

RFQ Form User Manual



Introduction:

- New RFQ forms are introduced to capture more technical details which helps in better understanding customer requirement and provide first choice solution right first time.
- These Inquiry forms avoid conflict between Customer, CSD and Design Team, if all the informations are there along with workpiece drawing.

This screenshot shows the left portion of the RFQ form. It includes sections for Customer Information/contact (SAP Account Number, End Customer Name), Machine/Feature/Hole gauging (Machine Type, Tool, Spindle Orientation, Workpiece Clamping, Spindle Connection), and Commercial Information (Sales Volume, Repeat orders expected, Probability of order). A technical drawing of a drill bit is visible on the right side of this section.

This screenshot shows the middle portion of the RFQ form. It includes sections for Reaming Input Details (Reamer Style, Tolerance Target, CPK Value, Component drawing), Machine/Feature/Hole gauging (Machine Type, Spindle Connection, Tool, Spindle Orientation, Workpiece Clamping, Gauging Method), and Commercial Information (Sales Volume, Repeat orders expected, Probability of order). A technical drawing of a reamer is visible on the right side of this section.

This screenshot shows the right portion of the RFQ form. It includes sections for Machine/Feature/Hole gauging (Machine Type, Tool, Spindle Orientation, Workpiece Clamping, Spindle Connection), Commercial Information (Sales Volume, Repeat orders expected, Probability of order), and Milling Details (Application, Interrupted Cut, Similar Tool, Status). A technical drawing of a mill is visible on the right side of this section.

Inquiry forms must be filled correctly by Sales/Application Team. This is very important to have short lead time of quote and for RFT.

How to use ?

The screenshot shows the Kennametal Drill software interface. It features a yellow header with the Kennametal logo. The main area is divided into several sections with input fields:

- Customer Information/contact:** SAP Account Number, End Customer Name, Do any of the tools pertain to END APPLICATION of nuclear, military or munitions components? (dropdown).
- Machining Information/coolant:** Work piece material, *Exact customer material eg: C45, 10NiCr54, E2515, Hardness, Cooling type, Coolant Pressure(bar/LPM).
- Machine/Fixture/Hole gauging:** Machine Type, Tool, Spindle Orientation, Workpiece Clamping, Spindle Connection (*eg: HSK100, BT40, KM80).
- Commercial Information:** Repeat Request (No), Required quantity, Repeat orders expected, Probability of order.
- Drilling Details:** Tess drawing (No), Interrupted Cut, Drill Entry, Hole Type, Finished Hole Size with Tol., Similar Tool, Status.

On the right side, there is a section for **Drill Input Details** with fields for Drill Style, Coating Grade, Geometry, Flute style, Tool Input (Tool based), Component drawing, and Counter depth(CD). Below this is a technical drawing of a drill bit with various dimensions labeled: Shank Diameter, OAL, D2, D2 Tol., Step angle, Flute length, D1, D1 Tol., L4 Max., Step length, Point angle, and STD. A note indicates *Missing Tol. as per standard.

Arrows point from the text annotations to specific fields: one to the Drill Style field, one to the Tess drawing field, and one to the bottom right corner of the interface.

Mandatory red boxes to be filled to complete/send inquiry.
Optional fields can be filled for more information on input.

For additional inputs/comments "Notes" column can be used.

By referring to highlighted mandatory fields, User can understand and take required inputs from Customer right first time.

Inquiries for Military/Nuclear/Munitions requirements

PCD

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A component drawing must be supplied to ensure correct interpretation of your requirements.

Customer Information/contact
SAP Account Number: 71245497
End Customer Name: TATA Cummins
Do any of the tools pertain to END APPLICATION of nuclear,military or munitions components? YES

Machining Information/coolant
Work piece material: *Exact customer material eg:C45,10NiCr54,E2515
Si content
Coolant Supply
Coolant Type
Coolant Pressure(bar/LPM)

Machine/Fixture/Hole gauging
Machine Type
Machine make
Max. Tool Weight(Kg)
Spindle Connection
Tool: *eg:HSK100,BT40,SIF100
Spindle Orientation
Workpiece Clamping
M/C spindle Adjustment
Spindle Runout

Commercial Information
Repeat Request: No
Required quantity
Repeat orders expected
Probability of order

Reaming Details
Similar Tool
Status
Intimated Cut

KMT\hnm 7/8/2019 2:29:18 PM

Reaming Input Details
Reamer Style
Tolerance Target
Cp Value
Component drawing

Method of holding: Hydro grip
Shank dia.

