

# Bachman Machine Company Sales Follow-up Guide Sheet

Note: This form is a discretionary guide sheet and its application is twofold in nature:

1. It can be interpreted verbatim and filled out to document and communicate customer sentiments regarding a decision, or pending decision associated with a specific RFQ.
2. Or it can be merely a reference guide to influence the approach in obtaining desired information.

In any event, information must be communicated to the Quoting Process team via this completed form, a conversation, an e-mail, or other appropriate means.

---

RFQ # \_\_\_\_\_ Part Number/Description \_\_\_\_\_

- Would there be any new information regarding above RFQ? \_\_\_\_\_
- How did our piece part price compare to our competitors? \_\_\_\_\_  
\_\_\_\_\_ (ask for a percentage high/low or if possible the exact dollar that is going to be awarded the work)
- How did our tooling price compare to our competitors? \_\_\_\_\_  
\_\_\_\_\_ (Again, ask for a percentage high/low or if possible the exact dollar to be awarded the work)
- The old apples to apples comparison – were we quoting in a similar fashion as our competitors? \_\_\_\_\_  
\_\_\_\_\_
- If price was not the determining factor, try and find out what was the driving force in the procurement process. \_\_\_\_\_  
\_\_\_\_\_
- If possible try to find out who we were competing against. \_\_\_\_\_  
\_\_\_\_\_
- If possible try to find out if competition had quoted a domestic or a foreign tooling source. \_\_\_\_\_  
\_\_\_\_\_
- With above provided information ask if they would have any interest in us re-examining our quote and if applicable, re-submitting our quote taking this new information into account.
- If no new information is available at this time ask for their best guess on an appropriate time frame to check back \_\_\_\_\_

Comments: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_