**RFP** – Request for Proposal

A document that solicits proposal, often made through a bidding process, by an agency or company interested in procurement of a commodity, service, or valuable asset, to potential suppliers to submit business proposals.

**COGS** – Cost of Goods Sold

Basically, all the costs in making a product including material, labor, and allocated overhead.

**CM** – Contract Manufacturers

**QA** – Quality Assurance

**TE** – Test Engineering?

**ME** – Mechanical Engineering?

**CE** – Computer Engineering?

**FPY** – First Pass Yield

Defined as the number of good units coming out of a process divided by the number of units going into that process over a specified period. Does not include rework or scrap.

**RTY** – Rolled Throughput Yield

It is the probability that a process with more than one step will produce a defect free unit. It is the product of yields for each process step of the entire process.

**NPI** – New Product Introduction

The process that takes an idea from an initial working prototype to a thoroughly refined and reproducible final product.

**FRS** – Fixed Repeating Schedule

A production schedule which is 'unchanging' and repeated perhaps daily or over a longer period such as two weeks or month. If it can be implemented, economies of repetition start to become evident and suppliers and customers can be assured in their own activity scheduling. What impedes this being implemented is the uncertainty of demand and supply. Therefore, whilst the scheduling becomes simple, the activities to make the scheduling possible become more complex. Thus, the planning to move to FRS reveals issues which, if managed correctly, will reduce complexity overall and improve customer service.

**SKU** – Stock Keeping Unit

distinct type of item for sale, such as a product or service, and all attributes associated with the item type that distinguish it from other item types. For a product, these attributes could include manufacturer, description, material, size, color, packaging, and warranty terms. When a business takes inventory of its stock, it counts the quantity it has of each SKU. SKU can also refer to a unique identifier or code that refers to the particular stock keeping unit.