PCD Inquiry

Attach EXPORT AND TRADE COMPLIANCE REVIEW FORM to email

OK

Flute length
Cut Depth
D2
D2 Tol.
D1
D1 Tol.
radius/chamfer
*Missing Tol. as per stan
Face cutting upto
Customer Observations on Existing Tool

For Inquiries related to Military/Nuclear/Munitions, Export and Trade Compliance form is must require to proceed further.

This needs to be thoroughly checked while taking inquiry from Customer

How to send RFQ to CSD ?

KENNAMETAL

Customer Information/contact
SAP Account Number: 75849494
End Customer Name: TATA Cumins

Machining Information/coolant
Work piece material: C45 Steel
*Exact customer material eg.C45,10NiCr54,E2515
Hardness: 30 HRC
Cooling type: Internal cooling
Coolant Pressure(bar/LPM): 10

Machine/Fixture/Hole gauging
Machine Type: Machine Center
Tool: Rotating
Spindle Orientation: Horizontal
Workpiece Clamping: Rigid
Spindle Connection: HSK63
*eg:HSK100,BT40,KM80

Commercial Information
Repeat Request: No
MOQ: 6 No's
Repeat orders expected: YES
Probability of order: Medium(90% - 50%)

Drilling Details
Tess drawing: No
Interrupted Cut: No
Drill Entry: Flat
Hole Type: Blind
Finished Hole Size with Tol.: 10.2 +/-0.1
Finishing with d
Similar Tool
Status: New Inquiry

Notes
Customer Observations on Existing Tool

KMT\hnm 6/12/2018 11:06:11 AM

Drill Input Details
Drill Style: Single Step
Step-cutting/non-cutting: Yes
Coating Grade
Geometry
Flute style: Helical
Tool Input: Tool based
Component drawing: No

14 Shank Diameter OAL 107
D2 12.5
D2 Tol.
Step angle 90
D1 10.2
D1 Tol.
Flute length 58
L4 Max 25
Step length 20
L1
STD
Point angle
Workpiece
*Missing Tol. as per standard

FOR SIMPLE & MODERATE CUSTOM SOLUTION DRILL REQUIREMENTS USE QUOTE ENGINE TOOL.

After filling all necessary inputs, click “+” button to add filled sheet in outlook. Fill next tool details if any and then click “+” button to add.

How to attach additional documents?

The screenshot shows the Kennametal software interface. On the left, there are various input fields for material (TATA Cumins, C45 Steel), hardness (30 HRC), and machine center. On the right, there are dropdown menus for Drill Style (Single Step), Step-cutting/non-cutting (Yes), Coating Grade, Geometry, Flute style (Helical), Tool Input (Tool based), and Component drawing (Yes). The 'Component drawing' dropdown is highlighted with a red box. In the top right corner, there is an 'Email' button (envelope icon) also highlighted with a red box. Below the main form, there is an 'Upload' dialog box with a file list containing 'SCDRILL_TATA Cumins_D1_10.2_12-06-2018.pdf'. At the bottom of the dialog is an 'Upload' button. Below the dialog, there is a text area with the text '***Attach any supporting files.***' and '***For Interrupted cuts component d...***'. At the bottom left, there is a 'New Inquiry' button.

