
Agile Product Lifecycle Management

Product Cost Management Supplier Guide

v9.3.2



Part No. E28689-01

December 2012

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Preface

Oracle's Agile PLM documentation set includes Adobe® Acrobat PDF files. The [Oracle Technology Network \(OTN\) Web site](http://www.oracle.com/technetwork/documentation/agile-085940.html) <http://www.oracle.com/technetwork/documentation/agile-085940.html> contains the latest versions of the Agile PLM PDF files. You can view or download these manuals from the Web site, or you can ask your Agile administrator if there is an Agile PLM Documentation folder available on your network from which you can access the Agile PLM documentation (PDF) files.

Note To read the PDF files, you must use the free Adobe Acrobat Reader version 9.0 or later. This program can be downloaded from the [Adobe Web site](http://www.adobe.com) <http://www.adobe.com>.

The [Oracle Technology Network \(OTN\) Web site](http://www.oracle.com/technetwork/documentation/agile-085940.html) <http://www.oracle.com/technetwork/documentation/agile-085940.html> can be accessed through **Help > Manuals** in both Agile Web Client and Agile Java Client. If you need additional assistance or information, please contact My Oracle Support (<https://support.oracle.com>) for assistance.

Note Before calling Oracle Support about a problem with an Agile PLM manual, please have the full part number, which is located on the title page.

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Readme

Any last-minute information about Agile PLM can be found in the Readme file on the [Oracle Technology Network \(OTN\) Web site](http://www.oracle.com/technetwork/documentation/agile-085940.html) <http://www.oracle.com/technetwork/documentation/agile-085940.html>.

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Go to the [Oracle University Web page](http://www.oracle.com/education/chooser/selectcountry_new.html) http://www.oracle.com/education/chooser/selectcountry_new.html for more information on Agile Training offerings.

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Introduction

This chapter includes the following:

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Overview

Traditional methods for managing and analyzing total product costs throughout the product lifecycle are complex, time consuming, and often ineffective. Agile Product Cost Management (PCM) supports, enhances, and simplifies these processes, allowing organizations to effectively manage and manipulate sourcing content, collaborate with suppliers to establish new sourcing content, and analyze the data to drive the best sourcing decision across each product's lifecycle.

The Supplier Interface of Agile PCM helps you manage your RFQ Responses. Depending on your assigned roles, you can submit responses to the sourcing manager, view attachments, participate in threaded discussions, view the history of your RFQ Responses, import or export RFQ Responses, discover previously submitted pricing information, and run reports.

What is Product Cost Management?

Agile Product Cost Management (PCM) is an Internet-based solution suite that includes Product Sourcing and Contract Management capabilities.

Product Sourcing manages the preparation and dissemination of Requests for Quotes to suppliers and allows analysis of supplier responses. It provides you, the supplier, with a secure, easy-to-use interface from which you can receive RFQs, enter your responses, and submit them to your customer.

Contract Management provides the visibility of Contract and Pricing attributes throughout the organization and provides workflow approval processes for the release of new contracts, or changes to previously released pricing. It also provides visibility to you, the supplier, and allows you to participate in workflow processes, as well as proactively initiate a change to contract pricing.

Introducing Agile Objects

In Oracle Agile PLM, you work with *objects*. Examples of objects are parts, documents, RFQs, RFQ Responses, and change orders.

The objects you can view and the actions you can perform are determined by the roles and privileges you are granted to access those objects. Privileges can vary from field to field. If you have questions about your roles and privileges, contact the Supplier Manager user in your organization or contact the Agile administrator.

When you open an object, it appears with a number of tabs. Different types of objects have different tabs. Each tab contains fields that provide information about that object. For example, a part's **Title Block** tab includes **Number**, **Part Category**, and **Description** fields, and a change's **Cover Page** tab includes **Originator**, **Status**, and **Reason For Change** fields.

Some tabs have fields and tables where you enter data; some fields and tables are filled in automatically. Some objects and commonly found tabs are mentioned in the discussions later in this chapter.

For more information, see the *Getting Started with Agile PLM User Guide*.

Sourcing Process

Supplier users do the following:

- Receive email notifications about a Request for Quote (RFQ) from a buyer
- Accept buyer's terms & conditions before reviewing an RFQ (if Terms and Conditions have been enabled and set as required)
- View data, which may include BOMs, AMLs, and attachments, in an RFQ
- Provide prices directly into the web application or export data, complete responses and import back into Agile PCM
- Propose alternate parts
- Analyze historical quoting information
- Submit the RFQ back to the buyer
- Configure quote routing so that appropriate supplier users receive RFQ Responses
- Receive proactive reminders and alerts from the buyer organization to prevent missed opportunities
- Update your own user profile and set preferences, e.g. preferred currency, preferred time zone, etc.
- Update your line card offerings
- Create your own supplier users
- Assign alternate users
- View Costed Bill of Materials

Note Some of the actions listed above may be restricted by a user's privileges. If you need additional privileges, talk to the Supplier Manager or the Agile administrator.

Login Security and Passwords

Depending on how the Agile administrator has configured your password settings, you may have two separate passwords for login and approval, or you may have one password for both login and approval.

For system security, the Agile administrator may configure the Agile system so that you are not allowed to log in after a specified number of password failures (entering the wrong password). The lockout applies to both your login password and your approval password.

Depending on system settings, one of the following occurs:

- The login lockout lasts until a specified time has passed (for example, one minute).
After the specified time has passed, a small Login dialog box appears, telling you that there have been too many login failures. Click OK and continue.
- The login lockout lasts until your Agile administrator unlocks your account by changing your password. If you are locked out, Web Client hangs for the time period specified by the Agile administrator (for example, one minute) each time you attempt to log in.

Discovery and Read Privileges

Together, the Discovery privilege, the Read privilege, and the Enforce Field Level Read privilege determine which Agile objects you can find and open, and which object fields you can view.

When you search for objects, you may see a message indicating that a number of rows are not displayed in the search results table due to insufficient privilege. This indicates that you do not have the appropriate privileges to find or discover those objects. You may see that some fields in the search results table contain the notation “No Privilege.” This indicates that you do not have the appropriate privileges to view the information in that field.

When you open an object, you may see the notation “No Privilege” in one or more fields. This indicates that you do not have the appropriate privileges to view the information in that field.

If you have questions about your assigned privileges, contact the Supplier Manager user at your supplier organization or contact the Agile administrator.

The Discovery privilege lets you discover the existence of an object in the Agile database. If you do not have Discovery privilege for an object, you cannot view the object, and you cannot find, or discover, the object in the Agile database. This includes viewing users in the address book; there may be some users that you cannot view due to lack of privileges.

Once you have the privilege to discover an object, your Read and Enforce Field Level Read privileges for that object determine whether you can open and view it, and which individual fields you can view. You may be able to read an object, but you may not have Read privilege for every field of that object. So it is possible for you to open an object and, at the same time, be unable to view specific fields of that object.

Viewing, and Working with, Attachments

On the **Attachments** tab of an object, you can attach files and URLs to the current object by referencing those files and URLs in a file folder object. On this tab, you can view, copy (Get), print, check out and check in attached files if you have the appropriate privileges. Individual attached files are stored in File Folder objects and can be attached to multiple objects.

Note If you have the appropriate privileges for an object type (for example, RFQ Response objects), all attachment tasks (including check in, check out, and add) can be performed from the **Attachments** tab of that object.

For detailed information about file folders and attachment files, see *Getting Started with Agile PLM*.

To view a file using AutoVue for Agile viewer, click its File Name link. If the file is viewable in AutoVue for Agile, it opens in the viewer. If the file is not viewable in AutoVue for Agile, it opens in the native application (for example, Microsoft Excel) if it is installed on your computer. If the attachment is a URL, a browser window opens and displays the contents of the URL.

If you have the appropriate privileges, the Get, Print, Checkout, Checkin, and Cancel Checkout buttons are displayed in the attachment table rows.

The Add button above the table allows you to add attachments by several methods. **Add > Files** attaches one or more files and creates a file folder object containing those files. **Add > URLs** attaches URLs and creates a file folder object for each URL. **Add > By Search** allows you to search existing file folders for the files or URLs you want to attach. For more details about adding attachments, see *Getting Started with Agile PLM*.

Searching for Objects

When you want to find objects in Agile PLM (for example, RFQ Responses or Manufacturer Parts), you perform a search. Agile provides several types of searches:

- **Quick searches** find objects of all types (or only one object type, if one is specified) that match the text you specify.
- **Advanced Object Searches** find all the objects with fields that match the conditions of the search. For example, you could search for parts where the **Description** field contains “Computer.”
- **Custom searches** extend the Advanced Object search to include multiple conditions.
- **Where-used searches** find the assemblies in which the BOM contains the items that match the search criteria.
- **Relationship searches** find objects related to the objects that meet the search criteria. For example, you can search for the problem reports that appear on the **Relationships** tab of changes that meet search criteria.

For complete information about searching for Agile objects, see *Getting Started with Agile PLM*.

Personalizing PCM Object Tabs

On some tabs of PCM objects, you can select which fields to view (and how to view them) to obtain

better performance and to meet your specific needs. When you open these tabs for the first time after logging in, the default view appears automatically. After that, you can reconfigure the tab display by clicking the **Personalize** button, which brings up the *Table Personalization* palette.

Note Although the Personalize button is available for other PCM objects, this section focuses on RFQ Responses since it is the object that suppliers most frequently use.

From the *Table Personalization* palette, you may be able to:

- **Sort** table results by up to three attributes
For example, on the *Discussions* tab, you can sort discussions by the Create Date field in ascending or descending order. You can further sort the results by discussion Subject in ascending or descending order. Sorting is not available on some tabs, including the Responses tab.
- **Filter** the information based on specified criteria
For example, on the *Responses* tab, you may want to view only the response line items that need to be requoted. To accomplish this, you can set your filter criteria to be "Response Line Status Equal To Requote". For details on how to filter table rows, see [Filtering Objects](#) on page 6.
- **Format**/select the fields (columns) that appear on the tab and set the order of the fields
For example, on the *Attachments* tab, if the Modified Date field is not visible, you can make it visible, as well as change the location of the column to make it easier to find. For example, you could make the Modified Date the third column in the Attachments table by changing the order in which it appears.

You can also lock a particular column to ensure that it is always visible as you use the horizontal scroll bar. For example, you can lock the Number column so that it is always visible as you scroll to view other data to the right of the column.

You can configure the display of the following RFQ Response tabs:

- **Responses**
- **Discussions**
- **Relationships**
- **Attachments**
- **History**

The following table shows the personalization features that are available for each RFQ Response tab.


| Tab Name | Sort | Filter | Format | Properties |
|-------------|------|--------|--------|------------|
| Responses | | x | x | x |
| Changes | | | | |
| Discussions | x | x | x | x |

| | | | | |
|---------------|---|---|---|---|
| Relationships | x | x | x | x |
| Attachments | x | x | x | x |
| History | | x | x | x |

Note On the Sort, Filter, and Format tabs of the *Table Personalization* palette, you can choose to save your preferences as a new view using the **Save** button. View properties are displayed on the Properties tab.

Configuring the display of a tab

To configure the display of a tab

1. Open an RFQ Response and select one of the configurable tabs, e.g. Discussions tab. Click **Personalize**.
 - **To sort fields:** On the *Sort* tab, you can select up to three fields by which the table rows should be sorted. For each field, choose whether the sort should be done in ascending or descending order.
 - **To filter data:** See [Filtering Objects](#) on page 6.
 - **To format fields:** On the *Format* tab, select the fields that you want to view on the tab from the **Hidden Fields** list. Click  to move fields into the **Displayed Fields** list. Use the up/down arrows to change the order of appearance of the columns.
 - **To lock columns:** To lock a field in the Displayed Fields list, select it and click the lock icon.

Note If the field you select is not the first column in the table, all columns to the left of the selected column will also be locked as you use the horizontal scroll bar.

2. Click **Apply** to apply the new display.

Note Once you click Apply, only the current view is affected. Once you go away from the current page, the applied view will be lost unless you use click **Save** to save the view. When you make a change to the base view or a pre-defined view, you must click **Save** and then **Save As** to save the view as a new view. If you later make changes to a view that was not pre-defined, you only have to click **Save** and the changes are saved to the existing view.


Note The attributes available for the RFQ Response tabs vary based on how your Agile PLM system has been configured.

Filtering Objects

The filter tool allows you to filter the rows of a table that is on an object tab, such as the table on the *Responses* tab of an RFQ Response object.

The **Personalize** button appears on most tabs and allows you to sort and format table content, as well as filter table content. Use the filter tab on the **Table Personalization** palette to display only the table rows you are interested in.

To filter data on a tab:

1. Open the RFQ Response and click on the desired tab.
2. Click **Personalize**. The *Table Personalization* palette appears.
3. Click the **Filter** tab.
4. Click the *Field* dropdown list to select a field by which to filter.
5. Click the *Operator* dropdown list to select a relational operator for the filter. The list of relational operators depends on the type of attribute selected.
6. Select a value for the filter criteria.
 - For text attributes, type a value.
 - For list attributes, click  to select a single or multiple values from available values list.
7. To add additional filters, click the **+**.

Note Multi-column filtering is not available on all tabs.

8. Click **Apply**.

Note If you want to save this filter for future use, click **Save**.

For complete information about the table personalization features, see *Getting Started with Agile PLM*.

Numeric Search and Entry Using Special Characters

When data is entered in a numeric field (either in search criteria or on **Page Two** or **Page Three** (custom tabs or sections defined by the Agile administrator), if the number is followed by a special character, the number is multiplied by the appropriate scaling factor and entered in the database.

For example, if you enter **25k** in a numeric field, the Agile system stores **25000** in the database. Also, if you enter **25k** in search criteria, the Agile system searches for 25000.

For a list of all the special characters and what they represent, see *Getting Started with Agile PLM*.

What's New in PCM

New Features in PCM 9.3.2

New features that affect suppliers in the Agile PCM Release 9.3.2 include the following:

- The addition of the Acknowledger reviewer role in the workflows of PCOs.
- The addition of a Functional Team(s) attribute to Prices, PCOs, and Part Groups.

For more details on these workflow changes, See *Getting Started with Agile PLM*.

New Features in PCM 9.3.1

New features that affect suppliers in the Agile PCM Release 9.3.1 include the following:

- Multi-column filtering is available on the RFQ Response-Responses tab.
- All dates related to prices are now in DateOnly format in GMT. Project periods, RFQ due dates, price line effective from/to dates, valid from, and valid until dates are now all in DateOnly format.
- A new configurable attribute is available on the RFQ Response Entry form to allow you to explicitly set a start date for prices that have quantity breaks. The new attribute, Valid From, has a default of the current date.

New Features in PCM 9.3

There are several new UI enhancements in Agile PLM that help make your PCM experience more efficient and beneficial. An overview of PCM-specific enhancements is provided in the following sections.

UI Enhancements

There are several new enhancements and changes to the UI in PCM. The following are some of the general changes:

- When filling in list and multi-list fields, you can type ahead values if you already know the value you want to enter. If you don't know what value to enter or if whatever value you entered is displayed in red font, you can search for the value by clicking the search button.
- When filling in date fields, you can either type in the date manually or click on the calendar button to select a date.
- The Prices and PCO objects support full view personalization.
- The RFQ Response and Supplier objects support limited view personalization.

Note For more information about view personalization in PCM, see *Personalizing PCM Object Tabs*.

UI Enhancements in RFQ Responses

The following are enhancements that affect the RFQ Response object:

- Some action buttons, and their menu options, have been rearranged and/or renamed on the Responses tab.
- Filtering is supported in the Responses tab through view personalization. Multi-column filtering is not supported.
- When using Advanced Table Edit mode, inline table editing is supported for editable fields.
- The wizard flow diagram in the left pane is no longer displayed. Instead, when using Basic edit mode, the diagram is replaced with a text version of the flow steps. The flow is not displayed while in other response edit modes.

UI Enhancements in Prices and Price Change Orders

The following are enhancements that affect the PCO object:


- On the Workflow tab, the Summary table and the Signoff History table have been combined into one table. Now, the two sections on this tab are the Summary section and the Workflow section, which contains the table.

Managing Your User Profile

This chapter includes the following:

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Managing Your User Settings

You can access Web Client user settings by clicking the  (in Advanced Table Edit or Advanced Wizard Edit response edit modes) or the **My Profile** button (in Basic response edit mode).

This chapter includes the following topics:


- Changing Your User Profile
- Changing Your Password
- Viewing Signoff Authority Transfers
- RFQ Response Edit Mode



Note Supplier Managers can see and modify additional information on the Administrator page. For details, see [Managing Supplier Details](#) on page 21.

Changing Your User Profile

Your user profile contains a variety of information about how to contact you, your date and time preferences, and several Agile Web Client onscreen display preferences. You have an opportunity to enter information when you first log in to Agile Web Client.

To edit, or add information to, your user profile:

1. Click  or **My Profile** to open your user profile.

Note The  icon does not appear in all response edit modes. In Advanced Table Edit and Advanced Wizard Edit response edit modes, the  icon appears in the Courtesy Controls area. In Basic response edit mode, the **My Profile** button appears instead in the toolbar at the top of the right pane.


2. Click the tab on which you want to make changes.
3. To make changes to the **General Info** and **Preferences** tabs, click **Edit** and use the lists, browse buttons, and text boxes to enter the requested information.



