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Making the Winning Bid

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Jeannine McMillan, Small Business Liaison Officer

- 15 years supply chain experience
 - Buyer
 - Planner/Inventory Control
 - Purchasing Manager
- Worked in the following industries
 - Telecommunications (Motorola, Omron Mfg.)
 - Industrial (Yaskawa)
 - Software (SSA Global Technologies)
 - Aerospace (Rolls-Royce North America)



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Presentation Content

- Feedback from our Purchasing organization (including Buyers, Quality representatives, and Managers).
 - Diverse backgrounds and experiences
- Comments are based on good and bad experiences with suppliers.
- Feedback was quick. Several had information that they wanted to share.



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Troy McGranahan, Buyer, says...

- Ask for and understand the expectations of the supply chain before submitting a proposal.
 - SABRe, FAIRS, RESA, annual reviews, etc.
- DO NOT TRY TO BUY YOUR WAY IN...
 - Cost analysis will expose any attempt to misrepresent the actual costs.
 - Open book costing
- Do not try to bite off more than you can chew
 - Do not accept parts that do not meet your core capabilities.
Be sure to establish yourself before taking on bigger projects.
- Request blueprint/specification reviews. This will ensure you are not missing any key details.



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Bob Seymour, Supplier Development Lead, says...

- Understand ALL of the requirements before submitting a quote. Call and ask for clarification if in doubt.
- Don't assume the prospective customer is like their competition.
- Assure you have a clear understanding of how the prospective customer approves the use of sub-tiers suppliers.
- Be efficient! Look for ways to reduce cost in your process.



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Katherine Purvis, Buyer, says...

- Offer win-win solutions.
 - Tooling
 - Non Recurring Costs
 - Non Recurring Engineering
 - Ensure costs are substantiated and come up with creative ways to share the costs with your prospective customer
- Be sure your proposal reflects the appropriate payment terms. In other words, read and the Terms and Conditions.



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Guy Ogden, Purchasing Program Manager, says...

- Ensure your company does not absorb more work than can be managed.
- Understand what you are quoting.
- Understand any packaging requirements
 - Don't ship product in a garbage bag...
- Understand the Terms and Conditions



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Kent Sharp, Compliance Leader, says...

- When bidding on US Government parts/contracts a thorough understanding of the requirements is key. Understand the following:
 - Cost analysis requirements
 - Certified cost and pricing data
 - NDA's
 - Country of Origin
 - Tooling Requirements
 - Export/Import identification and reporting requirements
 - Security and Ethics requirements
 - Direct Part Marking
 - FARS/DFARS, etc.



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Jamie Neese, Head of Purchase Programs (NPI), says...

- Identify any risks that you may see with the program.
- Be realistic with your pricing.
- Seek feedback and ask questions.
- Be responsive.
- Do not hide risks or potential quality issues.
- Once awarded the contract deliver parts or services on time!



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Sanjay Sarnaik, Supplier Development Leader, says...

- Be as open as possible, especially as it relates to cost.
- Articulate your experiences
- Realistically assess risks and promptly inform your prospective customer.
- Don't hesitate to ask for help (from prospective customers quality team).
- Don't pad lead times.



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Various Buyers, Admins, Training Leaders, and Managers say...

- Answer all of the RFQ questions. If there are capabilities that you do not have that cause you to “No Quote,” communicate this to the Buyer. (G. Taylor)
- Use the required method of submitting bids e.g. SourcePass (J. Rozak)
- Be on time with your proposal. Missing the due date will cause your company to be automatically down selected (S. Williams)
- Be sure your company possesses the proper certifications/licenses required to quote (J. Barnette)
- Highlight Program Management resources that are available to manage the new project (M. Johnston)
- Engage in active conversation about mutual requirements. Do have ideas to make the design or package better, cheaper, and easier to produce (C. McLain)
- Ask for feedback regarding your proposal so you can understand what areas may need to be improved (M. Taulman).



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Gary Klepfer, Buyer, says...

When it comes to our sourcing decision, the price is never as compelling as the substance behind the price. Appropriate effort must be focused on the cost breakdown to make certain it reflects a comprehensive view of the process and cost structure.



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Closing Comments

- Recurring theme as it relates to cost. Be sure you understand and can communicate how you arrived at the value of your proposal.
- Be open and honest about what you can and cannot manage. Taking on more than you can handle will leave a bad impression and will guarantee no new business.
- Be responsive if questions arise relative to the submitted proposal.
- Offer solutions.
- Submit your proposal on time and in the proper format.



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QUESTIONS???



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