

# Avnet's API & CalcuQuote

January '20



# Existing partnership between Avnet and CalcuQuote

## Avnet Datafeed

- Book Pricing

## Web-based API calls for real-time inventory data

- CSP
- CalcuQuote customers must request an API key through their Avnet Rep. Avnet Rep will then discuss with Avnet Digital Team to setup credentials and relay the information back to CalcuQuote.

## CalcuQuote is an RFQ Management System that:

- Captures customer RFQ requirements
- Scrubs the (messy) customer BOM
- Calculates quoted price
- Instantly prices materials
- Applies Margin
- Prepares and sends professional-looking quotes
- Follows up with customer to win business



# 1. Capture the RFQ Requirements

- Capture important info about customer's quote
- Add multiple quantities and turn times to be quoted
- Attach relevant documents (gerber files, BOMs, schematics)

**Edit RFQ**

Quote ID: 1635

Job Type: Turnkey, Order Type: New, Salesperson: Kellyn Doherty, RFQ In Date: 04/03/2018, Quote Due Date: 04/10/2018

Quote Note:

**RFQ Checklist**

Quote Required: 03/26/2018, Project Manager: 1 Checked, Product Life Cycle: Prototype, Beta Build, Production

**Customer Information**

Customer Name: CQ Tech, Industry: Industrial, Contact Name: Kellyn Doherty, Website: Segment: North America, Contact Address: Email: k.doherty@calcuquote.com, Contact No:

**Assembly #1**

Assembly Name: PCB Backplane, Assembly Number: PCB1000, Revision: 0, Additional Requirements: TDK, IPC Class B, IPC Class F1, RoHS

Quantity: 25, Turn Time: 3 Week

Quantity: 100, Turn Time: 3 Week

Quantity: 250, Turn Time: 3 Week

Quantity: 500, Turn Time: 4 Week

Add Documents, Add Assembly

# 2. Scrub the (messy) customer BOM

- Group alternate MPN into the same line
- Assign leader and attrition rates to account for manufacturing scrap
- Identify customer supplied and DNI parts
- Instantly look up datasheet, lifecycle, description and more.

**CalcuQuote**

Search by Quote Id or Assembly Number

RFQ ID: 1635, Assembly Number: PCB1000, Revision: G, RFQ In Date: 04/03/2018, Quote Due Date: 04/10/2018, Open Risks: 0/0, 5 Days Left

Quote Note: Assembly Note:

Risk Assessment, BOM, Labor, Material Costing, NRE, Summary, Quote

#	Install	Purchase	Qty/Brd	Description	Part Class	Lead Qty	Attr Rate %	Part Number	Internal PN
1	<input checked="" type="checkbox"/>	<input type="checkbox"/>	1	DOM-19202PCB	PCB Rigid	0	0	NA   PCB DOM-19202PCB C...	
2	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2	22pF capacitor ceramic	SMT Passive	25	3	Johanson   500R14N220J4T Multicomp   MCD0603N220J500	
3	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	6	100nF capacitor cera...	SMT Passive	25	3	Kemet   C0603C104K5RACTU Murata   GRM188R71H109KAE	
4	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2	1uF capacitor ceramic...	SMT Passive	25	3	Murata   GRM188R71H109KAE	
5	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	2	47uF electrolytic capa...	SMT Passive	25	3	Murata   GRM188R71H109KAE TDK   C1808X5R1A105MT	
6	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1	2.1mm DC power jack	SMT Passive	25	3	United Chemi-Con   EMVA250J Cornell Dubilier   AVE47M50X	
7	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	1	USB type B connector...	SMT Passive	25	3	CUI   PJ-102A On Shore Technology   USB-B1 On Shore Technology   USB-R1	

**MPN Detail**

Manufacturer	MPN	Web Description	LifeCycle Status	MPN Notes
	C0603C104K5RACTU	IC CPLD 256MC 5NS 2080FP		
	GRM188R71H104KA93D	CERAMIC CAPACITOR, 0.1uF, 50V, XTR...	Active	

1 of 3, 20, BOM Mgmt, ManEx, Export, BOM Levels, Current BOM: PCB1000 Revision G

### 3. Add markup for final pricing

- Review summary of Material and Labor costs
- Add markup or margin for material and labor costs
- Compare against previous quotes of this assembly
- View financial metrics for each quantity/turntime

CalcuQuote interface showing a detailed cost breakdown for assembly PCBA1000. The interface includes tabs for Risk Assessment, BOM, Labor, Material Costing, NRE, Summary, and Quote. The Summary tab is active, displaying a table with columns for Quantity (25, 100, 250, 500) and Turn Time (3 Week, 3 Week, 3 Week, 6 Week). The table lists various cost categories such as Material Costing, Labor Costing, and Overhead Costing, with sub-totals and grand totals for each.

### 4. Send a professional looking quote

- Create professional looking quotes
- Automatically include an exceptions report to identify materials at risk, excess material exposure, suggested alternates and DNI/DNP parts
- Update design to reflect your company's branding

Quotes made simple.  
Fast and Accurate

# CalcuQuote

Quote To:  
**CQ Tech**

1910 Pacific Ave.  
Ste. #1708D  
Dallas, TX 75201 United States

Quote #: 1635  
Assembly #: 10650-1, Revision: G - PCBA Backplane  
Published: 06 Apr 2018  
Expires: 07 May 2018

Kaitlyn Dotson  
P: 909-278-8233  
E: support@calcuquote.com

Assembly	Quantity	Turn Time	Unit Price	Extended Cost	Excess Material
PCBA Backplane PCBA1000 Revision: G	25	3 Week	£121.50	£3,037.50	£402.82
PCBA Backplane PCBA1000 Revision: G	100	3 Week	£66.75	£6,675.12	£385.46
PCBA Backplane PCBA1000 Revision: G	250	3 Week	£44.03	£11,007.00	£369.25
PCBA Backplane PCBA1000 Revision: G	250	6 Week	£44.03	£11,007.00	£369.25

Standard NRE	Charge Description
	Test Fixture
	£72.00
<b>Standard NRE Total:</b>	<b>£72.00</b>

Note:  
Thank you for your business!!!!

ITAR Registered

RFQ Submitted By: Kaitlyn Dotson  
(909) 278-8233  
E: kaitlyn@calcuquote.com

CQ Demonstration  
1910 Pacific Ave, Ste 1708D  
Dallas, TX 75201