4. In the **Escalations** tab, you can add new notifications, by clicking **Add**, or remove existing notifications by selecting the row(s) and clicking **Remove**. To make changes, click directly in the field you want to edit and make changes, as needed.

Changing Your Password

If you have a separate approval password, the process to change your approval password is similar to using the **Change Approval Password** option.

To change your login password:

1. Click  or **My Profile** to open your user profile.

Note The  icon does not appear in every response edit mode. In Advanced Table Edit and Advanced Wizard Edit response edit modes, the  icon appears in the Courtesy Controls area. In Basic response edit mode, the **My Profile** button appears in the toolbar at the top of the right pane.

2. Click **Change Passwords**. The *Change Passwords* dialog appears.
3. Type your old login password in the **Login Password** field.
4. Type your new login password in the **New Login Password** and **Confirm Login Password** fields. (Passwords are case-sensitive.)
5. Fill in the **Approval Password** fields.

Note If the **Use Login Password for Approval** field in your profile is set to Yes, then you see only the Login Password fields.

6. Click **Save**.

If you have not followed the rules defined in your Agile system for selecting passwords, you are prompted to correct your password.

Viewing Sign-off Authority Transfers

An Agile user with the appropriate privileges can have sign-off authority transferred from you to another user or from another user to you. This is useful when, for example, you are out of the office and unavailable to sign-off on changes, such as price change orders (PCOs).

To view transfers that have been set up for you, click  or the **My Profile** button, as appropriate, to open your user profile and then click the **Transfer Authority** button.

If you are a price collaborator (you have the ability to approve PCOs), you may have the ability to create sign-off authority transfers for yourself. For information about how to create, modify, and delete sign-off authority transfers, see the topic about routing objects with workflows in *Getting Started with Agile PLM*.

RFQ Response Edit Mode


You can enter RFQ line item responses using one of the following three edit modes:

- Basic
- Advanced Wizard Edit
- Advanced Table Edit

You can select the response entry mode you want to use from within the **Preferences** tab of your user profile. You can change your selection at any time. If you like, experiment with each response entry mode to discover which one you prefer.

Note In all three response edit modes, you can choose to export response lines, complete them and then import them back into the RFQ Response.

To switch between entry modes:

1. Click  or **My Profile**, depending on your Response Edit Mode preference, to open your user profile.
2. Go to the **Preferences** tab, and click **Edit**.
3. From the **Response Edit Mode** dropdown list under **Display Preferences**, select the method you want to use.
4. Click **Save**.

For more details about the various methods for entering response information, see [Entering and Modifying RFQ Response Information](#) on page 42.

Overview of Basic Edit Mode

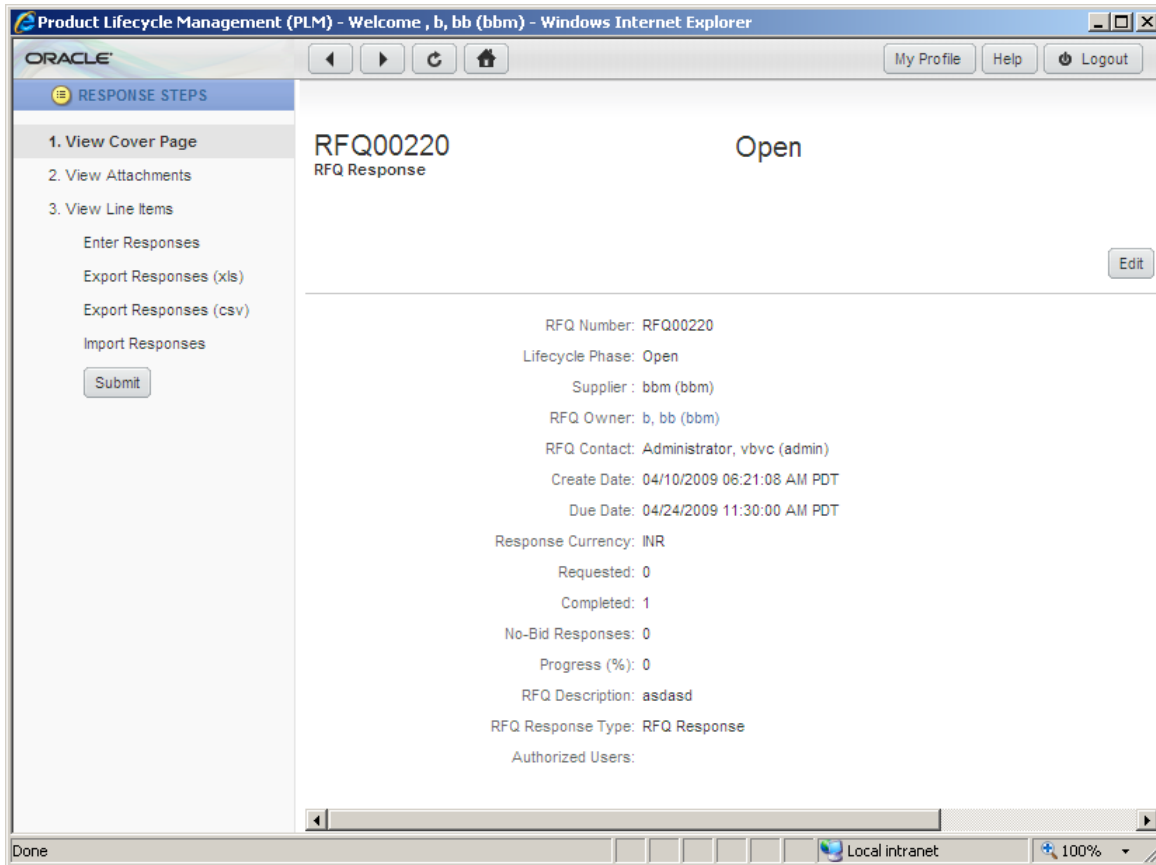
If you choose to use the Basic edit mode, when you log into PCM, you see the Welcome page. In the left pane, there are quick links that you can use to filter requests. For example, you could click the **Due Today** link to view requests that are due today.

The screenshot displays the Oracle Product Lifecycle Management (PLM) interface in a Windows Internet Explorer browser window. The title bar reads "Product Lifecycle Management (PLM) - Welcome , b, bb (bbm) - Windows Internet Explorer". The Oracle logo is in the top left corner. The main content area is titled "Requests for Information". Below the title, there is a message: "To respond to a Request for Information, click the Number link to open the Request." A search bar with a magnifying glass icon and a "Show All" button is present. A table lists the requests:

| Number | Description | Status | Requested | Count |
|--------------------------|-------------|--------|-----------|-------|
| RFQ00220 | asdasd | Open | 0 | 1 |
| RFQ00221 | dddsad | Open | 2 | 0 |

At the bottom of the table, it says "0 of 2 rows selected". The left sidebar contains a "HOME" button and a list of links: "Open Requests", "Due Today", "Due Tomorrow", "Delinquent", "Inactive Requests", and "Notifications" with a gear icon. The bottom status bar shows "Local intranet" and "100%" zoom.

When you open an RFQ, you only see the Cover Page without any tabs. Instead of tabs, there are links in the left pane that allow you to step through the process of viewing, completing, and submitting responses.



You must use the links in the left pane to navigate through the process. The first three links are in the order that you would want to view the RFQ, i.e. view the Cover Page, attachments, and then the line items. For example, to view line items, click the link, **3. View Line Items**. The following is an example of an RFQ Response's line items.

Product Lifecycle Management (PLM) - Welcome , b, bb (bbm) - Windows Internet Explorer

ORACLE

My Profile Help Logout

Thank you, the selected response lines have been submitted.

RFQ00220
RFQ Response

Open

Responses Price Scenarios: Default Price Scenario Views: Base View * Personalize

Responses View More

| ? | Number | Description | Rev | Manufacturer | AML Status | Commodity | UOM |
|---|------------|---------------------|-----|--------------|------------|-----------|-----|
| ? | 1232-02 | 230W Power Supply | | | | | |
| ✓ | 1234-01 | Speakers | | | | | |
| ? | 1543-01 | Mid-Size Case | B | | | | |
| ? | 1543-02 | Tower Case | | | | | |
| ? | 1750-01 | 17" Monitor | | | | | |
| ? | 1768-01 | Mouse | | | | | |
| ? | 1876-01 | 101 Key Keyboard | | | | | |
| ? | 250-0400 | INTEL PENTIUM II PR | | | | | |
| ? | A80960 | INTEL PENTIUM II PR | | ARROW | Alternate | | |
| ? | BX8053 | INTEL PENTIUM II PR | | INTEL | Preferred | | |
| ? | 250-0450-0 | INTEL PENTIUM II PR | | | | | |
| ✓ | 450MX | INTEL PENTIUM II PR | | INTEL | Preferred | | |
| ✓ | 250-0500-0 | INTEL PENTIUM II PR | | | | | |
| ✓ | 500MX | INTEL PENTIUM II PR | | INTEL | Preferred | | |

0 of 26 rows selected

Local intranet 100%

When editing line items, the Basic edit mode displays a single page, the Response Entry dialog, for each line item. You fill out the fields for one line item, then click the Next button to save your entries and go to the next line item in the RFQ. For more information about the form used to edit responses in Basic edit mode, see Response Entry Form. For more information about this mode, see [Basic Edit](#) on page 46.

Overview of Advanced Wizard Edit Mode

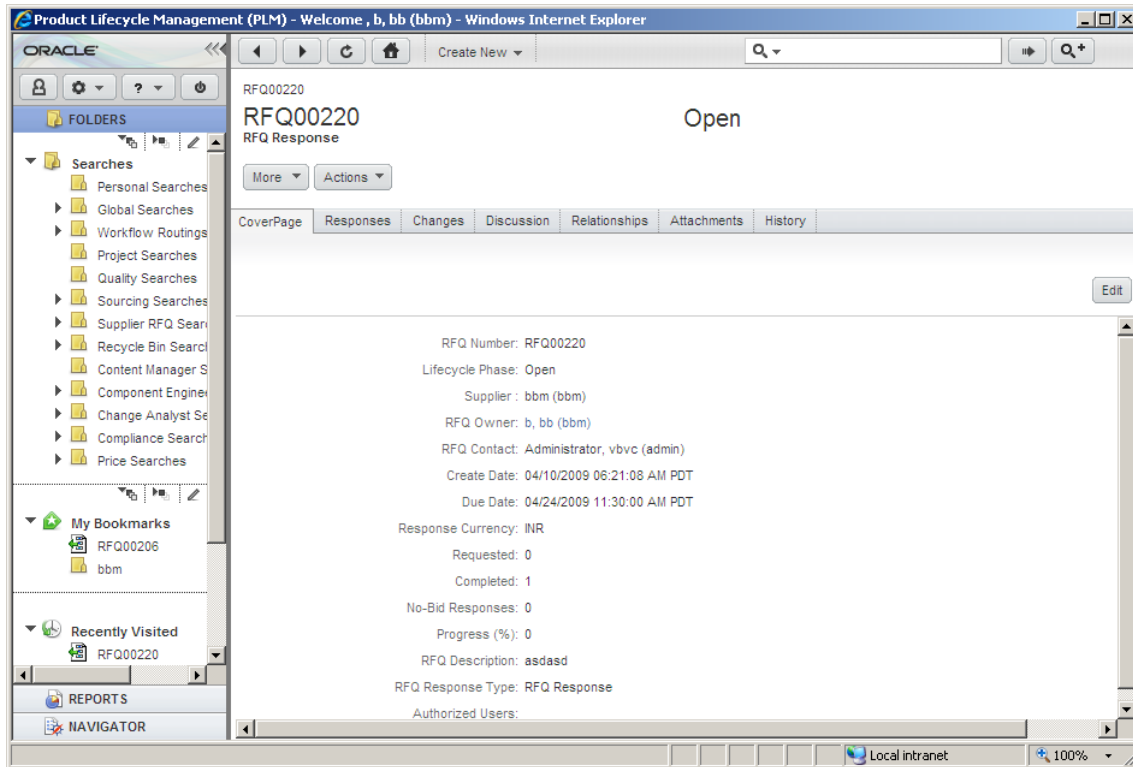
If you choose the Advanced Wizard Edit mode, when you log into PCM you see the Welcome page. As shown below, in this edit mode, you have access to the Folders, Reports, and much more in the left pane.

The screenshot shows the Oracle Product Lifecycle Management (PLM) interface in Advanced Wizard Edit Mode. The left navigation pane includes sections for FOLDERS, My Bookmarks, and Recently Visited. The main content area displays a 'Welcome' message and a table of pending items.

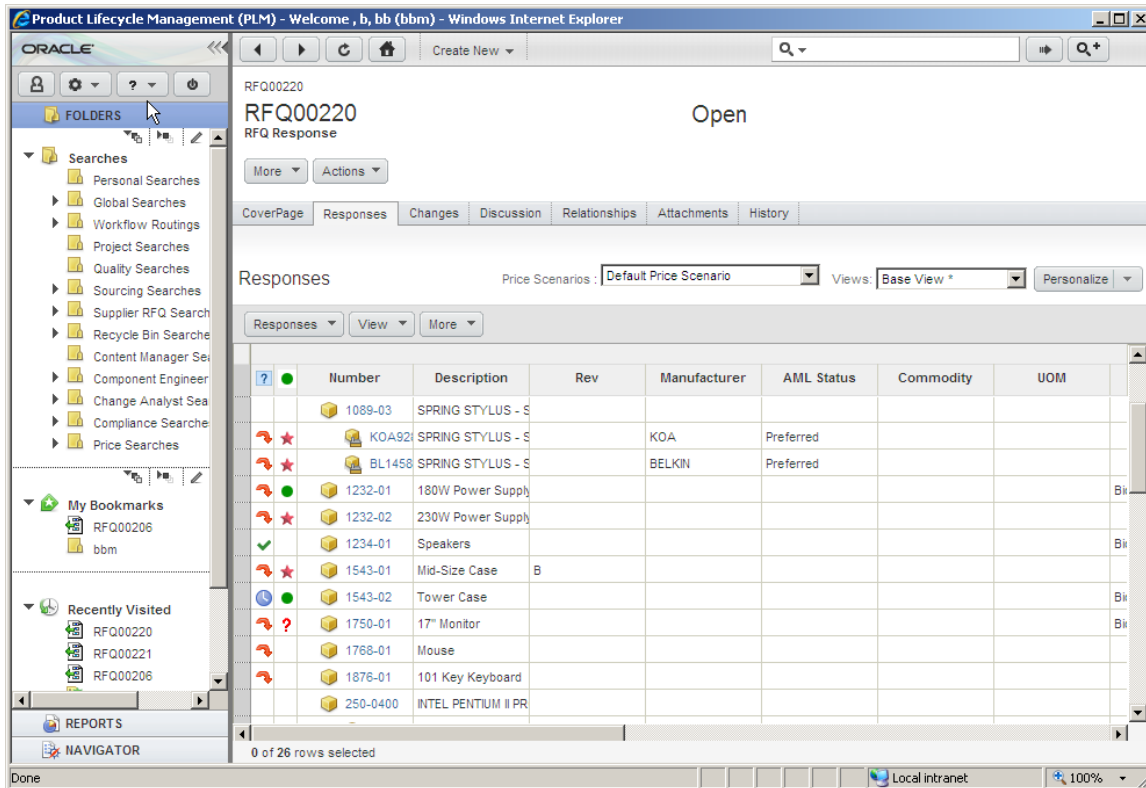
| Number | Description | Status | Action | Workflow |
|----------|-------------|--------|----------------|----------|
| RFQ00220 | asdasd | Open | Assigned to Mr | |
| RFQ00221 | dddsad | Open | Assigned to Mr | |

0 of 2 rows selected

As shown below, when you open an RFQ Response in this mode, there are tabs that help you navigate through viewing the line items, the attachments, and other data relevant to the RFQ.



To view line items, you can click on the Responses tab. The Responses table contains details for the line items.

