

GENERAL DYNAMICS
Mission Systems



RFx Tool – Supplier Instructions

Introduction

We are pleased to announce the of General Dynamics Mission Systems, Inc.'s new electronic quoting tool within Salesforce. This state-of-the-art application is designed to facilitate a more efficient and streamlined process for submitting and managing requests for quotes (RFQs) and responses. This tool is part of the continual advancement of our S360 tool which includes all your current information with us including, addresses, contacts, capabilities and representations and certifications.

Key Features of the New GDMS Quoting Tool:

- Electronic submission and management of RFQs.
- Real-time notifications and updates on RFQ status.
- Secure and efficient response mechanisms within Salesforce.
- Centralized communication channels for quick interactions.

[General Dynamics Terms and Conditions Website](#)

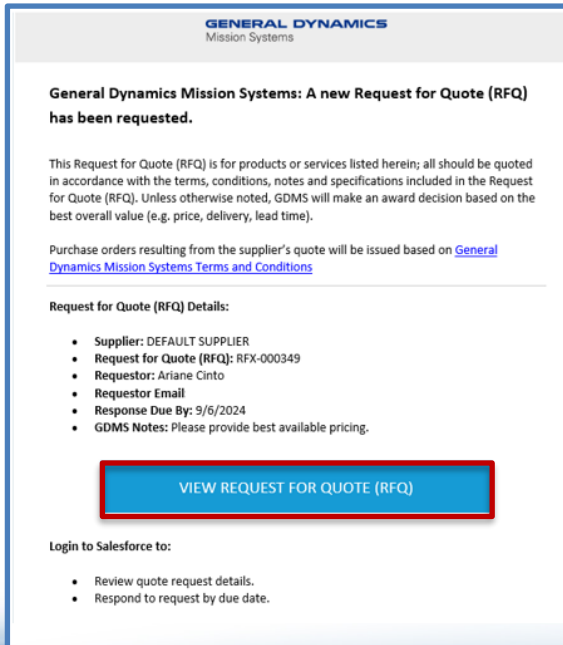
[S360 Supplier Site](#)



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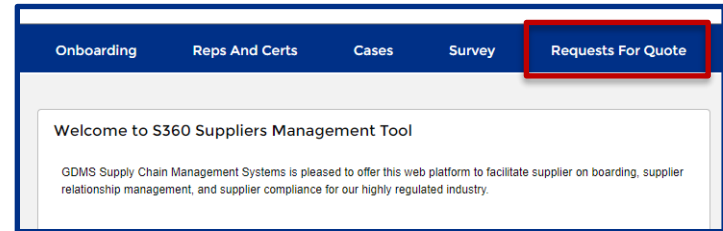
Viewing the RFx

- When GDMS sends you an RFx you will receive an e-mail.
- Click the link in the e-mail access the request.
- If you have any questions regarding the RFx received, reply to this e-mail and the requestor will receive an e-mail.

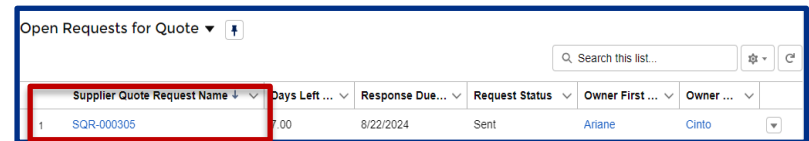


This e-mail will also have a CSV file that can be used in S360 as an alternate means of inputting information

- You can also access requests by logging into S360 and clicking the “Request for Quote” link at the top of the homepage



- Then click the “Supplier Quote Request Name” hyperlink.



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Methods to respond

- There are two methods for responding to an RFX in Salesforce.
 - Completing the online form (slides 5-11)
 - Uploading a CSV template (slide 12-13)

Supplier Quote Request
SQR-000305

Supplier Template CSV Supplier Template Import CSV Reject Request

Request Status	Supplier	Days Left to Respond
Viewed	DEFAULT SUPPLIER	3.00

Quote Details

Source D0041r1	GDMS Quote Request Number RFX-000242	Supplier Quote Number SQR-000305	Supplier Name DEFAULT SUPPLIER
Date Requested 08/15/2024	Requested By Ariane Cinto	Response Required Date 08/22/2024	Quote Response Type S360
Supplier Quote Date 08/19/2024	Quote Submission User	*Quote Expiration Date	*Part Quote Type Select an Option
GDMS Notes Please complete attached Buy America Act Reps and Certs if bidding			
GDMS Attachments:		Supplier Attachments:	

Responding to an RFX using online form

The screenshot shows an online form for responding to an RFX. At the top, it displays 'Request Status: Sent', 'Supplier: DEFAULT SUPPLIER', and 'Days Left to Respond: 7.00'. Below this is a 'Quote Details' section with several input fields: 'Source' (D0041r1), 'GDMS Quote Request Number' (RFX-000242, labeled 1), 'Supplier Quote Number' (SQR-000305), and 'Supplier Name' (DEFAULT SUPPLIER). Further down are 'Date Requested' (08/15/2024), 'Requested By' (Ariane Cinto, labeled 2), 'Response Required Date' (08/22/2024, labeled 3), and 'Quote Response Type' (S360). There are also fields for 'Supplier Quote Date' (08/15/2024), 'Quote Submission User', '*Quote Expiration Date' (labeled a), and '*Part Quote Type' (labeled b, with a dropdown menu). A 'GDMS Notes' section (labeled 4) contains the text 'Please complete attached Buy America Act Reps and Certs if bidding'. Below this are 'GDMS Attachments' (labeled 5, with 'BAA Form') and 'Supplier Attachments' (with an 'Upload Files' button and 'Or drop files' text). At the bottom, there are two buttons: 'Save' (labeled c) and 'Submit'.

