoft Dynamics President's club" awards for our outstanding contributions to the industry from Microsoft.