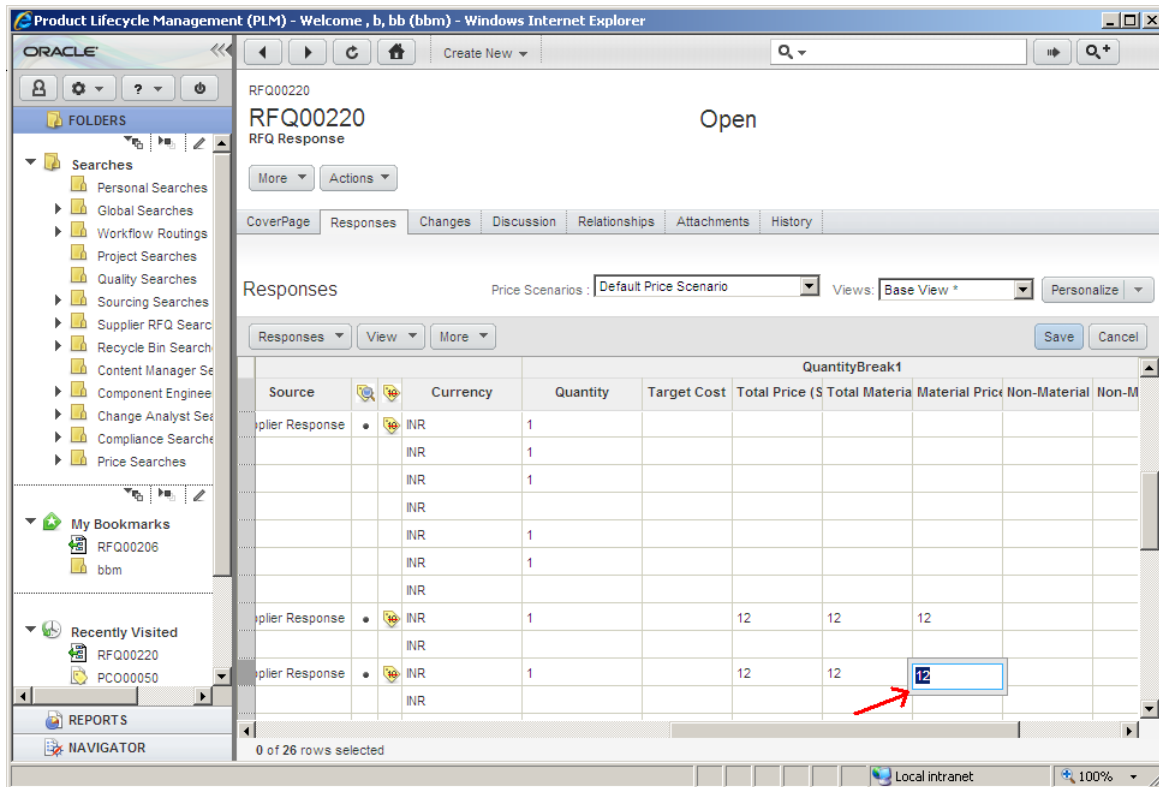


When editing line items, the Advanced Wizard Edit mode displays a single page, the Response Entry dialog, for each line item. You fill out the fields for one line item, then click the Next button to save your entries and go to the next line item in the RFQ. For more information about the form used to edit responses in the Advanced Wizard Edit mode, see Response Entry Form. See Advanced Wizard Edit for more details about this mode.

Overview of Advanced Table Edit Mode

If you choose the Advanced Table Edit mode, when you log into PCM you see the Welcome page. This mode is very similar to the Advanced Wizard Edit mode, as described in [Overview of Advanced Wizard Edit Mode](#) on page 17. The difference between the two modes is how line items are edited. In this mode, when you want to edit a field, you type directly into the editable field. Not all fields are editable.

The image below shows how a field appears when it is being edited.



For more details about editing RFQ Responses in the Advanced Table Edit mode, see [Advanced Table Edit](#).

Managing Supplier Details

This chapter includes the following:

| | |
|--|----|
| ▪ Managing Your Supplier Profile | 21 |
| ▪ About the Supplier Manager | 21 |
| ▪ Viewing Your Supplier Profile | 21 |
| ▪ Managing Contact Users | 24 |
| ▪ Managing RFQ Routing | 27 |
| ▪ Changing the Default Recipient | 28 |
| ▪ Defining Manufacturer Offerings | 28 |
| ▪ Defining Commodity Offerings | 30 |
| ▪ Editing Manufacturer and Commodity Offerings | 31 |

Managing Your Supplier Profile

The Supplier Interface of Agile PCM helps you manage your RFQ Responses. The sourcing manager creates the RFQ and sends it to the suppliers. As a supplier user, you can submit responses to the sourcing manager, view attachments, view the history of your RFQ Responses and (with the appropriate privileges) import or export responses, run reports, and collaborate in price management. For more information, see [Responding to Request for Quotes](#) on page 33 and [Collaborating on Pricing and Contract Information](#) on page 59.

About the Supplier Manager




The Supplier Manager is the user at a supplier organization who maintains his supplier organization's profile, line card offering, users, and RFQ routing setup.

If you have the (Restricted) Supplier Manager role, you can perform administrative tasks. You can view or modify the profile details of your supplier organization. The supplier profile records important manufacturer and commodity information for your company.

Viewing Your Supplier Profile

The easiest way to view your supplier profile is to search for it, and bookmark it. Whenever you need to view or modify your supplier profile, click its bookmark in the navigation pane on the left side of the Agile Web Client window.

► To bookmark your supplier profile:

1. In the top menu bar, click the  next to the  button and select **Supplier** from the dropdown list.
2. Enter your company name in the search field or simply enter * for a wildcard search.
3. Click  to run the search.

4. In the search results (if more than one supplier name appears), click the link for your supplier organization in the Number column.

The tabbed object for your supplier profile is displayed.

5. From the Actions dropdown list, select **Bookmark**.

In **Shortcuts** in the navigation pane on the left, a bookmark for your supplier organization appears under **My Bookmarks**. You can use this bookmark at any time to open your supplier profile.


Just as your user profile object displays information about you and your user preferences, the supplier profile object displays information about your supplier organization and the settings you choose to use. The appropriate buyer user (Organization Manager) creates suppliers. You can view this information and edit some of the information on the tabs of your Supplier profile.

The following table shows the tabs and the default fields for suppliers.

| Supplier tab name | Default fields include | Tab information includes |
|----------------------|--|--|
| General Info | Name, DUNs, Description, Web Supplier, Address, City, Country/Area, Region/Province/State, Postal/Zip Code, Phone, Fax, URL, Corporate Currency, Create User | General information about the supplier organization. |
| Contact Users | User ID, First Name, Last Name, E-Mail, Business Phone, Status | Contains all associated or created supplier users. |
| RFx Routing | Continent, Region/Province, User ID, First Name, Last Name, E-Mail, Business Phone, Status | RFQ routing information. |
| Manufacturers | Manufacturer Name, Rating, Ship-To | Manufacturer line information. |
| Commodities | Commodity Name, Rating, Ship-To | Commodity information. |
| PSRs | Product Service Request (PSR) Number and other related fields | PSR information Note This info is visible only if you have the requisite privileges. |
| Relationships | Name, Description, Current Status, Rule and Type | View Completed, Pending, and Rules not Specified, or All Relationships |
| Attachments | File Name, File Description, Checkout User, Checkout Date, Checkout Folder, Modified Date, File Version, File Size, File Type, Last View Date | Add files, URLs; Get Shortcuts to Files; View Files, URLs. |
| History | Action, User, Local Client Time, Details and Comments | Track changes and events. |

The **General Info** tab has fields that contain the general information about the supplier profile object. Some fields are filled in automatically; you complete the rest.

To edit supplier information, click the **Edit** button. You cannot edit the contents of some fields.

Note You can use the Agile PLM Help system for more information. From the courtesy controls in the left pane, click the  button and select **Help** from the dropdown list. A window appears with a link to the Agile PLM [Documentation Web site](http://www.oracle.com/technology/documentation/agile.html) <http://www.oracle.com/technology/documentation/agile.html>, as well as a link to the User Productivity Kit help topics.

Fields on the General Info Tab

The **General Info** tab of a Supplier object contains the fields that are listed in the following table. The Agile administrator can add custom fields to the **General Info** tab.

| Field | Description | Editable? |
|---------------------------|--|--|
| Name | Name of the supplier. | No |
| Supplier Type | Indicates if the supplier is of the following types: <ul style="list-style-type: none"> □ Component Manufacturer □ Contract Manufacturer □ Broker □ Distributor □ Manufacturer Representative | No. Note that the Agile administrator can create or rename supplier types, as needed. The supplier type assigned to your supplier organization may not appear on this list. Contact the Agile administrator or the Agile Organization Manager if you have questions about your supplier type. |
| Lifecycle Phase | Indicates if this supplier is active or not. | No Note that if you do not have privileges to view the object, the area that would normally display the lifecycle phase will display "No Privilege." |
| Number | Supplier number assigned to the supplier when it was created. | No |
| DUNs | The industry standard Data Universal Numbering System (DUNs) number. | Yes. If your supplier organization uses a DUNs number, enter that number here. |
| Display Name | Display name of supplier. | No |
| Description | Text that describes the supplier. The maximum length is set by the Agile administrator. | Yes |
| Web Supplier | Indicates if this supplier logs in to the Web Client or receives offline communication (Yes / No). | Yes. To use the Agile Web Client to complete and submit RFQ Responses, you must set this field to Yes. |
| Corporate Currency | The default currency for this corporation. | Yes. Select a currency from the drop-down list. |

| Field | Description | Editable? |
|--|--|---|
| Address | Address. | Yes. Enter the correct contact information for your supplier organization. |
| Geography | Your Country / Continent | No (only editable by an Agile administrator) |
| City | City. | Yes |
| Postal/Zip Code | Postal or Zip code. | Yes |
| Phone | Phone number. | Yes |
| Fax | Fax number. | Yes |
| URL | URL for supplier Web site. | Yes |
| Maximum Number of Contact Users | The maximum number of supplier users that can be created for this supplier. | No (only editable by an Agile administrator) |
| Maximum Number of Licensed Contact Users | The maximum number of supplier users that can be assigned a concurrent user license. | No (only editable by an Agile administrator) |
| Max Number of Named Contact Users | The maximum number of supplier users that can be assigned a power user license. | No (only editable by an Agile administrator) |
| Default RFQ Recipient | The contact user who automatically receives all RFQs sent to this supplier. | Yes |
| Default Declaration Recipient | The contact user who automatically receives all declarations for this supplier. | Yes |

Buttons on the General Info Tab

The **General Info** tab of a Supplier object contains the following buttons:

- **Edit** — appears when the **General Info** tab is not in edit mode. To edit the **General Info** tab, click **Edit**.
- **Save** — appears when the **General Info** tab is in edit mode. To save the changes that you made to the tab while it was in edit mode, click **Save**.
- **Cancel** — appears when the **General Info** tab is in edit mode. To undo the changes that you made to the tab while it was in edit mode, click **Cancel**.

Managing Contact Users

If you have the (Restricted) Supplier Manager role, you can perform administrative tasks. You can view or modify the profile details of your supplier organization. The supplier profile records important

manufacturer and commodity information for your company.


The **Contact Users** tab of your supplier organization profile lists all the users associated with or created for your supplier organization. Open your supplier profile object and click the **Contact Users** tab. For details, see [Viewing Your Supplier Profile](#) on page 21.

You can click the **Personalize** button to specify criteria for viewing only certain information on this tab. For more information, see [Personalizing PCM Object Tabs](#).

Creating a Contact User

Users with the (Restricted) Supplier Manager role can create new contact users.

To create a new supplier user in Web Client:

1. Open a supplier and click the **Contact Users** tab.
2. Click the **Add** button.
3. Click the  button. The *Create New* dialog appears.
4. Enter the **Username**. Type the **Login Password**, and retype it to confirm.
5. Enter the **Approval Password** and retype it to confirm.

Note If you want to use the same password as what you entered for the Login Password, select the **Use Login Password for Approval** checkbox. This will disable the Approval Password fields.

6. Enter user details - **First Name**, **Last Name**, and **Email**.
7. Click **Add**.

Note The supplier must be web-enabled in order for the new user to be able to log into the system.

Important Profile Fields

Once a contact user is created, you may consider changing some of the following contact user fields:

- **Roles** – the user's role assignments, which determine a user's access to Agile objects.
- **Lists** – the routable object manager lists on which the user's name appears, for example, the Change Analyst list (depending on your privileges, this field may not be editable).
- **Searches** – determines which predefined search folders are available to the user, for example, the Change Analyst searches (depending on your privileges, this field may not be editable).
- **Use Login Password for Approval** – if set to Yes, use one password (login password) for both login and routable object, e.g. PCO, approval.
- **Allow Escalation Designation Approval** – this setting determines whether the user's designated escalation persons can approve a routable object for the user only **After Escalation** or **Always**.
- **Sites, Default Site** – the list of manufacturing sites where the user is involved. The Default Site is the user's main base of work.

The **General Info** tab also includes fields for contact information such as mailing address and phone numbers.

For detailed information about all the User object fields, see the *Administrator Guide*.

Modifying a Contact User's Information

You can make modifications, such as changing the password and specifying whether the user is active or inactive, to the contact user's information.

To modify contact user information:

1. Search your supplier. For details, see [Viewing Your Supplier Profile](#) on page 21.
2. Click on your Supplier Name/Number link. The supplier object appears.
3. Click the **Contact Users** tab.
4. Click the **User ID** link. The *User* page appears.
5. To modify **General Info** tab data, click **Edit**. Make changes as required.
6. To enable or disable the user, select Active or Inactive in the **Status** dropdown list. An inactive user cannot log in to Agile and, therefore, cannot respond to RFQs.
7. To save the changes that you made to the User page while it was in edit mode, click **Save**. To undo the changes that you made to the User page while it was in edit mode, click **Cancel**.

Changing a Contact User's Password

You might need to change or reset a user's password.

To reset a user password:

1. Open the supplier object and click the **Contact Users** tab.
2. Click the **User ID** link for the user whose password needs to be changed. The *User* page appears.
3. In the **General Info** tab, click the **Change Password** button. The *Change Password* dialog appears.
4. Type the new login password in the **New Login Password** and **Confirm Login Password** fields. (Passwords are case-sensitive.)
5. Fill in the **Approval Password** fields.

Note If the **Use Login Password for Approval** field in the user's profile is set to Yes, then you see only the Login Password fields.

6. Click **Save**.

Note If you have not followed the rules defined in your Agile system for selecting passwords, you are prompted to correct your password.

Deleting a Contact User

You may want to delete a contact user if that person no longer works at your organization.

To delete contact user information:

1. Open the supplier object and click the **Contact Users** tab.
2. Click the **User ID** link for the user who needs to be deleted. The *User* page appears.
3. In the **Actions** menu, choose **Delete**.

Note You can delete a contact user only if the contact user is not set as the Default RFQ Recipient for a supplier. If you want to delete the current default, you must set another contact user as the Default RFQ Recipient before you can delete it.

4. When the confirmation prompt appears, click OK.
The user remains listed on the Contact Users tab, but the user's status changes to Inactive.

Managing RFQ Routing

When a buyer sends an RFQ, it is based on a specific Ship To location. In a supplier organization, you can choose to have the system send notifications of RFQ Responses to specific users based on the Ship To location in the RFQ. Note that, if there are multiple supplier users assigned to the same Ship To location, only one of them gets a notification. You can configure the routing rules in the supplier object's **RFx Routing** tab.

If you do not specify RFQ routing rules, all RFQs are sent to the default recipient. The default recipient must then forward each RFQ to the appropriate contact user.

Note You must have the (Restricted) Supplier Manager role to set up RFQ routing.

To add a new routing rule:

1. Open a supplier, and then click the **RFx Routing** tab.
2. Click Add.
3. Select a user from the **Contact** dropdown list.
4. Specify the **Geography** by selecting the continent, country/area, and state/province/region to associate with the contact user.
5. Click Add.

To edit a rule:

1. Open a supplier, and then click the **RFx Routing** tab.
2. Make the required changes directly to editable fields, e.g. Continent.
3. To undo the changes that you made to the **RFx Routing** tab, click **Cancel**. To save your changes, click **Save**.

To delete a rule:

1. Open a supplier, and then click the **RFx Routing** tab.
2. Select the routing rule that you want to delete.
3. Click **Remove**.

To change the default recipient:

1. Open a supplier, and then click the **General Info** tab.
2. Click **Edit**.
3. Select the **Default RFQ Recipient** from the list of contact users for the supplier.
4. Click **Save**.

Changing the Default Recipient

After a supplier is created, the first contact user that is added becomes the default RFQ recipient. The default recipient receives any RFQs that could not be routed based on a routing rule. You can change the default recipient at any time.

To change the default recipient:

1. Open the supplier and click the **General Info** tab.
2. Click **Edit**.
3. Use the dropdown list next to the **Default RFQ Recipient** field to select a user.
4. Click **Save**.

Defining Manufacturer Offerings

Suppliers have two types of line cards—manufacturer and commodity. Manufacturer offerings define which product lines are carried by a manufacturer. Commodity offerings define which product lines are associated with a commodity.

The manufacturer line card is a detailed list that maps each manufacturer whose goods you carry to a specific geographic location where those goods are available. This is a way to indicate the manufacturers whose goods you are franchised to offer in certain geographic regions.

For example, a supplier called ACME Corp. might sell Motorola and Kemet products. The supplier should have one manufacturer line card per manufacturer per location.

The manufacturer line card is one of the settings that determine which RFQs you receive from buyers.

When you update the geographical information or Ship To locations for a manufacturer or commodity for a line card, the organization manager receives a notification in his inbox so that he can approve the line card offering.

Note You must have the correct privileges to add and remove manufacturer offerings. The Agile PLM Administrator needs to modify your *(Restricted) Modify My Supplier Profile* privilege.

Creating a New Manufacturer Offering

You can specify general information about manufacturer offerings from the **Manufacturers** tab. Each manufacturer line card definition is a unique combination of manufacturer, supplier, and Ship To locations. You can have multiple lines for each manufacturer, with each line for a manufacturer

associated with a different Ship To location. If there are changes to the geographic locations where the goods are offered, then you can edit the manufacturer line cards.

When you create an offering, make sure the geographical data you specify is not narrower than an existing offering for the same manufacturer or commodity. For example, if the *Region/Province/State* for an existing offering is set to all locations (by selecting the root Location folder), you can not create a new offering for the same manufacturer or commodity with the *Region/Province/State* set to California because the existing offering covers a broader region.