When the RFX opens, you will see basic information at the top including:

1. The GDMS Request number
2. The name of the GDMS employee requesting the quote
3. The Response Required Date
4. GDMS notes (if any)
5. Attachments from GDMS for review and/or completion

Fill in the:

- a) Quote Expiration Date
- b) Part Quote Type
- c) Click “Save”

Note: You can click the “Save” button at the top or bottom of the page at any time to save your inputs. Do not click “Submit” until you have entered all information and uploaded any necessary attachments.

Responding to an RFx using online form



> 8918919-001 - SUPPORT, REEL, LEFT
> 8918920-001 - JOURNAL BEARING, BRAKE SHAFT

Save Submit

To expand each line, click the arrow on the left side of the line.

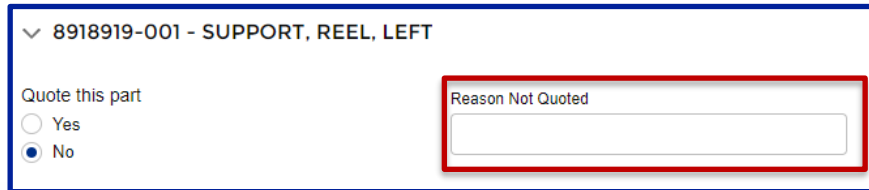


▼ 8918919-001 - SUPPORT, REEL, LEFT

Quote this part

Yes
 No

Indicate whether you wish to bid on the part.



▼ 8918919-001 - SUPPORT, REEL, LEFT

Quote this part

Yes
 No

Reason Not Quoted

If you do not wish to bid the part, please enter a “Reason not Quoted”.

Quoting Alternate parts

∨ 8918919-001 - SUPPORT, REEL, LEFT

Quote this part

Yes

No

Reason Not Quoted

Obsolete part - Alternative Part #67558-002

If a part is obsolete/end of life (EOL) and you would like to quote an alternative part number:

- Select “No” for “Quote this Part”
- Indicate part is obsolete and enter alternative part number in “Reason Not Quoted”

If part is approved for use by GDMS, you will receive a new RFQ for that part.

Responding to an RFx using online form

The screenshot shows a web form titled "GDMS RFQ Line Details" with the following fields and values:

GD Part Number	Part Revision	Manufacturer Name	Manufacturer Part Number
8918919-001	2		
Part Description	Drawing Number	Drawing Revision	
SUPPORT, REEL, LEFT	8918919.SLDDRW		
Requested Quantities	Requested UOM	Supplier Part Number	
2	EA		
Wanted Delivery Date	Warranty Period Start Date	Warranty Period End Date	
	Invalid Date	Invalid Date	
GDMS Line Notes			
* Lead Time (Days)	* Supplier UOM ⓘ		
	Each		
<input type="button" value="View Quality Clauses"/>			

Red arrows point to the "Supplier Part Number" field, the "Supplier UOM" dropdown, and the "View Quality Clauses" button.

Review the GDMS information for the part

- Enter your lead time for the part in days
- Update "Supplier UOM" if different from "Requested UOM" and be sure to update the quantities on the line as necessary to reflect the new UOM..

Click the arrow next to "View Quality Clauses" for a list of Codes that apply to the line (if any).

GDMS quality codes are defined on the [Terms and Conditions website](#)

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Supplier Pricing

Supplier Pricing

	Quantity From	Quantity To	*Unit Price	Price Valid From	Price Valid To	
	2	2	15.00			Charges
+ Add Row						
> Input Additional Quote Details						

Special Charges

Total NRE Charges (\$)	Total Recurring Charges (\$)
\$0.00	\$10.00
NRE Charge Description(s)	Recurring Charge Description(s)
	\$5 Test A \$5 Test B
Close	

- Enter “Unit price”
- “Price Valid from” and Price Valid To” should only be used if future year pricing is requested
- Click “Charges” if there are any recurring or non-recurring charges associated with the line

NOTE: Use the “Charges” for any tariffs as well

- Enter the total amount of charge(s) in the applicable category
- If multiple charges fall under the same category, enter the total and enter the breakdown of the charges in the charge description.
- When you are done, click “Close”

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Price Breaks

Supplier Pricing

	Quantity From	Quantity To	*Unit Price	Price Valid From	Price Valid To
	<input type="text" value="2"/>	<input type="text" value="2"/>	<input type="text" value="\$0.00"/>	<input type="text" value=""/>	<input type="text" value=""/>
+ Add Row					

