

Beijing Far East Deli Electronics Co., Ltd. Yanjiao

Quotation standard of EMS operation Department

1. EMS customer quotation standard:

Sequence	Order type	Quotation standard
1	SMT sticker	Split the processing fee part of the overall packaging price
2	Plug in, three proofs, testing,	Split the processing fee part of the overall packaging price
3	Expenses for treatment, tools	All payments made by customers are transferred to operations

1、Quotation standard of hand welding group products:

Sequence	Order type	Quotation standard
1	SMT sticker	1. The charge for small batch is 600 yuan / h, and both parties record the production time 2. Large batch quotation according to OEM standard
2	The rest	Operate according to OEM quotation standard
3	Expenses for treatment, tools,	The cost is borne by the customer

2、Quotation standard of conventional welding process:

Sequence	Order type	Online starting price	Starting point within 500 batches		500-3000 batch starting point		Starting point for more than 3000 batches	
			SMT unit price	Unit price of hand plug	SMT unit price	Unit price of hand plug in	SMT unit price	Unit price of hand plug in

1	Pure SMT and single side mount	6000	0.03~0.05	0	0.015~0.02	0	0.01~0.015	0
2	Pure SMT and double-sided mounting	9000	0.03~0.05	0	0.018~0.02	0	0.01~0.015	0
3	SMT single side + Tu	8000	0.03~0.05	0.08	0.018~0.02	0.05	0.01~0.015	0.04
4	SMT double sided + Tu	10000	0.03~0.05	0.08	0.018~0.02	0.05	0.01~0.015	0.04
5	SMT single side + tht + Tu	11000	0.03~0.05	0.08	0.018~0.02	0.05	0.01~0.015	0.04
6	SMT double side +tht+tu	12000	0.03~0.05	0.08	0.018~0.02	0.05	0.01~0.015	0.04
7	Pure tht / pure tht + Tu	8000	0	0.1	0	0.8	0	0.06
8	Assemble, test / download / package		RMB 100 / person / hour		RMB 80 / person / hour		RMB 60 / person / hour	

2、Quotation standard for special process links:

Sequence	Special types	Starting point of charge
1	Painting / dipping	0.05-0.08 yuan / cm2 for large batch and 0.1 yuan / cm2 for small batch
2	Wax dipping	0.05 yuan / cm2 for large batch and 0.1 yuan / cm2 for small batch
3	Ageing	The bulk of the load free batch is calculated as 0.15 yuan to 0.3 yuan / hour; Add load charge for load

3、It is necessary to increase the cost quotation standard of equipment / tooling

Sequence	Special types	Starting point of charge
1	Steel mesh	600-800 yuan / piece, 1000 yuan / piece for both sides
2	Sheathing	Starting from 10, the price is 5000 yuan
3	Auxiliary welding tooling	Offer at least 3, 500 yuan each, 1500 yuan in total
4	Test tooling	The regular quotation is 800 yuan / piece, and the special products and special tooling should be quoted after evaluation according to the market price

5	Quotation standard for laboratory use	Key customers can use it for free according to the situation (need to be approved by the person in charge of the business division), and the rest needs to be charged according to the unified standard of the laboratory
---	---------------------------------------	---

4、Reference standard for other unconventional quotation contents:

Sequence	Content	Starting point of charge
1	Packaging	General offer 0.3 yuan / piece, the package can be converted into a single product by careful calculation (bags and boxes need to be recycled)
2	Freight	General offer 0.3 yuan / piece, which can be apportioned according to the distance, fuel charge, etc
3	Material loss	Clear the loss of all kinds of devices according to the company's loss requirements (within 3%)
4	Quality pass rate	According to 97% through rate

1. The quotation of products should be combined with the quotation basis of production and processing cost, equipment, tool

2. If the processing quotation is lower than the price quoted by the operation Department, the salesman shall propos

branch

Remarks
Split according to ERP
Split according to ERP
Management tools purchased by operators themselves

Remarks
In terms of assembly, testing and other labor costs, the internal price is 60 yuan / hour

Remarks: unit price (RMB / yuan)

1. A large number of high-quality customers, lower than the standard unit price, need to be approved by the general manager 2. In principle, the cost of steel mesh, sheathing and other production tools used in production is provided by customers, and the production unit can assist in purchasing.
Including maintenance cost

Remarks
There is a special charge for the paint
According to the formula: power / time / number of primary aging rooms

1g, etc

Remarks
Special single side orders require additional sheathing charges

--

Remarks
ing and other quotation.
e to renegotiate.