If you choose to add a manufacturer offering by Geography, rather than Ship To location, an offering is only added if there is a Ship To location defined in that particular region.


For example, assume that the following are the only Ship To locations defined in the system:



- Santa Clara, CA, USA
- Los Angeles, CA, USA
- Bangalore, India, Asia

If a user uses the Geography option and selects *San Jose, CA, USA* as the geographical location, the system does not add any rows to the Manufacturers table, because there are no Ship To locations defined for that specific location. On the other hand, if the user selects *CA, USA* as the location, the *Santa Clara, CA, USA* and *Los Angeles, CA, USA* Ship To locations are added, because those locations are included in the broader region of *CA, USA*.

► **To create a new manufacturer offering:**

1. Open the supplier object.
2. Click the **Manufacturers** tab.
3. Click the **Add** button. The *Add Manufacturer Offerings* dialog appears.
4. If you already know the manufacturer name, type it into the field. Otherwise, you can click the  button to select the **Manufacturer Name**. Searches are provided to lead you through the process of selecting a manufacturer.

Note Depending on your privileges, you may also be able to create a new manufacturer by clicking .

5. Select a **For Locations** option. You can define the offering by a Ship To location or by Geography, which defines the continent, country, and area.
6. If you selected **Geography**, click  to specify the continent, country/area, and state/province/region. If you selected **Ship To**, specify one or more locations by clicking the  icon or by simply typing the location(s) into the field.
7. Select the **Rating** from the dropdown list.

Note During the RFQ dissemination process, suppliers receive notifications based on the rating criteria set by the buyer when the RFQ is created.

8. Click **Add** to complete the operation. The new manufacturer line card definition appears in the list.

Deleting a Manufacturer Offering

You can delete a manufacturer offering.

To delete an offering:

1. Open the supplier object.
2. Click the **Manufacturers** tab.
3. Select the row(s) of manufacturer offering(s) that you wish to delete.
4. Click **Remove**.

Filtering the Manufacturers Tab

You can filter the **Manufacturers** tab to display only certain information. Click the **Personalize** button to specify what information you want to see. For more information, see [Filtering Objects](#) on page 6.

Defining Commodity Offerings

Your commodity offerings define the categories of product you sell. For example, a supplier called ACME Corp. might sell commodities such as fuses, integrated circuits, and resistors. The commodity line card is a detailed list that maps each commodity you carry to a specific geographic location where those goods are available.

Note You must have the correct privileges to add and remove commodity offerings. The Agile PLM Administrator needs to modify your *(Restricted) Modify My Supplier Profile* privilege.

Creating a New Commodity Offering

You can specify general information about the commodity offerings from the **Commodities** tab. Each commodity line card definition is a unique combination of commodity and Ship To locations. You can have multiple lines for each commodity, with each line of a commodity associated with different Ship To locations. If there are changes to the geographic locations where the goods are offered, the Supplier Manager can edit the commodity line cards for your supplier organization.


If you choose to add a commodity offering by Geography, rather than Ship To location, an offering is only added if there is a Ship To location defined in that particular region.


For example, assume that the following are the only Ship To locations defined in the system:



- Santa Clara, CA, USA
- Los Angeles, CA, USA
- Bangalore, India, Asia

If a user uses the Geography option and selects *San Jose, CA, USA* as the geographical location, the system does not add any rows to the Commodities table, because there are no Ship To locations defined for that specific location. On the other hand, if the user selects *CA, USA* as the location, the *Santa Clara, CA, USA* and *Los Angeles, CA, USA* Ship To locations are added, because those locations are included in the broader region of *CA, USA*.

To create a new commodity offering:

1. Open the supplier object.
2. Click the **Commodities** tab.
3. Click the **Add** button. The *Add Commodity Offering* dialog appears.
4. If you already know the commodity name, type it into the field. Otherwise, you can click the  button to select the **Commodities**.

Note Depending on your privileges, you may also be able to create a new commodity by clicking .

5. Select a **For Locations** option. You can define the offering by a Ship-to location or by Geography, which defines the continent, country, and area.
6. If you selected **Geography**, click  to specify the continent, country/area, and state/province/region. If you selected **Ship To**, specify one or more locations by clicking the  icon or by simply typing the location(s) into the field.
7. Select the **Rating** from the dropdown list.

Note During the RFQ dissemination process, suppliers receive notifications based on the rating criteria set by the buyer when the RFQ is created.

8. Click **Add** to complete the operation. The new commodity line card definition appears in the list.

Deleting a Commodity Offering

You can delete a commodity offering.

To delete a commodity offering:

1. Open the supplier object.
2. Click the **Commodities** tab.
3. Select the row(s) of the commodity offering(s) that you want to delete.
4. Click **Remove**.

Filtering the Commodities Tab

You can filter the **Commodity** tab to display only certain information. Click the **Personalize** button to specify what information you want to see. For more information, see [Filtering Objects](#) on page 6.

Editing Manufacturer and Commodity Offerings

You can edit a manufacturer offerings and commodity offerings. To edit an offering on the Manufacturers or Commodities tab of the supplier, click directly in the field you want to edit and make changes, as needed. Some fields may not be editable.

Note For the first field you attempt to edit, you will have to double-click in it to make it editable. Any subsequent fields will only require a single-click to enable editing.

While editing, you can edit multiple rows simultaneously by using the **Fill-up** and **Fill-down** options via the **More** button. For example, if you changed the **Rating** field for one offering, but wanted the same rating value for a few of the offerings below it, you can select the Rating table cell for the offerings that should be copied and the Rating cells of the offerings to which you want the value copied. When you click **More > Fill-down (selected cells)** the value that was in the first price line that you selected is copied to the selected cells below it. Note that there are also keyboard shortcuts available for these edit options.

Responding to Request for Quotes

This chapter includes the following:

| | |
|---|----|
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| ▪ Completing RFQ Responses | 38 |
| ▪ Using the Responses Tab to Respond to RFQs..... | 39 |
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Working with RFQ Responses

Buyers send requests for quotes (RFQs) to their suppliers to get price quotes. The sourcing manager assigns you the (Restricted) RFQ Responder role so you can respond with the requested price information and submit your responses.

As an RFQ responder, you can:

- Determine the bid or no-bid decision for each part, and complete the requested response information for the parts you have chosen to bid.
- Propose alternate parts, instead of the part specified in the RFQ, from a manufacturer not in Agile database.
- Provide material and non-material price information.

When a buyer creates an RFQ, one or more RFQ Response objects are created for your supplier organization. If you are the owner of the RFQ Response, a notification appears in your Notification Inbox. You may also get a notification email, depending on notification settings.

You can respond to RFQs within PCM, or you can export the response line items to a text file and use an external text editor, such as Microsoft Excel, to respond. In Advanced Wizard Edit mode and Advanced Table Edit mode, you view RFQ Response information on a set of tabs on the RFQ Response object page. In Basic edit mode, the RFQ Response information is displayed on pages that are accessible via hyperlinks.

Note For information about entering and submitting RFQ response information, see [Completing RFQ Responses](#) on page 38.

Before you can proceed with an RFQ, you may be required to accept the Terms and Conditions, if they have been set mandatory by the buyer. Should you choose to decline, you will not be able to view the RFQ and you will be returned to your Notifications Inbox. These Terms and Conditions prescribe buyer's expectations and RFQ-specific stipulations.

If you forward an RFQ to another user in your organization, he or she must also accept the Terms

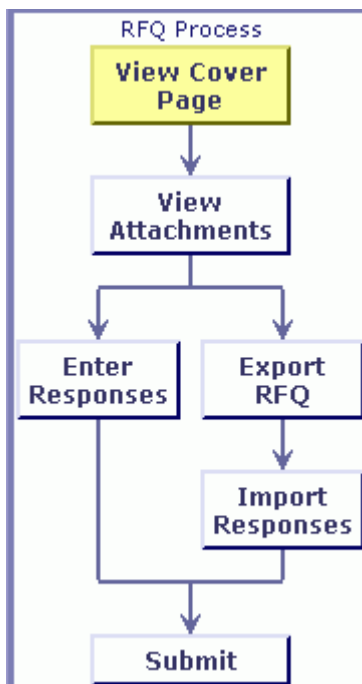
and Conditions to proceed further with it.

The following table describes each RFQ Response object tab and the actions you can perform from each one.

| Tab | Description | Actions |
|--------------------|--|---|
| Cover Page | Displays general details about the RFQ Response. | View RFQ Response details. |
| Responses | Displays response line details, and lets you filter the response information to view specific details, and perform various response entry tasks. | Filter the view of response details. Propose alternate manufacturer parts. Enter or modify response details. Set expiration dates. Export or import response line details. Submit selected response lines. |
| Changes | Displays changes made to the RFQ Response by the sourcing manager. | View change details by item view or response view. View item change summary by items that were added, deleted, or changed. |
| Discussion | Displays the discussion objects related to the RFQ Response. | View the list of discussions in the table to reply, delete, and add discussions. |
| Attachments | Displays any file attachments for the RFQ Response. | View file attachment details. Edit, remove, and add attachments. |
| History | Displays a list of actions performed during the life of the RFQ Response. | View user, date, time, and description for each action. |

About the RFQ Response Process Flow

The RFQ Response process flow is shown in the following diagram



In Basic edit mode, a list of the process flow steps is displayed in the left pane.

- **View Cover Page** — Takes you to the RFQ Cover Page where you will find general information about the RFQ.
- **View Attachments** — Opens the RFQ Response **Attachments** tab so you can view attachments.
- **View Line Items** — Opens the RFQ Response **Responses** tab.
- **Enter Responses** — Selects all items in the RFQ and lets you fill in cost information using your preferred response edit mode.
- **Export Responses (xls)** and **Export Responses (csv)** — Selects all items in the RFQ and lets you export the RFQ so that you can work offline on your response.
- **Import Responses** — Opens the import wizard so that you can import the work you have completed offline.
- **Submit** — Saves your work if you have not already done so, then sends all valid responses to the sourcing project manager.

In Basic mode, you can click a link in the process flow list to initiate that action. If the action requires a selection, you are redirected to the appropriate page to make the selection. In some instances, you cannot go to a step in the process until you have completed the previous step.

In Advanced Table Edit and Advanced Wizard Edit modes, you can complete these actions using the menu buttons on the tabs of the RFQ Response object.

About RFQ Response Lifecycle Phase

The lifecycle phases of RFQ Response are listed in the table below.

| Lifecycle Phase | Description |
|-----------------|---|
| New | New indicates that you have not yet opened and reviewed the RFQ Response. This is the lifecycle phase of an RFQ Response when it first appears in your inbox. |
| Open | Open indicates that you can modify and work with the RFQ Response. When you open a new RFQ Response, the lifecycle phase changes to Open. You can modify an open RFQ Response, including entering response information on the Responses tab and submitting responses. |
| Locked | Locked indicates that the sourcing manager has locked the RFQ associated with this RFQ Response. Suppliers cannot make any modifications to the Responses if the Buyer has locked the RFQ. Although you may be able to still enter data, the system throws an error if you attempt to save any changes. |
| Closed | Closed indicates that the sourcing manager has closed the RFQ associated with this RFQ Response. You cannot make any modifications to an RFQ Response in the closed lifecycle phase. |

RFQ Response Actions

When you view an RFQ Response in either Advanced Table Edit mode or Advanced Wizard Edit mode, the **Actions** menu appears above the tabs. This menu applies actions to the entire RFQ Response object. Use the **Actions** menu commands to send or forward the RFQ Response or to create a bookmark.

The RFQ Response **Actions** menu allows you to:

- Bookmark the RFQ Response for fast, convenient access.
- Send the RFQ Response to other users with appropriate privileges.
- Forward your RFQ Response to another user within your company.
- Subscribe to an RFQ Response so that you can be notified when any field that you have subscribed to is modified.
- Share the RFQ Response with another user by granting one or more of your roles to another Agile PLM user for the current RFQ Response object.
- Copy a URL to the clipboard.

Bookmarking RFQ Responses

Bookmarks are links you create for quick access to open the RFQ Responses you are working on. To create a bookmark for an RFQ Response, open the RFQ Response and choose **Bookmark** from the **Actions** menu. The RFQ Response number is saved in the **Bookmarks** list in the navigation pane on the left side of the Agile Web Client page.

You can delete bookmarks you no longer need.

To delete a bookmark:

1. Click the **Organize Bookmarks** icon in the My Bookmarks folder in the left pane.


2. If the bookmark you want to delete is in a bookmark subfolder, navigate to that folder.
3. Select the row(s) of the bookmark(s) you want to delete.
4. Click **Remove**.
5. Click **Save**.

Sending RFQ Responses

You can send any Agile PLM object to another user listed in the Agile PLM address book, if you (and the other user) have the appropriate send privilege for the object type. The user receives an email that contains a link to the object. The recipient can then click the link to view the object in Agile PLM.

Note When you send an RFQ Response, the ownership of the RFQ Response is not changed. If you want to transfer ownership of an RFQ Response to another user in your supplier organization, use the Forward action, described in [Forwarding RFQ Responses](#) on page 37.

► To send an RFQ Response:

1. Open an RFQ Response.
2. Choose **Actions > Send**. The *Send* dialog appears.
3. Click the  button next to the **Notify** field to find and select the users or groups to whom you want to send the RFQ Response.
4. Enter comments, as needed. Your comments are included in the body of the message.
5. Click **Send**.

Note Click the **Send notification as urgent** checkbox to set the notification message's priority flag to *High*.

Forwarding RFQ Responses

You can forward an RFQ Response to another user in your supplier company. This is helpful when several people are involved in answering and returning a response to the buyer.

Once you forward a response, you can no longer edit it, but you can still view it. Also, if needed, the person you forward the RFQ Response to can forward it back to you. When an RFQ Response is forwarded, the initial supplier contact user remains the primary contact. If the buyer modifies the RFQ Response in any way, it automatically reverts to the initial supplier contact and disappears from the second contact user's workflow routings. You can specify a comment to accompany the notification when forwarding a response.

Note It is recommended that when using RFQ Forward, the additional Contact Users' **Preferred Inbox View** be set to **Notifications**. This will allow the user to view any instructions that may be included in the body of each notification.

To forward an RFQ Response:

1. Open an RFQ Response.
2. Choose **Actions > Forward**. The *Forward Response* dialog appears.
3. Select the user to whom you want to forward the RFQ Response in the **Notify** dropdown list. The list includes the contact users related to the organization.
4. Enter comments, as needed.
5. Click **Send**.


Important If the RFQ has Terms and Conditions associated with it, any supplier user who opens up the forwarded RFQ is required to accept the terms in order to open the RFQ. A record of forwarding is maintained on the History tab.

As an alternative, you may choose to have users work in parallel, instead of waiting for the RFQ Response to be forwarded along. To allow users to work in parallel, see [Authorized Users](#) on page 38.

Authorized Users

An authorized user is a user within your organization who is authorized to work with a particular object. For example, you can select one or more authorized users for an RFQ Response. Authorized users can work on the RFQ Response in parallel. Alternatively, if you want the authorized users to work in sequential order, one authorized user can work on an RFQ Response and then forward it to the next user when they are done.

To add an authorized user to an RFQ Response:

1. Open an RFQ Response.
2. Click **Edit** on the **CoverPage** tab.
3. Type in the users you want to add or click the  next to the **Authorized Suppliers** field to search.
4. Click **Save** once you have added the suppliers.

Completing RFQ Responses

The sourcing manager in a buyer organization sends a request for quotes (RFQ) to your company. The RFQ responder receives the request and provides a response to the requester. The responder becomes the owner of an RFQ Response object. You can access an RFQ Response in two ways:

- From the **Notifications** tab in your Inbox — You receive notifications about subscriptions or completed processes and requests to accept ownership of an action item or activity. Click the new notification message. Click the RFQ number on the Notifications & Requests page to open the RFQ Response object.
- From RFQ Response searches — Search for RFQ Responses. On the search results page, click the RFQ number you want.

The **Cover Page** tab of an RFQ Response displays general information about that RFQ Response.

Review the Cover Page for information such as the response due date, instructions, contact information, who owns the RFQ Response in your organization, percent of progress, and lifecycle phase.

Using the Responses Tab to Respond to RFQs

Note Whether or not you can view the **Responses** tab of an RFQ Response object depends on the Response Edit Mode selected on the **Preferences** tab of your user profile. If the Response Edit Mode is set to Basic, you will not see any tabs when you open the RFQ Response. For information about changing your Response Edit Mode, see [RFQ Response Edit Mode](#) on page 12.

The **Responses** tab is where you do most of your work. You can check the RFQ item responses, negotiate prices and terms, and submit bids to the buyer.

Note In Basic response edit mode, you can do these things on the Response page, which is accessed by clicking the *View Line Items* link in the left pane.

In order to see the supplier's view of an RFQ, you must log in to Agile PLM as the user who is the supplier's contact person with RFQ response permissions.

Responses Tab

When you click the **Responses** tab, you can view the responses to the RFQ in the response table. The columns displayed on the **Responses** tab can vary in different RFQs, depending on how the sourcing manager decides to create each RFQ. The fields selected by the sourcing manager will show up as columns in the table on the response tab.