If you are offering Price Breaks, click the “Add Row” button

Supplier Pricing

	Quantity From	Quantity To	*Unit Price	Price Valid From	Price Valid To
	<input type="text" value="1"/>	<input type="text" value="5"/>	<input type="text" value="\$20.00"/>	<input type="text" value=""/>	<input type="text" value=""/>
	<input type="text" value="6"/>	<input type="text" value="10"/>	<input type="text" value="\$18.00"/>	<input type="text" value=""/>	<input type="text" value=""/>
+ Add Row					

Update the “Quantity From”, “Quantity To” and “Unit Price” to reflect the appropriate pricing

Additional Quote Details

Supplier Pricing

	Quantity From	Quantity To	*Unit Price	Price Valid From	Price Valid To	
	2	2	\$15.00			<input type="checkbox"/> Charges
+ Add Row						
	Input Additional Quote Details					

Once you have entered the pricing for the line, click the arrow to the left of “Input Additional Quote Details”

Min Order Quantity 1

Min Dollar Amount (USD)

Multi Package Quantity 1

Current Stock Availability

MFG Country of Origin

Supplier Notes

Package Type Quoted Bulk

Excess Material Dollars From Supplier (USD)

Excess Dollar Description

Other Cost On Each (USD)

Warranty Cost (USD)

Standard Warranty Duration

License Term Duration

Shelf Life

NC/NR No

Complete any fields that are applicable to your order. If not applicable, leave blank.

If you know the “MFG Country of Origin” we do ask that you complete this field

Submitting Response using online form

Request Status: Sent
Supplier: [DEFAULT SUPPLIER](#)
Days Left to Respond: 7.00

Quote Details

Source	GDMS Quote Request Number	Supplier Quote Number	Supplier Name
D0041r1	RFX-000242	SQR-000305	DEFAULT SUPPLIER
Date Requested	Requested By	Response Required Date	Quote Response Type
08/15/2024	Ariane Cinto	08/22/2024	S360
Supplier Quote Date	Quote Submission User	* Quote Expiration Date	* Part Quote Type
08/15/2024		<input type="text"/>	Select an Option

GDMS Notes
Please complete attached Buy America Act Reps and Certs if bidding

GDMS Attachments:
[BAA Form](#)

Supplier Attachments:
Select file to upload
 Or drop files

- Repeat the steps on the previous slides until you have responded to all lines
- Attach any necessary documents to the “Supplier Attachments” section

When you have completed all lines and attached any documents

- Click **“Save”**
- Click **“Submit”**

Rejecting a Quote

Supplier Quote Request
SQR-000305

Supplier Template Export CSV Supplier Template Import CSV **Reject Request**

Request Status: Viewed Supplier: DEFAULT SUPPLIER Days Left to Respond: 0.00

Quote Details

Source: D0041r1	GDMS Quote Request Number: RFX-000242	Supplier Quote Number: SQR-000305	Supplier Name: DEFAULT SUPPLIER
Date Requested: 08/15/2024	Requested By: Ariane Cinto	Response Required Date: 08/22/2024	Quote Response Type: S360
Supplier Quote Date: 08/22/2024	Quote Submission User:	*Quote Expiration Date: 9/23/2024	*Part Quote Type: Firm Quote

GDMS Notes

- If you have reviewed the entire request and do not want to bid on any of the lines, click the “Reject Request” in the upper right corner of the screen.
- A warning message will pop up asking if you really want to reject the request. Click “Yes”.

Reject Request

Are you sure you want to reject this RFQ?

Yes

Responding using CSV method

The screenshot shows the 'Supplier Quote Request' interface for SQR-000305. At the top, there are three buttons: 'Supplier Template Export CSV', 'Supplier Template Import CSV', and 'Reject Request'. The first two buttons are highlighted with a red box. Below the buttons, there is a table with the following data:

Request Status	Supplier	Days Left to Respond
Viewed	DEFAULT SUPPLIER	1.00

Below the table, there is a section labeled 'Quote Details'.

An alternate method of submitting your quote is to complete the CSV template.

- The CSV template will be attached to RFX Request e-mail you receive.
- You can also download the template from the quote request in S360. To download the template, click the “Supplier Template Export CSV” at the top of the Supplier Quote Request screen.
- Once complete use the “Supplier Template Import CSV” to upload your request.
- It should populate the form for you.
- Click either “Submit” button (there is one below the attachments and one at the bottom of the form.)

The GDMS information for each line will be populated. The following fields on each line are required to submit:

- Vendor quote date
- Quote Submission User
- Quote expiration date (should be same on all lines)
- Part Quote Type
- Supplier UOM
- Standard Lead Time
- Unit Price

Supplier should complete other fields as applicable.

Questions



If you have any question or difficulty using the RFX tool, please e-mail S360@gd-ms.com

If you have any questions regarding the request itself, please reply to the request for quote e-mail you received, and the requestor will receive and respond to your questions.