



REQUEST FOR PROPOSAL

Harley-Davidson's Request for Proposal (RFP) process, sometimes referred to as Request for Quotation (RFQ), varies based upon the type of good or service. Currently, variations also occur based upon the Harley-Davidson facility requesting the RFP. It is the goal of Harley-Davidson to minimize these variations across the enterprise. RFP's come from a variety of requestors within Harley-Davidson. These requests may be both formal and informal. However, the supplier must provide a detailed proposal in the format reasonably requested by Harley-Davidson.

Harley-Davidson OE purchasing representatives require formal RFP's with part cost breakdowns. Formal RFP's with part cost breakdowns may also be required by other purchasing areas within Harley-Davidson. The preferred format is to use standardized Harley-Davidson forms such as the ones included in this section of the manual. Suppliers not utilizing the standard Harley-Davidson format are risking the viability of their proposal.

Harley-Davidson's Parts & Accessories group also uses an additional standardized form for obtaining proposed pricing for parts no longer used for current production. This form details the changes in an item's pricing breakdown due to the decrease in production volume. A copy of the form is included at the end of this section.

Written RFP's, formal or informal, may be sent to Harley-Davidson using a variety of methods (i.e. Mail, FedEx/UPS, fax, e-mail, etc.). Informal RFP's may be received verbally at the discretion of the purchasing representative. The purchasing representative is responsible to ensure all pertinent information is included on the quotation.

In order to preserve confidentiality of all RFP information, suppliers must forward their response only to the requestor or their purchasing representative.

As we progress towards our goal of process commonization, suppliers will be notified of any changes in our RFP process including any changes in our expectations of them.

Suppliers should contact their purchasing representative with any questions or comments regarding the RFP process or to obtain the most current RFP forms.



Request For Proposal

<i>Mail to:</i>

<i>Return To:</i>

<i>Today's Date:</i>	
<i>Proposal Must Be Returned By:</i>	

Instructions:

1. Costs are to be quoted in dollars.
2. Cost Breakdowns should be included.
3. Drawings, Process Sheets, and actual current parts must be compared to ensure consistency.
4. If applicable (by commodity) identify qty volume price breaks
5. Do not amortize tooling costs into unit piece prices.
6. Assume FOB Shipping Point
7. In order to preserve confidentiality of all quotation information, please forward your response directly to the sender shown above **only**.
8. Specify sample and PPAP report lead-time (if applicable).
9. Use attached form for prototype/and production quotes

Note: Only HD Purchasing Personnel are authorized to issue Prototype and Production POs

H-D Will Require:

1. Process control plans and periodic quality reporting.
2. Just-In-Time Manufacturing and Deliveries.
3. Immediate Resolution of Discrepancies.
4. Deliveries on exact dates and in exact quantities per schedule.
5. Continuous Improvement efforts.
6. PPAP submittal per APQP AIAG standards. Provide plan with appropriate lead-time and costs.
7. HD requires inspection data on prototype components, which are production representative.



DETAIL COMPONENT INFORMATION

<i>H-D Part No:</i>	<i>Description:</i>	<i>EAU</i>	<i>Proto. Qty.</i>	<i>PPAP Warrant Level</i>

Note: A final Drawing may not exist as of yet for this assembly.

Special Instructions:

Please advise on detailed second sheet (if necessary), if savings can be effected on the above WITHOUT SACRIFICING QUALITY, by using your standard product, by slight change in specifications or design, by a more extensive blanket order, or by other alternative suggestions. Your comments are invited.

Quoting Company:		Harley-Davidson Motor Co.
Authorized Signature:		
Date of Proposal:		