Responses Table

In addition to non-material and material price fields for each price scenario (quantity break or price period), the **Responses** tab includes at least the following fields:

| | |
|---------------------|---|
| AML Status | The status of the manufacturer part for the item, for example, whether the manufacturer part is the preferred part or the alternate part. |
| Number | The part number for the item listed. Manufacturer part numbers (MPNs) are indented under associated internal part numbers (IPNs). If the buyer has opted to not share IPNs, you are notified, and you cannot view the BOM. If an IPN leaf level or assembly does not have an associated AML, or if the buyer sets the quote level at an assembly level without an AML, the IPN appears. |
| Rev | The revision of the item. |
| Description | The description of the item. |
| Manufacturer | The name of the manufacturer for the MPN. |
| Commodity | The commodity name, for example, ICs, Resistors, or Diodes. |
| Bid Decision | The decision to bid or not bid, and the reason for not bidding. |
| UOM | Displays the quantity unit of measure. |

To view an object listed on the **Responses** tab, click its number.

Responses dropdown Lists

The three action buttons that are available on the RFQ Response **Responses** tab are:

- **Responses** — You can to choose Enter/modify, Bulk Edit Expiration Dates, or Submit an RFQ Response. You can also Propose Alternate Parts, Delete Alternate Parts, or Lookup Prices.
- **View** — View Costed Bill of Materials or view Bill of Materials Structures.
- **More** — Fill-up, Fill down, Fill-up (selected cells), Fill down (selected cells), Export, and Import content.

Optional Buttons

These buttons are optional and configurable in the “data to share with suppliers” section in the RFQ (or the associated sourcing project). Adjacent to the Responses drop down lists, there are two optional buttons:

Costed BOM — Limited view of BOM items and prices; only part of the BOM is actually quoted to this supplier. Parts in the hierarchy that have not been requested for quotes are not displayed.





Content BOM — View of a BOM and each item’s children parts. If an assembly is quoted as a Component/Custom Component, the BOM tree underneath the assembly does not appear in the Costed BOM view, but is visible in the BOM Content view.










Note These buttons can not be added once the RFQ has been opened to suppliers.

Response Line Lifecycle Status

In addition to the RFQ Response object lifecycle phase, each response line has its own unique lifecycle status. This allows each response line item to be managed and tracked separately.

The following table lists symbols related to RFQ response lines. These symbols are displayed for each line on the **Responses** tab.

| Symbol | Represents | Description |
|---|------------|---|
|  | Pending | This icon indicates that the response information for the item has not yet been submitted. |
|  | Ready | This icon indicates that all requested response information has been entered for the item and is ready to be submitted. |
|  | Invalid | <p>This icon indicates that some requested response information has not been entered for the item (or has been entered incorrectly); more information is needed.</p> <p>In the Advanced Wizard and Basic edit modes only, when you click this icon, the response goes into edit mode and fields that need attention are indicated by .</p> |

| Symbol | Represents | Description |
|---|------------------------------------|---|
|  | Submitted | This icon indicates that the response for this item has been submitted. |
|  | Error | This icon indicates that a field is invalid and needs to be fixed. |
|  | Locked | This icon indicates that you cannot make any changes to the response line; the response line is locked. |
|  | Requote | This icon appears for the items that are sent to you for a requote. |
|  | Details | This icon marks the Price Details (Has Price Information) column. If a line item has  in this column, it means that it has price information available for it. You can click the dot icon to view the response price details for the item. |
|  | Supplier Proposed | This icon indicates that this is an alternate manufacturer part that you proposed. |
|  | Quantity Changed or New Line Added | The buyer has changed quantities or added a new line to the response since it was submitted. |
|  | View Response Changes | Click this icon to view the history of the changes that have been made to the response for this item. |

RFQ Price Scenarios

When you first display the **Responses** tab, the information appears according to the default price scenario. You can select another type of price scenario from the **Price Scenarios** dropdown list.

- **All Price Scenarios** — View all price scenarios associated with the response.
- **Default Price Scenario** — View the default price scenario associated with the response. The default is defined as the lowest quantity break of the effectivity period that falls within today's date, or the earliest effectivity period.
- **Selected Price Scenarios** — Select from a list of price scenarios.

To view information for a selected price scenario:

1. Open an RFQ Response, and go to **Responses** tab.
2. In the **Price Scenarios** dropdown list, select **Selected Price Scenario**. In the window that appears, select the price scenarios you want to show from the **Hidden Fields** list. Click the right arrow to add them to the **Displayed Fields** list.
3. Click OK.

Each price scenario represents either one quantity break or one quantity per price period. The following table shows examples of quantity breaks and target prices for one period for several different items.

| Item number | 10/01/04 - 12/31/04 QuantityBreak1 - Quantity | 10/01/04 - 12/31/04 QuantityBreak1 - Target Price |
|-------------|---|--|
| 10-007 | 1 | 0.04 |
| 10-008 | 10 | 12.80 |
| 10-009 | 1 | 0.04 |
| 10-010 | 10 | 16.60 |
| 10-011 | 1 | 0.04 |
| 10-012 | 1 | 0.09 |
| 10-013 | 5 | 2.95 |
| 10-014 | 100 | 122.00 |

Note To set a price value to 0, you must explicitly enter 0.

The Agile PLM system supports different price scenarios, so RFQ response fields vary based on the price periods and quantity breaks specified for a particular RFQ. Prices can be based on multiple quantity breaks (up to 6) or on multiple price periods, with one or more quantities per price period.

Pre-defined Views

The pre-defined filters available on the Responses tab are as follows:

- Items Need Response - Identifies those parts for which the supplier has to provide prices or update prices (in case of requotes) and resubmit.
- Items With Split - Displays items whose AML have AML splits.
- Preferred AML - Displays items that have AML where the status is set to "preferred".

You can also personalize the view of the Responses tab, as well as other tabs, using the *Table Personalization* palette. For more information, see *Personalizing PCM Object Tabs*.

Entering and Modifying RFQ Response Information

There are two basic ways to enter your response information into PCM:

- **Online** — Enter the information online in the Agile Web Client. For details, see *Creating Online Responses*.
- **Offline** — Export the selected response lines of the Responses tab to a file, edit the exported file in a spreadsheet program, such as Microsoft Excel, and then import the edited file, with your data, into Agile PLM. For details, see [Creating Offline Responses](#) on page 49.

Creating Online Responses

When you receive an RFQ notification email and click the URL link to access the Product Cost Management system, you are taken automatically to the Cover Page of that new RFQ. Once there,

if your preferred Response Edit Mode is set to Basic, you can click any step in the process flow list to move to that corresponding page. The step you select is highlighted in the left pane, so that you can tell where you are in the process. Otherwise, if you are not using Basic response edit mode, click on individual tabs in the RFQ Response to create your online response.

For more information on process flow, see [About the RFQ Response Process Flow](#) on page 34.

Online Edit Methods

You can enter response information online in any of the three following ways:

- Advanced Table Edit
- Advanced Wizard Edit
- Basic Edit

Specify the method you want to use on the Preferences tab in your user profile. For information about setting the Response Edit Mode preference, see [RFQ Response Edit Mode](#) on page 12.

Advanced Table Edit


In Advanced Table Edit mode, you can enter bids for multiple line items in a single view. You can enter responses directly in the fields on the **Responses** tab.


Note In this edit mode, you must double-click the first field you want to enter, however, any following fields are made editable with just a single-click (or by using the Tab keys).

To enter response information using the Advanced Table Edit method:

Note Make sure your Response Edit Mode preference is set to Advanced Table Edit. For details, see [RFQ Response Edit Mode](#) on page 12.

1. Open the RFQ Response that you want to work with, and go to **Responses** tab.
2. Select a different bid decision from the **Bid Decision** dropdown list, if appropriate.
3. For each quantity break, provide the material price and non-material price (if applicable).
The edit function for Material and Non-material prices depends on the Quote As method set by the buyer:
 - **Assembly** - You can edit only the Non-material price.
 - **Component** - You can edit only the Material price.
 - **Custom Component** - You can edit both Material and Non-material prices.
4. Enter or change the quantity in the **Inventory Available** field.
5. Fill in the **Valid From** field, if appropriate.
6. Change the expiration date in the **Valid Until** field, if appropriate.
7. When you are finished, click **Save**, or click **Cancel** to return to the previous page without saving your entries.

Note A  appears next to any line item that has not been correctly completed. Although all valid fields are saved to the database, you cannot submit a response to the sourcing manager until invalid required fields are completed.

8. Once you save a valid response, the Ready symbol  appears in the Response Readiness Status column.


Note You can copy response data values from one cell to another. Select the value you want to copy and press **Ctrl + C**. Place the cursor on the destination cell, and press **Ctrl + V** to paste the copied value. Alternatively, you can click on **More > Fill-down** or **More > Fill-up** to copy the contents of one cell to the rows below or above it, respectively.

Advanced Wizard Edit

In Advanced Wizard Edit mode, you can enter your bid for a single line item at a time. You can also enter identical bids for all selected line items at one time. In this mode, all bids are entered via the Response Entry dialog, which is described in Response Entry Form.

To enter response information using the Advanced Wizard Edit method:




Note Make sure your Response Edit Mode preference is set to Advanced Wizard Edit. For details, see [RFQ Response Edit Mode](#) on page 12.

1. Open the RFQ Response and go to **Responses** tab.
2. Select the line item(s) that you want to work with, and choose **Responses > Enter**. The *Response Entry* dialog appears.
3. Select a different bid decision from the **Bid Decision** dropdown list, if appropriate.
4. Enter or change the quantity in the **Inventory Available** field.
5. Fill in the **Valid From** field, if appropriate.
6. Change the expiration date in the **Valid Until** field, if appropriate.
7. For each quantity break, provide the material price and non-material price (if applicable).
The edit function for Material and Non-material prices depends on the Quote As method set by the buyer:
 - **Assembly** - You can edit only the Non-material price.
 - **Component** - You can edit only the Material price.
 - **Custom Component** - You can edit both Material and Non-material prices.
8. The **Fill Right** button  can save you time. If you want the same value to appear in every column to the right of where you are entering a value, click the **Fill Right** button. The value is copied into the column to the right.
9. Click **Next** to save your entries and go on to the next item in the RFQ Response (if you selected more than one line item on which to bid).

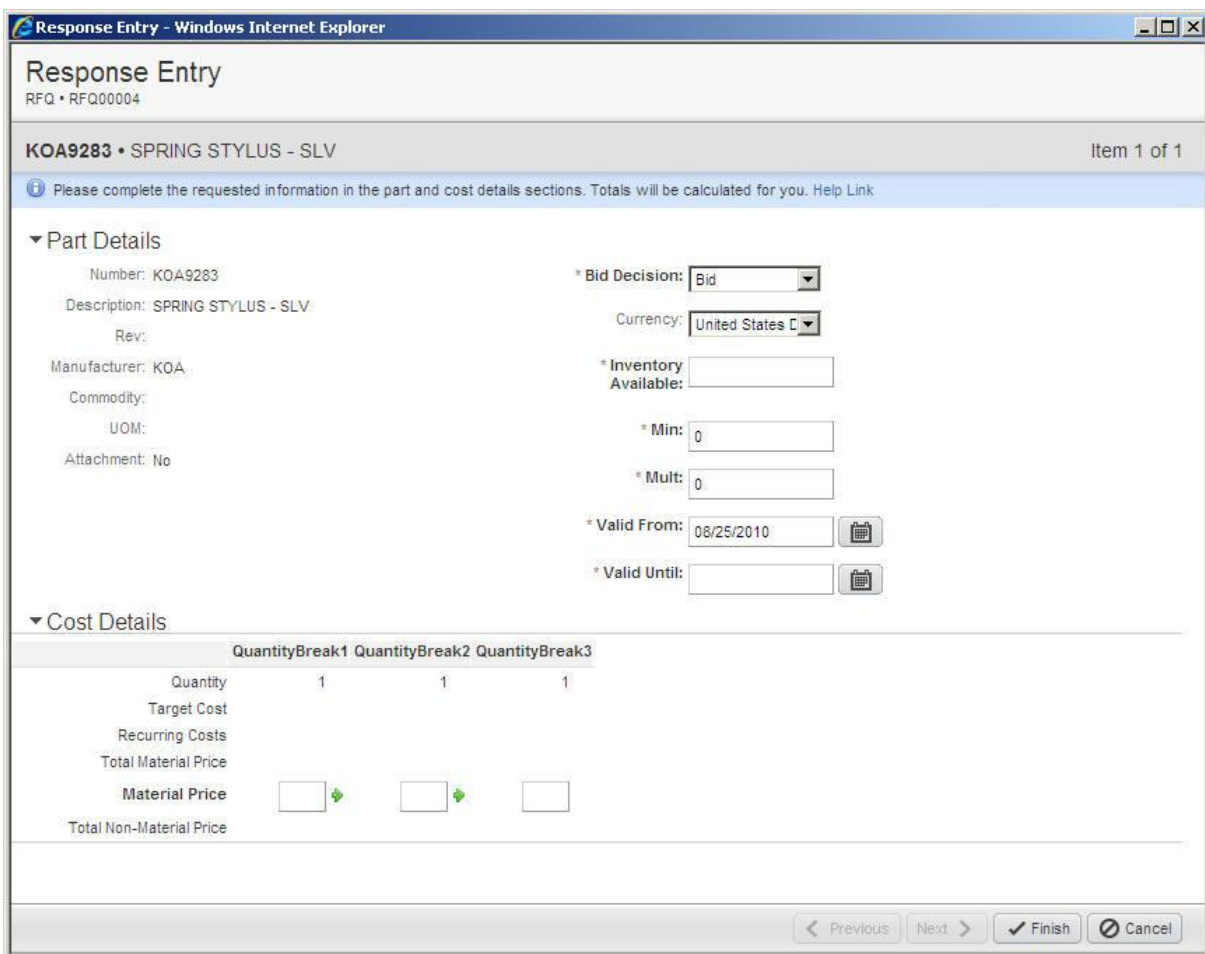
Note To apply your entries to all of the selected response lines, check the box labeled **Apply to all the selected response lines** and click **Finish**.

10. When you have finished entering or editing the information, click **Finish**.

The **Responses** tab appears. The information you entered is included in the table.

Note A  appears next to any line item that has not been correctly completed. Although all valid fields are saved to the database, you cannot submit a response to the sourcing manager until invalid required fields are correctly completed. To complete an invalid entry, select the line item and then click the  icon. The RFQ Response goes into edit/modify mode and any invalid fields are indicated by the  icon.

Response Entry Form





Response Entry
RFQ • RFQ00004

KOA9283 • SPRING STYLUS - SLV Item 1 of 1



Please complete the requested information in the part and cost details sections. Totals will be calculated for you. [Help Link](#)

▼ Part Details

Number: KOA9283
Description: SPRING STYLUS - SLV
Rev:
Manufacturer: KOA
Commodity:
UOM:
Attachment: No

* Bid Decision:
Currency:
* Inventory Available:
* Min:
* Mult:
* Valid From: 
* Valid Until: 

▼ Cost Details




| | QuantityBreak1 | QuantityBreak2 | QuantityBreak3 |
|--------------------------|--|--|----------------------|
| Quantity | 1 | 1 | 1 |
| Target Cost | | | |
| Recurring Costs | | | |
| Total Material Price | | | |
| Material Price | <input type="text"/>  | <input type="text"/>  | <input type="text"/> |
| Total Non-Material Price | | | |

When in Advanced Wizard Edit and Basic edit mode, you edit responses using this dynamic entry form, which performs requisite calculations instantly. For example, when you fill a certain amount in Material Price field, and then change it to another amount, the Total Material Price figures change immediately.

On this form there is an **Apply to all the selected response lines** checkbox. When you check this box, the data (Inventory Available, Material Price, Valid Until, etc.) that you fill in for the current item, is applied to all the other response lines that you selected for editing.

Basic Edit

This method is similar to the Advanced Wizard Edit method, as described in Advanced Wizard Edit. When you open an RFQ, you only see the Cover Page. You do not see tabs in this mode. To display line items, you must click **View Line Items** in the list of process flow steps in the left pane. To display the Response Entry dialog, you must click **Enter Responses** in the left pane.

Note A  appears next to any line item that has not been correctly completed. Although all valid fields are saved to the database, you cannot submit a response to the sourcing manager until invalid required fields are completed. To complete an invalid entry, select the line item and then click the  icon. The RFQ Response goes into edit/modify mode and any invalid fields are indicated by the  icon.

Setting the Expiration Date

You can specify an expiration date for each line of your response.

Note This option is available only when the RFQ Response uses quantity breaks. This option is not available when the RFQ Response uses price periods.

To set the expiration date:

1. Select one or more line items in the RFQ Response **Responses** tab.
2. Choose **Responses > Bulk Edit Expiration Dates**. The *Set Expiration Date* window appears.
3. Enter the expiration date in the **Date** field, or select a date from the calendar.
4. Click **Set**.

Proposing an Alternate Manufacturer Part


Suppliers are often requested to quote on parts they are unable to supply for various reasons. For example, the part may be obsolete or on allocation. You can suggest alternate parts in the RFQ Response.

You can add alternate part information for one or more items in an RFQ Response. This alternate part information is visible to the sourcing project manager when you submit your responses. If you propose an alternate part, you can add attachments such as data sheets.