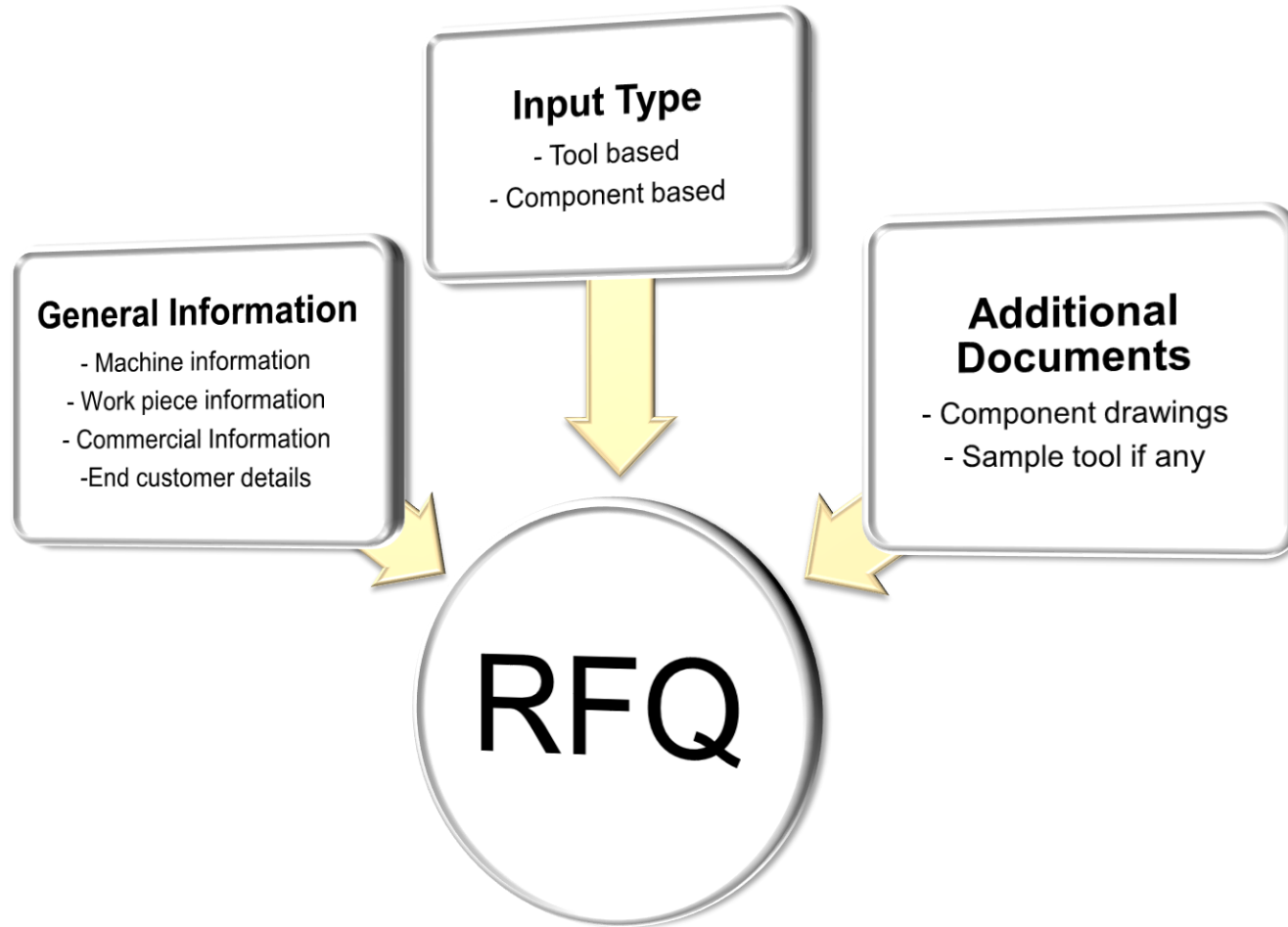
With option “Yes” for Component drawing, application will ask to upload file (Any file type) once “Email” option is clicked.

Clicking Email button, app directly takes to outlook with Industrial box email ID and filled inquiry forms as a attachment.

The screenshot shows an Outlook email composition window. The 'From' field is 'madhusudhan.hn@kennametal.com'. The 'To' field is 'K-IN-IND INDUSTRIAL'. The 'Subject' field is 'SCDRILL_TATA Cumins_D1_10.2_12-06-2018'. The 'Attached' field shows 'SCDRILL TATA Cumins D1 10.2 12-06-2018.pdf (144 KB)'. The body of the email contains the text 'Thanking You, With Best Regards,'.

Points to remember..!

While taking enquiry from customer below points to be remembered



FAQ's

Questions	Answer
Why new RFQ form ?	To capture all mandatory technical information right first time which helps in reducing Quote lead time and giving right solution.
Why End Customer details ?	Customer surveys allow us to learn more about the end consumer.
Why Component drawing ?	To understand the actual component requirement and provide suitable solution to meet the same.
What if mandatory fields are not filled ?	RFQ application will not allow to send a Enquiry to CSD.
Any software issues whom to contact ?	> Bhavani Shankar CAE and CAD Automation bhavani.sankar@kennametal.com EXT: 567 Mob:+91 9493629992