HARLEY-DAVIDSON, INC. COST BREAKDOWN DETAIL							
Harley-Davidson PART NUMBER		DESCRIPTION					
R A W M A T L	NAME / CODE / DIMENSIONS		WEIGHT		UNIT COST	EXTENDED COST	
	INPUT	OUTPUT	LOSS				
					\$	\$	
					\$	\$	
					\$	\$	
					SUBTOTAL A	\$	
F A B / A S S Y	PROCESSES		MACHINERY		DIRECT LABOR	EXTENDED COST	
			INPUT/HOUR				
					\$	\$	
					\$	\$	
					\$	\$	
					SUBTOTAL B	\$	
C O M P O N E N T S	PART NUMBER	PART NAME	SUPPLIER	QUANTITY/UNIT	UNIT COST	EXTENDED COST	
					\$	\$	
					\$	\$	
					\$	\$	
					\$	\$	
					SUBTOTAL C	\$	
F I N I S H	FINISHING TYPE		FINISHING CLASS or GRADE		SUBCONTRACTOR	PIECES / HOUR	EXTENDED COST
							\$
							\$
							\$
					SUBTOTAL D	\$	
T O O L I N G	PRODUCTION / PROTOTYPE TOOLING / FIXTURES		LIFE EXPECT.	BUILD LEADTIME	CAVITIES / TOOL	TOTAL COST	QUALIFICATION LEADTIME
						\$	Wks.
						\$	Wks.
						\$	Wks.
						\$	Wks.
					TOTAL LEADTIME	Wks.	
SET-UP CHARGE (if Applicable)		\$			SUBTOTAL E		\$
					Extended Cost (A+B+C+D+E)		\$
					Factory Overhead(Fixed)		\$
					Factory Overhead(Variable)		\$
					Sales/General/Admin.		\$
					Profit		\$
					Packaging		\$
					Transportation		\$
					TOTAL PART PRICE		\$

Supplier Approval	Date



REQUEST FOR QUOTATION

Supplier: _____ From: _____
 Address: _____ Address: _____
 Phone: _____ Phone: _____
 Fax: _____ Fax: _____
 E-Mail: _____ E-Mail: _____

Date: 6/12/2000

INSTRUCTIONS TO BIDDER:

After careful review, please quote on part per specifications and attached drawing, as indicated below. Complete and enter all information requested on this form; if extra space is required, please attach additional sheets.

Quote Due Date: _____

Part No.: _____ Drawing No.: _____ Rev/Date: _____

Description: _____

Est. Annual Usage: _____ Proposed First Order Due Date: _____ Quantity: _____

Min Lot Qty	Pc Price

Production Delivery Lead Time

Piece Price Summary*	
Direct Materials	
Direct Labor	
Indirect Costs	
Gen. & Admin.	
Transportation	
Profit	
Packaging Matl	
Packaging Labor	
Plating	
Polishing	
Paint	
Other (specify)	
Total	

Total Tool Costs	Total Leadtime

Attach detailed tooling summary sheet.
 Unless otherwise stated, part design and tooling will be property of HDMC.

Terms: FOB _____ Net _____

Special Instructions: _____

*See page 2 for detailed summary sheet. If awarded, the supplier agrees to provide additional cost detail and process sheet(s) if requested by the buyer

Quoting Company _____

Authorized Signature _____

Date of Quote _____

Title _____

Please advise on detailed second sheet if savings can be effected on the above by using a standard product, by slight change in specifications or design, by a more extensive blanket order, or by other alternate suggestions without sacrificing quality. Your comments are invited.



REQUEST FOR NON-CURRENT PRICING

Supplier: _____	Attention: _____
Address: _____	Address: P.O. Box 653
_____	Milwaukee, WI 53201
Phone: _____	Phone: _____
Fax: _____	Fax: _____
E-Mail: _____	E-Mail: _____
Date: MM/DD/YY	

PRODUCTION TO SERVICE PART PRICE JUSTIFICATION

H-D Part Number:	_____
Part Description:	_____
Prior production purchase order number:	_____
Prior H-D Production Buyer:	_____
Requested effective date:	_____

Item	Unit Price/Unit of Measure
Production Piece	_____
Requested Noncurrent Piece	_____
Price Change	_____

MAJOR FACTORS CAUSING PART PRICE CHANGE

Show appropriate calculations and provide supporting documentation. Production tooling is expected to be in good condition/provide quality parts without repairs.

	Production	Non-Current
Quoted Volume		
Set-Up Cost (show per unit if amortized)		
Other Fixed Cost (show per unit if amortized)		
Purchased Components		
Materials		
Labor		
Overhead		
Packaging		
Transportation		
Warehousing		
Other		
Total Part Price		

Additional Comments:

Authorized Signature

Date

Title