To propose an alternate manufacturer part:

1. On the **Responses** tab of the RFQ Response, select the parts for which you want to propose alternates.

Note You can only propose alternates for items with an AML.



2. Choose **Responses > Propose Alternate Part**. The *Add Alternate Part* dialog appears.
3. Enter the alternate manufacturer part **Number** and **Description**.
4. Click the  button next to the **Manufacturer** list to search and select the part's manufacturer.

Click **Continue**.

5. Fill up all the required information.
6. Click **Save**. The added manufacturer part is identified by the  Supplier Proposed icon.

Note If the proposed manufacturer is not currently in the Agile database, use the following workaround procedure.

To propose an alternate manufacturer part for a manufacturer not in the Agile Database:

1. Create a manufacturer and name it "New". For more information on how to create a manufacturer, see *Agile Product Cost Management User Guide*.
2. Follow steps 2 and 3 from the preceding procedure, *To Propose an alternate manufacturer part*.
3. Click the  button next to the **Manufacturer** list to search and select the part's manufacturer. (Enter "New" in the search field.)
4. Click **Continue**.
5. Fill up all the required information.
6. Click **Save**. The added manufacturer part is identified by the  Supplier Proposed icon.

Adding an Attachment for an Alternate Part

The process of adding an attachment for an alternate part is the same as adding an attachment for any Agile PLM object.

To add an attachment:

1. On the **Responses** tab, click on the number of the alternate part to which you want to add an attachment. The *Quick View* for the part appears.
2. Click on the **Attachments** tab.
3. Click **Add > Files**, **Add > URLs** (proceed to step 5), or **Add > By Search** (proceed to step 6).
4. If you chose **Add > Files**, the *Add File* dialog appears.

Note Before reaching the Add File dialog box, you may see a dialog box asking you to choose between the standard upload method or the advanced Java tool. If you select the Java upload tool, the following steps will be carried out in a Java based dialog box. Otherwise, you will be led to the standard HTML based file search and add window.

Once you decide on a type of method, select the "Do not show this dialog again" checkbox.

- a. In the Add File dialog window, use the **Browse** button to locate the files you want.
- b. A file folder containing the attached files is created automatically. To add the selected files in one file folder object, check the **Add All Files to a Single File Folder** checkbox. (If you do not use this checkbox, a file folder object is created for each file you have selected.)
- c. When you have selected the files you want, click **Add** in the dialog window. The file name and the newly created file folder object are listed in the Attachments table.

5. If you chose **Add > URLs**, the *Add URLs* dialog appears.
 - a. Enter the URLs. (You can copy a URL from your browser and paste it here.)
 - b. Click **Preview** to test each URL.
 - c. To add the selected URLs in one folder object, check the **Add All URLs to a Single File Folder** checkbox.
 - d. When you are through, click **Add**. The URLs and newly created file folder objects are listed in the Attachments table.
6. If you chose **Add > By Search**, the *Add Files* window appears.
 - a. Search for and select the file folder you want, then select files or URLs in that file folder that you want.
7. To return to the Responses tab, click **Close** in the *Quick View* window.

Deleting Proposed Alternate Parts

You can delete alternate parts that you have proposed.

To delete alternate parts:

1. On the **Responses** tab, select the alternate part you want to remove.

When you select an item, all its alternate parts are selected automatically. If an item has multiple alternate parts, you can select the item row itself and then go about deselecting the alternate parts you want to keep.
2. Choose **Responses > Delete Proposed Alternates**.

Looking up Prices

You can verify the existence of a price scenario for a specified period and quantity in the Item Master.

In Agile PCM, there are three types of prices:

- **Contracts** — Predefined agreements for item prices over a specified time period.
- **Published Prices** — Item price information that has been published from other projects to the Item Master.
- **Quote Histories** — Quoted prices that were previously received for an item.

When you look up data for a particular item or manufacturer part, the price and response fields are updated with data that you can leverage in your analysis process.

Note You only have access to prices that are relevant to your organization. You will not be able to look up prices supplied by other suppliers.


An item can have multiple types of prices. When you do a price lookup for an item, Agile PCM selects a price in the following order of preference: *contracts*, *published prices*, and *quote histories*.

Looking Up Contracts, Published Prices, or Quote Histories

You can look up contract prices, published prices, or quote histories.

Note Selection of the price details depends on the Look Up criteria mentioned. To break ties between prices, the deciding factor can be Lowest Price or Lead Time or Most recent response.

To look up prices:

1. Open a RFQ Response and select the **Responses** tab.
2. Select the row(s) of the item for which you want to look up contract pricing information.
3. Choose **Responses > Price Lookup**. The *Price Lookup from Item Master* dialog appears.
4. Select a price scenario from the **Base Scenario** dropdown list.
5. Click the  button next to the **Price Types** field. Select either **Contract**, **Published Price**, or **Quote History** or a user-defined price type.
6. Decide whether to **Populate Price** to all scenarios or just one.

Note Assume that an RFQ has two price scenarios, Q1 & Q2, and you want to look up prices for Q1. The system will try to find a price based on the *base scenario*, which is Q1. If the **All Price Scenarios** option was selected, once the system finds a price, it will use the same price (Q1's price) for Q2 and update both scenarios with the same price. If just one scenario was chosen, only that one is updated.

7. Enter the quantity deviation, in percentage, to search for in the Item Master if you select that option, or select the **Ignore Quantities** button to ignore the quantity.

Note For example, if the quantity in an RFQ is 100 and a user gives a 10% deviation range, the system finds prices for the part that are within the quantity of 90 and 110.

8. Enter the number of days from the RFQ date range, plus or minus, within which the quotes have been received or select the **Ignore the date ranges** button to ignore the date of quote.
9. Select the **Lowest Price**, **Shortest Lead time**, or **Most recent response** button to filter the results if multiple rows are retrieved.

Note For the *Most recent response* option to function accurately, the Agile administrator must have enabled the attribute *Priceline.DateModified* in the Java Client. By default, this attribute is disabled. To use this search option, the Agile administrator must enable the *Priceline.DateModified* attribute in the Java Client for the privilege (*Restricted*) *Read my Organizations Prices* under **UserSettings > Privileges > Read**.

10. Optional

You can narrow down your look up criterion across

- a particular **Ship To Location**
- specific **Program(s)**
- specific **Customer(s)**

11. Click **Look Up**.

Creating Offline Responses

You can export the items on the **Responses** tab to prepare a response. When you export items, Agile

PLM generates a Comma-delimited text (CSV) file or an Excel workbook. The exported response file is named *RFQNumber.csv* or *RFQNumber.xls*.

You can use a spreadsheet program, such as Microsoft Excel, to edit a CSV file. You can also use a quoting tool to complete responses offline. After you complete the fields in a response file, you can import the file back into the Agile PLM system to submit the response to the sourcing manager.

Exporting RFQ Response Lines

You can export response lines to your local hard drive as a comma-delimited file (CSV) or Excel Workbook (XLS) file.

To export response lines:

1. Open the RFQ Response.
2. Click the **Responses** tab.
3. Click the row selection cells of the response line items you want to export (use the **ctrl** keyboard button to select multiple lines) or click the *All Rows Selection* cell to select all.
4. Click **More > Export (xls)** or **More > Export (csv)**. The *File Download* dialog appears.
5. Save the file to the desired location.

For more details, see the *Import/Export User Guide*.

Editing Supplier Response Fields in Exported Supplier Response Files

The exported supplier response file can be an Excel spreadsheet with a structured layout of RFQ header information and supplier response fields. The RFQ header rows are collapsible, while row and column headings are frozen panes that enable ease-of-reference to off-view fields.

As shown below in the spreadsheet example, a color legend is used to indicate more information about a field. The following legend is used:

- *Required* fields are shaded yellow, with bold headings and 'must be' filled for the response acceptance.
- *Requested* fields are also shaded yellow, however, they have normal headings and are optional.

- Gray shaded fields should not be filled at all, while the white shaded fields are informational.

| | A | B | C | D | E | F | G | H | I | J |
|----|--|-----------------|---|--------------|-----|----------------------|----------------|--|--|------------------|
| 1 | <Header> | | | | | | | | | |
| 2 | RFQ Number: RFQ00203 | | | | | | | | | |
| 3 | RFQ Description: Test | | | | | | | | | |
| 4 | Lifecycle Phase: Open | | | | | | | | | |
| 5 | Due Date: 02/03/2009 04:00:00 PMPST | | | | | | | | | |
| 6 | Ship-To Location: | | | | | | | | | |
| 7 | Supplier Instructions: | | | | | | | | | |
| 8 | Owner: Plexus Neenah SUPPLIER John Doe | | | | | | | | | |
| 9 | Contact: Administrator administrator | | | | | | | | | |
| 10 | Contact E-mail: support@bslmail.agile.agilesoft.com | | | | | | | | | |
| 11 | Contact Phone: | | | | | | | | | |
| 12 | Supplier: PlexusNeenah (CTRM00012) | | | | | | | | | |
| 13 | Response Currency: USD | | | | | | | | | |
| 14 | Create Date: 02/02/2009 10:47:03 AMPST | | | | | | | | | |
| 15 | | | | | | | | | | |
| 16 | Use these values to complete your RFQ response: | | | | | | | | | |
| 17 | Bid Decision: Bid,Bid - Alternate Part,No Bid - Non-Franchise,No Bid - Obsolete Part,No Bid - On Allocation,No Bid - Other,No Bid - Unknown Part,Not Responded | | | | | | | | | |
| 18 | </Header> | | | | | | | | | |
| 19 | | | | | | | | | | |
| 20 | Mfr Part Number | Manufacturer | Item Description | Number | Rev | Response Line Status | Bid Decision * | 01-Feb-2009 To 30-Apr-2009 QuantityBreak1 | 01-Feb-2009 To 30-Apr-2009 QuantityBreak1 | Material Price * |
| 21 | | | PRGM EPM7512BFC256-5 REX SLAVE 179D | 290-00299-01 | A00 | Pending | Bid | 1000.0 | | Do not fill out |
| 22 | | | SUB ASSY PCB REX SFM 320 | 440-00085-01 | A01 | Pending | Bid | 1000.0 | | Do not fill out |
| 23 | | | PRGM LC4512C- 75F256C SF2REX 527D | 290-00363-00 | A00 | Pending | Bid | 1000.0 | | Do not fill out |
| 24 | ERJ3GEYJ331V | PANASONIC | RES 330 OHM 1/16W 5% 0603 | 180-00005 | A00 | Pending | Bid | 61000.0 | | 0.1 |
| 25 | RMCF 13.6K 5% | SEI ELECTRONICS | RES 3.6K OHM 1W 5% 2512 | 180-00043 | A00 | Pending | Bid | 2000.0 | | 0.1 |
| 26 | CRCW060339R2FKE | VISHAY | RES 39.2 OHM 1/16W 1% 0603 | 180-00135 | A00 | Pending | Bid | 32000.0 | | 0.1 |

To successfully import a supplier response text file, you must follow these guidelines when you edit the file:

- You can reorder column headings, but do not edit or add any data to the headings. If you modify column headings, the file cannot be imported.
- Do not add new columns of data.
- Do not modify any date fields except for EOL Date and Expiration Date.

Important If you fail to complete all required fields, you can still successfully import the file. However, you won't be able to submit the responses to the sourcing manager. Required and requested fields are specified by the sourcing manager who set up the project and RFQ.
- Empty fields are not imported. They are not equal to 0. To set a numeric field or a price field to 0, you must explicitly enter the value 0.
- If you prefer, you can remove the <HEADER> section at the top of the file since it is not imported. To remove this section, make sure you remove the two rows containing the <HEADER> and </HEADER> tags and all rows in between.
- When you import the supplier response file, the imported data replaces existing response field data.

When you edit a supplier response file, make sure you edit only fields you are allowed to edit. Generally, this means the columns from Bid Decision to Material Price, inclusive. Other fields are for viewing only.

You can import the supplier response file multiple times. Each time you import the file, only the editable fields are imported, replacing the previous values. The fields that appear in a supplier

response file depend on whether the sourcing manager specified them as requested and required.

Valid Values for Supplier Response Fields

Certain supplier response fields require specific values that must be spelled correctly. If you type an invalid value in the field, it won't be imported. The following table shows the valid values for the supplier response fields that require specific values.

Note The header for the supplier response file also lists values for these fields.

| Field | Valid values | Note |
|-------------------|---|--|
| Bid Decision | Bid Bid - Alternate Part No Bid - Non-Franchise No Bid - Obsolete Part No Bid - On Allocation No Bid - Other No Bid - Unknown Part Not Responded | |
| Country of Origin | | Enter a valid country name. Make sure the spelling is correct. |
| NCNR | Yes, No | Non-Cancellable Non-Returnable |
| Terms of Sale | CFR | Cost and Freight |
| | CIF | Cost, Insurance, and Freight |
| | CIP | Carriage and Insurance Paid To |
| | CPT | Carriage Paid To |
| | DAF | Delivered at Frontier |
| | DDP | Delivered Duty Paid |
| | DDU | Delivered Duty Unpaid |
| | DEQ | Delivered Ex Quay (Duty Paid) |
| | DES | Delivered Ex Ship |
| | EXW | Ex Works |
| | FAS | Free Alongside Ship |
| | FCA | Free Carrier |
| | FOB | Free on Board Vessel |

Note In addition to the three-letter abbreviations for Terms of Sale, you can enter the full Terms of Sale value, for example, "CFR - COST AND FREIGHT" or "CIF - COST, INSURANCE AND FREIGHT." The value must be all uppercase.

Importing Previously Exported RFQ Response Files

Unlike other types of objects that you can import, supplier responses do not require that you map import fields to PCM fields. Since the response is a modified version of the exported text file, the mapping is automatic.

To import a RFQ Response file:

1. Select and open the RFQ Response you want to work with.
2. Click the **Responses** tab.
3. Choose **More > Import**. The *Import* dialog appears.
4. Click **Browse**; select the file you want to import.
5. Select the appropriate configuration options.

Note If you are importing a CSV file, you must select the same encoding type used to export the file.

6. Click **Import**.

Viewing BOM Attachments

To view items that are custom components with attached critical documents, use the Content BOM view to expand item attachments to the BOM. This feature needs to be setup by the author of the RFQ. For more information on setting up and enabling suppliers to view the Content BOM, contact the Agile administrator.

Note Some custom components have critical information attached such as Test Specifications and Packaging Specifications that could influence the cost that suppliers will bid.

Costed BOM View

A Costed BOM view shows your bids on each item and the rolled up cost for the assembly.

Note The **Costed BOM** button that displays the Costed BOM view is available if your supplier organization is designated as a partner for the sourcing project or if the buyer has explicitly shared the BOM in order for you to see it.

To use the Costed BOM View:

1. Open the RFQ Response.
2. Go to the **Responses** tab.
3. Click **View > Costed Bill of Materials**.
4. To view a specific price scenario:
 - a. Select **Selected Price Scenario** in the **Price Scenarios** dropdown list. The Price Scenarios dialog box appears.
 - b. Select the price scenario information from the Available Values, and then click right arrow to add to the Selected Values list.

- c. Click OK.
5. To return to the **Responses** tab, click **Back**.

Content BOM View

The Content BOM view will be available on the RFQ Response's **Responses** tab if configured in the project or RFQ as "data to share with suppliers."

With the Content BOM option available, it permits children nodes in the BOM to show up in the supplier's view. This can be very helpful if some of the BOM's nested items are documents that would influence the supplier's cost bid. Some documents like Test Specs and Packaging Specs will be available in the Content BOM page.

To access the Content BOM view:

1. Login as the contact person of the supplier, and open the RFQ.
2. Go to the **Responses** tab.
3. Click **View > Bill of Materials Structures**.
4. The **Bill of Materials Structures** page opens, so that you can see all of the BOM items and children nodes, including important documents.

Assembly Cost Report

The Assembly Cost (Supplier Response) report shows the costs at each level of the BOM structure for one or more top-level assemblies. The results of the Supplier Assembly Cost report mirror what the sourcing manager sees.

Note The Assembly Cost report is not available in Basic edit mode.

The following task provides a simple guideline to running and viewing the Assembly Cost (Supplier Response) report. For more information about working with reports, see the Agile Reports section of *Getting Started with Agile PLM*.


To run the Assembly Cost (Supplier Response) report:

1. In the navigation pane on the left, click the button that opens the Reports Folders.
2. Go to **Standard Reports > Sourcing Reports**.
3. Click **Assembly Cost (Supplier Response)**. The tabbed report object page appears in the right pane.
4. To run a report, click the **Execute** button. The report wizard page appears.
5. In the *Select Layout and Configuration* step, select Default Layout from **Layout** type dropdown list. Click Next.
6. In the *Select Response* step, select the RFQ Response you want to use from the dropdown list. Click Next.

Note In order for an RFQ to appear as an option in this step, the buyer must have included "Costed BOM View" as "data to share with suppliers."

7. In the *Select Items* step, click  next to the **Assembly Lines** field to choose the assembly lines


(BOMs) you want. Select an assembly line by double-clicking the desired row or by dragging selected table rows to the **Assembly Lines** cell on the *Select Items* wizard page.

8. Click  next to the **Price Scenarios** field to choose the price scenarios you want in the report. Your choices are outlined below. Select a price scenario by double-clicking the desired row or by dragging selected table rows to the **Price Scenarios** cell on the *Select Items* wizard page.
9. When you have completed the Select Items wizard step, click **Finish** to run the report.



The report is generated and displayed in a separate window. You can use the buttons in the window to print, export, or save the report. Saved reports can be viewed on the **Historical Reports** tab of the tabbed report object page. For more information about working with reports, see *Getting Started with Agile PLM*.

Submitting Responses

You can make changes and resubmit RFQ response lines anytime, and as many times as you wish, until the response line is closed by the sourcing manager.

The system shows you which lines are incomplete. When lines have incomplete information, they appear on the **Responses** tab with an  icon in the **Supplier Response Status** column to the left of the item number.

To fill in an incomplete response line:

1. Click the  in the Response Line Status column to the left of the item number. In Basic and Advanced Wizard Edit mode, the Response Entry dialog for the item appears. The invalid fields are indicated by the  icon. For details, see [RFQ Response Edit Mode](#) on page 12.
2. Modify the invalid fields.
3. When you are finished, click **Finish**.

When you have finished entering or modifying response lines, you can submit the response.

To submit a line item:

1. Select one or more RFQ response lines on the **Responses** tab. If you're using the Basic method, all items are automatically selected.
2. Click **Responses > Submit**. If there are lines with incomplete information, an error message appears on the **Responses** tab. The completed lines are immediately submitted to the sourcing manager. The invalid or incomplete lines are not submitted.

To submit the complete RFQ:

1. Click **Actions > Submit** (or the Submit button in Basic response edit mode) to submit a complete RFQ Response. Any response lines that are eligible for submittal will be sent to the buyer.

Reviewing RFQ Response Changes

The Changes tab of an RFQ Response allows you to review RFQ content changes or modifications made by the sourcing manager.

You can see the RFQ line items that have been added or deleted by clicking the **Project Item Changes** sub-tab. You can use the Views dropdown to see only the items that have been added, deleted, or


modified.



You can see changes in response lines by clicking the **Supplier Response Changes** sub-tab, and then clicking the Response Changes icon at the item level.

Reviewing Changes to Response Lines

After you create responses, you can review them to ensure that all response line items are complete and correct. You can filter the response lines to show only the lines you want to view. The most useful filter options are Decision, which displays the line item details by the bid decision, and Response Status. The RFQ Response lines with a decision of BID are validated to ensure that all required fields have been filled in. Even if you fill in part of the information, the sourcing project manager will not see a line item that is not filled out completely.

Once the sourcing project manager closes a response line, it can no longer be submitted to the buyer.

On the Responses tab of the RFQ Response object, click the View Response Changes icon  in the Response Changes column to view changes you have made to the response information for that item.

The price details column is indicated by . Click the  in the Has Price Information column of the response table to view details about the response line.

Changing Submitted Responses

If you have the appropriate privileges, you can make changes to submitted line items. Usually, you cannot make changes if the line item or RFQ status is locked or closed. See [Entering and Modifying RFQ Response Information](#) on page 42. You cannot submit responses if the RFQ status is locked or closed.

Occasionally, a supplier manager modifies an RFQ Response as a result of the following:

- Data correction requirements
- Due date changes
- Addition of new RFQ line items
- Request for requote

You receive notifications, according to notification settings, about changes that have been performed. You can display the **Changes** tab of an RFQ Response to view the changes. Also, response lines that have been modified or recently added by the buyer are indicated by a ★ in the Response Readiness Status column on the **Responses** tab.

Based on the type of change, you might need to complete a new response line, provide a requote for an existing line item, or provide additional data.

Using Discussions

When you are negotiating with the buyers who send you requests for quotes, you often need to have informal, threaded dialogue to share information and to finalize quotes. You can also carry on


discussions with other users in your organization. You can reply to messages and add and remove discussions.


Discussions replace the conventional email messaging service. Like email, discussions have a subject line, message area, priority, and a notification list. You can reply to the discussion as you reply to an email. Recipients receive the discussion as a notification in their inbox. Only Agile PLM users can participate in discussions.


Adding a Discussion

You can add discussions based on different subjects.

To create and add discussions:

1. Open the RFQ Response and select the **Discussion** tab.
2. Click Add. A new row appears in the Discussions table.
3. Click the  button. The *Create New* dialog appears.

Note You can also add an existing discussion by clicking the  button and searching for it.


4. Select the type of discussion from the **Discussion Type** field
5. Enter the subject in the **Subject** field.
6. Enter discussion text in the **Message** field.
7. Select the priority of the message from the **Priority** dropdown list.
8. Click the  button next to the **Notify List** field, and select the names of recipients.
9. Click **Add**. A notification is sent to the users in the Notify List.

Replying to a Discussion

You can reply to discussions in which you are included. Replying to a discussion is similar to replying to an email. You can find the discussion notification in your inbox. You need to have the (Restricted) Discussion Participant role assigned to you to reply to a discussion.

You can access a discussion by clicking on the Discussion tab of the RFQ Response that is associated to the discussion. Alternatively, you can access the discussion from your Notifications inbox. From within your inbox, click the subject in the *Regarding* column to open the discussion.

To reply to discussions:

1. On the Discussion tab of the discussion object, click **Reply**. The *Reply to Discussion* dialog appears.
2. Enter the reply in the **Message** field.
3. To change the list of recipients, click the  button next to the **Notify List** field. Select the names of recipients.
4. Click **Send**.

Note You can send any number of replies in a discussion.

Removing Discussions

After you finish all your discussions, you can remove them from the Discussions tab of the RFQ Response object.

To remove discussions from the Discussions tab of an RFQ Response object:

1. Open the RFQ Response and click the **Discussions** tab.
2. Select the row of the discussion you want to remove.
3. Click **Remove** on the **Discussions** tab.

Note The child discussion lines are deleted if parent is deleted.

Collaborating on Pricing and Contract Information

This chapter includes the following:

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About Prices

The Agile PLM system can store information about different prices for different items. Users in departments throughout the buyer organization can access this information to use in finalizing the prices for an item or manufacturer part.

The process of managing prices involves three entities:

- **Price** — This is where you record the prices for items or manufacturer parts. A price object can have multiple price lines. You can add it to any PCO without having to create a new PCO.
- **Price Line** — Price lines contain the core price information about an item or manufacturer part, which is unique by quantity, ship-to location, and effectivity period. You can create any number of price lines within a price object, but they should be uniquely identified. Price lines have the general information of the price object. A Price object may have multiple Price Lines, because several of the price and terms attributes are dependent on the context (for example, Ship-To Location).
- **Price Change Order (PCO)** — A price change order is the route for revising or deleting the price information about an object. A price change order follows a workflow from the Preliminary through the Signoff phase. A PCO can have multiple price objects, and a price can be added to any existing PCO.

If you have the (Restricted) Price Collaborator role, you can participate in the price management process, including creating price objects, creating and submitting PCOs, modifying price lines, and approving PCOs

An item can have many revisions due to content change, manufacturing change orders, engineering change orders, and so on. Each change is called a revision. All the price lines associated with the price object are for the specified revision of the item only.


Note You can personalize the view on some Price object tabs. To learn more about the personalization features, see Personalizing PCM Object Tabs.

Creating Prices

Agile users with the appropriate privileges can create or modify a price object. You can create a price in the following ways:


- From the **Create New** menu.
As a supplier user, this is the method you will use to create price objects. This is the method discussed in this manual.
- Using the **Import** command.
For more information about using the Import command, see *Getting Started with Agile PLM*.
- Using the **Actions** menu in an item or manufacturer part.
You must have *Read* privilege for the Item object or Manufacturer Part object to create a price from the Actions menu.

To create a price from the Create New menu:

1. Choose **Create New > Prices > Published Price**. The *Create Published Prices* dialog appears.
2. Select a price type from the **Type** dropdown list. Once you select a price type, additional fields appear on the dialog page.
3. A unique, system generated number may be automatically filled in the **Number** field on the basis of Price Type you selected. Based on the settings defined by your Agile administrator, you may be able to modify this number, give one of your own, or click to generate a new number.
4. Select the **Part Type** (Item or Manufacturer Part) from the dropdown list.
5. Click  button to search and select an item or manufacturer part from *Search Object* palette. It fills up the field with corresponding part number.

If you selected **Item** from **Item/Manufacturer Part** list, a **Rev** dropdown list appears for you to select its Revision, for example, Introductory.

If you selected **Manufacturer Part** in **Item/Manufacturer Part** list, the **Rev** dropdown list does not appear as its revision is not in your control.

6. Select the **Manufacturing Site** from the dropdown list.
If a manufacturing site is selected, the item price information applies to the items or manufacturer parts manufactured only at that site. If the field is left blank, the price information applies to the item or manufacturer part regardless of their manufacturing site.
7. Click  button to search and select **Suppliers** through *Identify Suppliers* palettes.

Note Only your supplier organization will be listed in the search results.

8. Optional: Select a **Program** from its dropdown list.
If a program is selected, the item price information applies only to that program. If All is selected, then the item price information applies to all programs.
9. Optional: Select a **Customer** from its dropdown list.
If a customer is selected, the item price information applies only to that customer. If All is

selected, the item price information applies to all the customers.

10. Click **Save**. The new price's cover page appears.
11. To add a new price line, go to the Price Lines tab. For more information about adding price lines, see [Adding Price Lines](#) on page 64.
12. To add a new attachment, go to the Attachments tab.

General Information Tab

The **General Information** tab has fields that contain the general information about the price. It includes the following fields:

| Field | Editable? | Description |
|--|-----------|---|
| Mfr. Part Number (or Item Number) | No | The unique identification number of the manufacturer part (or item) for which the price is intended. |
| Mfr. Name | No | The name of the manufacturer. |
| Mfr. Part Number (or Item Rev) | No | The unique identification number of the manufacturer part or revision number of the item for which the price is intended. |
| Mfr. Name | No | The name of the manufacturer. |
| Supplier | No | The supplier of the item. |
| Price Type | No | The type (subclass) of the price object. The default types are Contract, Published Price, and Quote History. The Agile administrator can rename the price types or create additional price types. |
| Number | No | The unique identification number of the price object. |
| Description | Yes | The description of the price object. |
| Lifecycle Phase | No | The lifecycle phase of the price. |
| Version | No | The version of the price. |
| Allow Qty Breaks | Yes | A flag indicating whether the price information applies to quantity breaks or not. |
| Owner | Yes | The user responsible for the price information. |
| Customer | No | The customer to which the price information applies. If customer is not specified, the price information applies to all customers. |
| Program | No | The program for which the price information applies. If program is not specified, the price information applies to all programs. |
| Manufacturing Site | No | The site where the item is being manufactured. The price |

| | | |
|-----------------------------|--------|---|
| | | information applies only to the item manufactured at that site. |
| Authorized Suppliers | Yes | The suppliers that are authorized to view/read this price. |
| Part EOL Date | Yes | The end of life date of the item. |
| Min | Yes | The minimum quantity for which the price information applies. |
| Mult | Yes | Indicates that the packaging delivers the item in multiple units; this value states how many are in each package. |
| NCNR | Yes | The Non Cancelable Non Returnable flag for the item. |
| Inventory | Yes | The available inventory. |
| Version Release Date | No | The date the price was released. |
| Effectivity Date | No | The date the price information comes into effect. |
| Contract Number | No | The number of the associated contract. |
| Flex fields | Yes/No | The other flex fields that are visible only if defined by your system administrator. |

To edit the information, click the **Edit** button.

Changes Tab

The **Changes** tab displays pending and historical changes that affect the price. Agile automatically fills in the information on this tab. The changes listed are those that apply to the revision specified in the **Rev** field at the top of the page.

▫ **Pending Changes Table**

The Pending Changes table displays any unreleased PCOs in which the given price is listed on the **Affected Prices** tab. You can click the link to a pending change to see what it proposes.

▫ **Changes History Table**

The Change History table displays any released PCOs where the price is listed on the **Affected Prices** tab. You can click the link to a released PCO to see what it contains and what price changes were made.

To open a change listed on the **Changes** tab, click its number. The change opens with the **Cover Page** tab on top.

Note Although its name is similar, the **History** tab shows actions taken on a price, while the tables on the **Changes** tab list released and pending changes for the price.

Price Lines Tab

A Price is an object where you record the price and terms conditions of items and manufacturer parts with relation to the supplier, customer, program, and manufacturing site. A price line is a

unique combination of ship-to location, ship-from location, effective-from date, effective-to date, and quantity that applies to a price. A price can have multiple price lines, based on specific contexts.

The **Price Lines** tab includes the following fields:

| Required Fields | |
|---------------------------|--|
| Price Effective From Date | The date the price takes effect. |
| Currency Code | The unique identification code for the currency. |
| Ship From | The place the item/manufacture part is shipped from. |
| Optional | |
| Ship To | The place the item/manufacture part will be shipped to. |
| Price Effective To Date | The date the price no longer applies. |
| Qty | The quantity (in its own unit of measure) for which the price applies. This field must be filled if the price is set to allow quantity breaks. |
| Conversion Date | The currency conversion date. |
| Conversion Rate | The rate at which the currency will be normalized to the project currency. |
| Material Price | The per unit material cost of the item/manufacture part. |
| Non Recurring Cost | The one time cost which shall be applicable when the buyer first buys the item. |
| Lead Time | The number of days required to supply the item/manufacture part. |
| Transportation Terms | The terms and conditions for transporting the item/manufacture parts. |
| Country of Origin | The country where the item/manufacture part is manufactured. |
| PriceLine Notes | Any specific information about the price line. |
| Total Price | The total price is the sum of Total Material Price and Total Non Material Price. Note: The total prices are calculated prices and are not user-editable |
| Total Material Price | The total material price of the item/manufacture part. |
| Total Non Material Price | The cost of the item/manufacture part not associated with materials, for example, labor rate, sales tax, and other over heads. |
| Project Number | The unique identification number of the project, if the price line is associated with the project. This field gets automatically populated if the price was published from a sourcing project. |

Overlapping price lines can occur when all or some of the effectivity periods of one price line fall within the effectivity periods of a second price line, and all other attributes are the same.

The Agile administrator can configure the Agile system to disallow overlapping price lines. You can contact the sourcing manager or the Agile administrator to determine if overlapping price lines are allowed.

Consider the following example:

A buyer tries to create and save the following price lines. Note that the price lines have overlapping effectivity periods.

| | Price Line 1 | Price Line 2 |
|---------------------------|-----------------|-----------------|
| Ship To | Mumbai | Mumbai |
| Price Effective From Date | 1st April 2009 | 5th April 2009 |
| Price Effective To Date | 30th April 2009 | 25th April 2009 |
| Currency | INR | INR |
| Qty | 2 | 2 |
| Material Price | 10 | 9 |

In the previous scenario, the system allows the user to save the price lines only if the Smart Rule, Overlap Price Line Effectivity Periods, is set to allow or warning.

Additionally, it is important to remember that duplicate price lines are not allowed. For example, if a buyer tries to create and save the following price lines, the save will fail.

| | Price Line 1 | Price Line 2 |
|---------------------------|-----------------|-----------------|
| Ship To | Mumbai | Mumbai |
| Price Effective From Date | 5th April 2009 | 5th April 2009 |
| Price Effective To Date | 30th April 2009 | 30th April 2009 |
| Currency | INR | INR |
| Qty | 2 | 2 |
| Material Price | 10 | 9 |

In this case, since all of the required fields are the duplicated in both price lines, the save does not succeed even though the values for Material Price differ.

Adding Price Lines

You can add a price line if the price object is in the Preliminary lifecycle phase. If the price is associated with a PCO, you can add price lines through redline mode (if the PCO has not been released) or through a new PCO (if the PCO has been released).

To add a price line, click **Add** on the **Price Lines** tab to display the *Add Price Line* dialog. Enter the price and terms information as required in the dialog. Note that although Ship-To, Price Effective From Date, and Currency Code are the only fields indicated as required, other fields such as Material Price and Qty (Quantity) are crucial to price lines, as well. Quantity, for example, must be filled if the price is set to allow quantity breaks. Once you are done filling in the price line information, click **Finish** to save the price line.

Removing Price Lines

You can remove a price line if the price object is in the Preliminary lifecycle phase. If the price is associated with a PCO, you can remove price lines through redline mode (if the PCO has not been released) or through a new PCO (if the PCO has been released).

To remove a price line, select the row(s) of the price line(s) and click **Remove**.

Editing Price Lines

You can edit a price line if the price object is in the Preliminary lifecycle phase. If the price is associated with a PCO, you can modify price lines through redline mode (if the PCO has not been released) or through a new PCO (if the PCO has been released).

To edit a price line, click in the field you want to edit and make changes, as needed. Some fields may not be editable.

Note For the first field you attempt to edit, you will have to double-click in it to make it editable. Any subsequent fields will only require a single-click to enable editing.

While editing, you can edit multiple lines simultaneously by using the Fill-up and Fill-down options via the **More** button. For example, if you changed the **Effective Date** field for one price line, but wanted the same date for a few price lines below it, you can select the Effective Date cell for the price line that should be copied and the Effective Date cells of the price lines to which you want the value copied. When you click **More > Fill-down (selected cells)** the value that was in the first price line that you selected is copied to the selected cells below it. You could also use the Copy and Paste options via the More menu. Note that there are also keyboard shortcuts available for these editing options.

Price Lifecycle Phases

By default, price objects have the following lifecycle phases. The Agile administrator can rename lifecycle phases or create new lifecycle phases.

- Preliminary
- Active
- Inactive
- Obsolete

About Price Change Orders

You control any changes that need to be made to prices through a price change order (PCO). PCOs are routed through workflows, from the Pending phase through the Released phase. Through a PCO, you can release a price, redline the price information, and track the history of the price information.

You create PCOs for price objects only. A PCO can include on its **Affected Prices** tab multiple prices that can be associated with different items, but a price object cannot be included on the **Affected Prices** tab of more than one pending PCO.

The following table shows the tabs and the default fields for changes. The Agile administrator may

have added additional tabs, called **Page Two** and **Page Three** by default. These tabs contain custom fields defined by the administrator. The **Relationships** tab appears only if the Agile administrator has enabled them.

| Tab name | Tab information includes |
|-----------------|---|
| Cover Page | General information about the PCO plus any unique fields defined by the Agile administrator. See Cover Page Tab on page 68. |
| Affected Prices | Which prices are affected by the PCO. PCOs include redlined price lines, and file folders (attachments). See Affected Prices Tab on page 70. |
| Workflow | Approvers, observers, and acknowledgers of the PCO and the results of their reviewing the PCO. For more information about working with routable objects and workflows, see the chapter about routing objects with workflows in <i>Getting Started with Agile PLM</i> . |
| Relationships | Lists objects that affect the status of the PCO and lists objects whose status is affected by the PCO. For more information about relationships, see the section about relationships and references between objects in <i>Getting Started with Agile PLM</i> . |
| Attachments | Lists the references to attached files and URLs contained in file folder objects. For more information about file folders and attachments, see the chapter about working with file folder objects and attachment files in <i>Getting Started with Agile PLM</i> . |
| History | All actions taken on the change. |

Note You can personalize the view on some Price Change Order object tabs. To learn more about the personalization features, see *Personalizing PCM Object Tabs*.


Creating PCOs

If you have the appropriate privileges, you can create or modify a PCO. This section describes two ways you can create a PCO:

- From the **Create New** menu on the main menu bar
- From the **Actions** menu on the Price page



You can create PCOs from prices or from the **Create** menu on the main menu bar. When you create a PCO from a price (**Actions > Add to Change**), the price is associated with the PCO by default. When you create the PCO from the **Create New** menu, you must associate the price with the PCO manually.

To create a PCO from the Create New menu:

1. Click **Create New > Changes > Price Change Orders**. The *Create New Price Change Orders* dialog appears.
2. Select **PCO Type** from its dropdown list.
3. Depending on how the Agile administrator has set up PCO numbering, a unique number may automatically be generated and inserted in the **Number** field. You may also be able to click  to get another system-generated number or enter your own number.


4. Click **Save**. The cover page of the newly created PCO appears.

Note Fields are visible and/or editable based on how the buyer set up privileges for the supplier.

5. Select a category from the **Change Category** dropdown list.
6. Enter the **Description of Change** and the **Reason for Change** in the corresponding fields.
7. Select a **Reason Code**, **Workflow**, and **Price Admin** from the corresponding dropdown lists.
8. Click  next to the **Originator**. It opens a search palette to find and select an originator from the list of users. By default, the originator is the user who creates the PCO.
9. Change the **Date Originated** from the calendar to stamp the date of origination of the PCO, if it is different from today's date.
10. Click  next to the **Product Lines** to select the affected product lines.
11. Click **Save**. The updated cover page appears.

Add affected prices or attachments to the PCO by clicking on the corresponding tabs.

To create a new PCO from a Price object:

1. Open a Price object.
2. Choose **Actions > Add to Change > Create New**. The *Create Changes* dialog appears.
3. Select a PCO from the **Change Type** dropdown list.
4. Depending on how the Agile administrator has set up PCO numbering, a unique number may automatically be generated and inserted in the **Number** field. You may also be able to click  to get another system-generated number or enter your own number.
5. Click **Save**.
6. To add details to the newly created PCO, follow *steps 4 through 11* from the procedure *To create a PCO from the Create New menu*.

After you create a PCO, the **Cover Page** tab appears with general information about the PCO.

On the **Attachments** tab you can add references to files related to the PCO. For more information about attachments and file folders, see the chapter about working with file folder objects and attachment files in *Getting Started with Agile PLM*.

You can view the log of actions that were taken on the PCO since it was created on the **History** tab. For more information, see *Getting Started with Agile PLM*.

Adding the Current Price Object to an Existing PCO

To add the current price object to the Affected Prices tab of an existing PCO:

1. Open a price.
2. Click **Actions > Add to Change > Search**. The search palette appears.
3. Search for and select the PCO, to which you want to add the price, by double-clicking its row.
If the price was successfully added, the PCO page appears. The price object is listed in

Affected Prices tab of the PCO. If the price was not successfully added to the PCO, however, an error message appears in the information bar.

Note You can also add prices to a PCO directly from within the **Affected Prices** tab of the PCO. For more information, see [Adding Prices](#) on page 71.

Cover Page Tab

The **Cover Page** tab shows the information traditionally shown on a paper PCO form. Agile completes some of the fields; you complete the rest.

Buttons on the Cover Page Tab

The **Cover Page** tab has the following buttons:

- **Edit** — appears when the Cover Page is not in edit mode. To edit the Cover Page, click **Edit**.
- **Save** — appears when the Cover Page is in edit mode. To save the changes that you made to the tab while it was in edit mode, click **Save**.
- **Cancel** — appears when the Cover Page is in edit mode. To undo the changes that you made to the tab while it was in edit mode, click **Cancel**.
- **Validate Items** — appears when the Cover Page is in edit mode. After you enter field values on the Cover Page, click this button to update the list of matching workflows available in the **Workflow** field.

Sometimes you cannot edit a field. A field may be uneditable for two reasons:

- The change has been released.
- You do not have sufficient privileges or the appropriate license to modify that field.

Fields on the Cover Page Tab

The following table summarizes the Cover Page fields of the Price Change Order, how each field is completed, and what each field contains.

The Cover Page can contain two additional sections, called **Page Two** and **Page Three** by default; the Agile administrator determines whether these sections are enabled, and what they are called.

| Field | How completed | Contents |
|------------------------|---|---|
| Number | Automatically, when created. | The number assigned to the change when you create it. |
| Status | Automatically, when created; updated as the change moves through the assigned workflow. | Change status, described in the section “Status on the Cover Page Tab”; if no workflow has been selected, this field is Unassigned. |
| Change Type | Automatically, when created. | The type (subclass) of change selected when you create the change. |
| Change Category | Usually manually; can contain a default. | Drop-down list of categories defined by |

| Field | How completed | Contents |
|------------------------------|---|---|
| | | the Agile administrator. |
| Description Of Change | Usually manually; can contain a default. | A meaningful description of the PCO. |
| Reason For Change | Usually manually; can contain a default. | The reason you are changing the price objects. |
| Reason Code | Usually automatically, when created (with the default set by the Agile administrator). | Drop-down list of categories defined by the Agile administrator. |
| Workflow | Automatically (if only one workflow applies to the change), when the change is moved to the next status from the Unassigned status. If more than one workflow applies to the change, the workflow is selected manually; the workflow selection can be changed as long as the change is in the Pending status type. Selecting the blank field in the Workflow drop-down list switches the change to the Unassigned status. | The name of the workflow being used to move this change through the change control process. |
| Price Admin | May be provided automatically by the workflow; otherwise selected manually from a drop-down list. User groups appear first in the list, followed by individual usernames. | Default routing manager. If the workflow is defined to notify the default price administrator, the user group or user in this field receives notifications about the PCO. If this field is left blank, then the notifications are sent to every price administrator on the list. If the notification definition in the workflow is blank, no notifications are sent. |
| Originator | Usually automatically, when created (with the default set by the Agile administrator). | The user who created the change (can be selected from a drop-down list). |
| Date Originated | Usually automatically, when created. | The date the change was created. |
| Date Released | Automatically, when released. | The date the change was released. |
| Final Complete Date | Automatically, when the change enters the Complete status type. | The date the change moved into the Complete status type. |
| Product Line(s) | Usually manually; can contain a default. | Drop-down list of categories defined by the Agile administrator. |

Status on the Cover Page Tab

A “stamp” in the top right corner of a change indicates the status of the change. The Agile

administrator defines the name of each status in each workflow. The workflow status is also listed in the **Status** field on the **Cover Page** tab.

Note The Agile administrator may have created customized workflows and status stamps for your company. The table below lists only the Agile default workflow statuses for PCOs.

| Status stamp name | Status definition |
|---------------------------------------|--|
| Unassigned (no status type) | No workflow has been assigned to this change. The originator may still be developing the change. No statuses are displayed on the Workflow tab. |
| Pending (Pending status type) | The originator may still be developing the change. It has not yet been submitted to the price administrator. |
| Submitted (Submit status type) | The change has been routed to the price administrator for review and analysis. |
| CCB (Review status type) | The change has been routed to the members of the Change Control Board (CCB) for approval. |
| Released (Released status type) | The change has been signed off by the CCB members and released. |
| Implemented (Complete status type) | The PCO has been implemented or incorporated into new drawings. |
| Hold (Hold status type) | The change has been placed on hold while information is being gathered by the price administrator. |
| Canceled (Cancel status type) | The change has been cancelled due to a fundamental flaw or rejection by several people. |

The **Workflow** tab shows all the statuses the change has been through and the statuses remaining to complete the change control process. (See [Workflow Tab](#) on page 73)

Affected Prices Tab

Although the Agile administrator may have modified the Affected Prices table for PCOs, by default the table has the following columns:

- **Price Number** — the number assigned to the price.
- **Price Description** — the description of the price.
- **Item Number** — the number assigned to the item associated with the price.
- **Item Rev** — the revision of the item associated with the price.
- **Manufacturer Part Number** — the number assigned to the part by the manufacturer. The manufacturer name and manufacturer part number comprise the unique identifier for the manufacturer part associated with the price.


- **Mfr Name** — the name of the manufacturer of the part associated with the price.
- **Old Lifecycle Phase** — the lifecycle phase of the price before the change was released.
- **New Version** — the revision (of the affected price) that will be created when the change is released. This field is automatically populated.
- **Effective Date** — the date on which the change takes effect.
- **Lifecycle Phase** — the lifecycle phase that the price will be in after the change is released.
- **Change Function** — provides these choices: Interchangeable (new revision of a price that is compatible with the old revision), Non Functional (no change to a price, only to price documentation), and Release (new price).
- **Has been Redlined** — indicates that there are redlines on the price line for that item.


These additional columns are present for PCOs by default. These fields are filled in automatically.

- **Customer** — the customer to whom this price applies. If there is a customer assigned to the price, the price is available only for that customer and not for other customers.
- **Program** — the program associated with this price object. “All” is a valid entry. A program, for example, could be a group of BOMs that are managed together. The Agile administrator defines programs.
- **Supplier** — the supplier of the item affected by the price object. In this case, it is your supplier organization.
- **Inventory** — the number of units currently in inventory.
- **Min** — the minimum number of units that can be purchased at one time.
- **Mult** — if the units must be purchased as a package of multiple parts, the number of units in each package, for example a dozen, 50, or 100.
- **EOL Date** — end of life date of the part.
- **Manufacturing Site** — the manufacturing site (as defined by the sourcing organization) where the part will be used.

Adding Prices

To add a price to the Affected Prices tab:

1. In the **Affected Prices** tab, click **Add**. A new row in the *Affected Prices* table appears.
2. If known, type in the price number, otherwise you can click the  icon to search for an existing price. The search palette appears.

Note Alternatively, you can click the  button to create a new price.

3. From the search results, select the PCO you want to add by double-clicking the row. If the price can not be added, an error message appears.
4. Close the search palette. The newly added price appears in the Affected Prices table.

Auto-populating Effective Date

A price change order is used to modify the price of an item or manufacturer part. The affected price, however, does not come into effect until an Effective Date is defined. You can set this date either by editing prices selectively or by populating a common date to a number of price objects.

To Auto Populate an Effective Date:

1. In the **Affected Prices** tab, select the row(s) of price(s) that you wish to make effective from a desired date.
2. Click **Auto Populate Effective Date** button. The *Auto Populate Effective Date* dialog appears.
3. Click the calendar button next to **Enter a Date** field and select a date.
4. Click **Set Date**.
5. Select **Apply to All Items** checkbox if you wish to set the date to all the prices in Affected Prices tab.

Removing Prices

To remove a price from the Affected Prices table:

1. On the **Affected Prices** tab, select the row(s) of the price(s) you want to remove.
2. Click **Remove**. (Alternatively, you can press the **Delete** button on your keyboard.)

Editing Prices

You can edit a price on the Affected Prices tab of a PCO. To edit a price, click directly in an editable field to make necessary changes. Not all fields are editable.

Note For the first field you attempt to edit, you will have to double-click in it to make it editable. Any subsequent fields will only require a single-click to enable editing.

Creating and Editing Price Redlines

On the **Price List Redline** sub-tab on the Affected Prices tab, you can redline the price list of an affected price listed on a PCO.

To open the Price List Redline tab:

1. On the **Affected Prices** tab, click the row of the price that you want to redline. The **Price List Redline** sub-tab showing existing redlines for the selected price appears below.
2. To add price lines to the price, click **Add**. The *Add Price Line* dialog appears. For details, see [Adding Price Lines](#) on page 64.
3. To edit an existing price line, click directly in the editable field and make changes, as necessary.

Editing, deleting, and undoing redlines affects only the selected rows of prices on the **Price Lines** tab.

Note You must have the required privileges to redline prices.

The Price List Redline tab has the following buttons:

- **Add** – lets you redline-add price line to the price.
- **Remove** – redline-remove the selected price line from the price.
- **Undo Redlines** – clears the redlines from the selected rows.
- **More** - allows you more edit options, including copy/paste and fill-up/fill-down.

Workflow Tab

The **Workflow** tab shows all the statuses the PCO has passed through, and which statuses remain to be completed. It also shows all the approvals and rejections made during each approval cycle.

Note For detailed information about working with the **Workflow** tab of routable objects, see the chapter about routing objects with workflows in *Getting Started with Agile PLM*.

For example, if a PCO is returned to the originator, reworked, and then resubmitted for a second approval cycle. The **Workflow** tab shows the approvals and rejections of the PCO made during the first approval cycle and during the second approval cycle.

The **Workflow** tab can have the following two sections:

- Summary Section
- Workflow Table

Summary Section

The Summary section, the top section in the **Workflow** tab (visible for all changes that have been assigned a workflow), displays the name of the assigned workflow and a flow chart of the workflow, highlighting the current status of the change.

Some of the statuses in the flow chart are links, which are identifiable by their underline. You can switch the change to one of these statuses by clicking the link and filling in the **Notify** field. You need sufficient privileges to do this.

The status with an orange background is the current status.

Workflow Table

The Workflow table on the **Workflow** tab lists past workflow(s) and signoff information for the change. Although the Agile administrator may have modified the table, it has the following columns by default:

- **Status Code** — an image that indicates the status or the action that was taken, e.g. current, forward, backward, etc.
- **Workflow** — the name of the workflow that the change is following.
- **Workflow Status** — the name of the status.
- **Reviewer** — the user who reviewed the change. This can be an approver, observer or acknowledge, and it can be a single user or a user group.

- **Req'd** — whether the reviewer is a required reviewer (approver) or not (observer).
- **Action** — the action taken by the reviewer.
- **Signoff User** — the name of the user who actually approved or rejected the change.
- **Status Changed By** — the name of the user who switched the status.
- **Local Client Time** — the date and time of the action.
- **Signoff Comments** — any comments made by the reviewers (approvers, observers, and acknowledgers) during signoff.
- **Signoff Duration** — the time taken to get the signoff.

The ability to use the **Add Reviewers** and **Remove Reviewers** buttons is controlled by the settings in each workflow. In addition, you must have the appropriate privileges to add or remove approvers, observers, or acknowledgers. If you do not have the appropriate privileges, the buttons are disabled.

User Action Timestamp

Agile provides two ways to record the date and time of any action taken against the change:

- **Local Client Time** — this is the date and time as shown on the local client computer of the user who is viewing the timestamp. Local client time is the default method of viewing timestamps.

For example, if Mary approves a change at 12 noon in New York (Eastern Time), when John looks at the **Workflow** tab of the change in California, he sees the time Mary approved the change as 9 o'clock in the morning (Pacific Time).
- **User Action Time** — this is the date and time on the computer where the action was performed. User action time is optional.

If Mary approves a change at 12 noon in New York, when John in California looks at the **Workflow** tab of the change, he sees the following:

- In the **Local Client Time** column, the time Mary approved the change is 9 o'clock in the morning (Pacific Time).
- In the **User Action Time** column, the time Mary approved the change is 12 noon (Eastern Time).

When Mary looks at the **Workflow** tab of the change, she sees the following:

- In the **Local Client Time** column, the time she approved the change is 12 noon (Eastern Time).
- In the **User Action Time** column, the time she approved the change is 12 noon (Eastern Time).

Local Client Time always appears on the **Workflow** tab and the **History** tab. User Action Time is optional, and is displayed on the **Workflow** tab of changes and the **History** tab of any Agile object only if the Agile administrator specifies this.