



Section B: Request for Quotation
Revised: **January 8, 2020**

A. Verbal Quotations

All verbal quotations made by Seller in response to Oshkosh Corporation's verbal or fax request for quotation shall be confirmed by a signed, written quotation on **company** letterhead. Unless otherwise agreed upon by Oshkosh Corporation and Seller, all verbal quotations shall comply with the requirements outlined in the Supplier Standards Guide. Any quotes not meeting the stated requirements may be deemed unresponsive.

B. Written Request for Quotation – Non-Government Proposals/Contracts

The requirements set forth below must be complied with whenever quotations are submitted in response to a written Request for Quotation. Any quotes not meeting the stated requirements may be deemed unresponsive.

(1) Terms, Conditions, and Special Clauses

All the terms, conditions, and special clauses as outlined in **Section D** of this guide are applicable.

(2) Quality Assurance Requirements (QAR)

a. Supplier Quality Assurance Requirements

Compliance with one of the quality programs listed below may be specified in the Request for Quotation.

- Item No. 1 - Quality Program, ISO-9000
- Item No. 2 - Automotive Quality Program QS 9000
- Item No. 3 - Vendor Inspection System, MIL-I-45208
- Item No. 4 - Inspection of Supplies, FAR 52.246-2
- Item No. 5 - Compliance with the Oshkosh Corporation Supplier Standards Guide

(3) Tooling Costs

Tooling costs must be segregated from the part cost on the quotation and total tooling dollars must be broken down into individual tool costs on the quotation. In the tool costs, include the cost to furnish Oshkosh Corporation a tool drawing or scaled sketch of the special tools, fixtures, etc. required. Drawings or sketches and an inventory listing are required prior to payment of invoices submitted for tooling. For casting patterns and forging dies, descriptive photographs will be acceptable if approved in writing by Oshkosh Corporation.

(4) Government-Owned Special Tooling or Facilities (Not under Oshkosh Corporation Control)

If U.S. Government-owned special tooling or facilities not under control of Oshkosh Corporation are required to produce part(s), on **the** quotation, **subcontractor** must supply

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the following for each item: appropriate U.S. Government contract number, total acquisition cost, brief description, and I.D. number, along with full name, title, address, and phone number of the Contracting Officer.

(5) Welding Procedures

Where welding procedures are required, they must be submitted to Oshkosh Corporation for approval on each contract and will not be transferred from previous production contracts. Welding operators must be certified as per AWS, ASME, or MIL Specs, as they apply (**refer to paragraph 28 “Welding Requirements” of the Global Supplier Quality Manual found in Section A of the SSG**). These certification documents must be kept on file and provided upon request. If **subcontractor** needs a copy of WS-100 and/or WS-101, please submit a written request to the Oshkosh Corp Purchasing Department.

(6) Hardening Procedures

When hardening procedures are required, they must be submitted to Oshkosh Corporation for MQA approval on each contract, along with isometric drawings and a macro-etched sample representative of the part for which the procedure is written. Hardening procedures will not be transferred with past production contracts.

(7) Primers and Paints (PS-100)

Primers and paints must be procured with a Qualified Products List (QPL) source.

(8) No Quote

If no quotation is made, a brief statement is desired explaining "no quote", and all drawings and specifications must be destroyed by **the subcontractor** unless instructed to be returned.

C. Written Request for Quotation – Government **Proposals/Contracts**

The requirements set forth below must be complied with whenever quotations are submitted in response to a written Request for Quotation.

Any quotes not meeting the stated requirements may be deemed unresponsive.

(1) Terms, Conditions and Special Clauses

All the terms, conditions and special clauses as outlined in **Sections F and G** of this guide are applicable.

(2) Quality Assurance Requirements (QAR)

a. Supplier Quality Assurance Requirements

The quality program required will be specified as one of the following:

- Item No. 1 - Quality Program, ISO-9000
- Item No. 2 - Automotive Quality Program QS 9000
- Item No. 3 - Vendor Inspection System, MIL-I-45208
- Item No. 4 - Inspection of Supplies, FAR 52.246-2
- Item No. 5 - Compliance with the Oshkosh Corporation Supplier Standards Guide

(3) Tooling Costs

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Tooling costs must be segregated from the part cost on the quotation and total tooling

dollars must be broken down into individual tool costs on the quotation. In the tool costs, include the cost to furnish Oshkosh Corporation a tool drawing or scaled sketch of the special tools, fixtures, etc. required. Drawings or sketches and an inventory listing are required prior to payment of invoices submitted for tooling. For casting patterns and forging dies, descriptive photographs will be acceptable if approved in writing by Oshkosh Corporation.

(4) Government-Owned Special Tooling or Facilities (Not under Oshkosh Corporation Control)

If U.S. Government-owned special tooling or facilities not under control of Oshkosh Corporation are required to produce part(s), on **the** quotation, **subcontractor** must supply the following for each item: appropriate U.S. Government contract number, total acquisition cost, brief description, and I.D. number, along with full name, title, address, and phone number of the Contracting Officer.

(5) Welding Procedures

Where welding procedures are required, they must be submitted to Oshkosh Corporation for approval on each contract and will not be transferred from previous production contracts. Welding operators must be certified as per AWS, ASME, or MIL Specs, as they apply (**refer to paragraph 28 “Welding Requirements” of the Global Supplier Quality Manual found in Section A of the SSG**). These certification documents must be kept on file and provided upon request. If **subcontractor** needs a copy of WS-100 and/or WS-101, please submit a written request to the Oshkosh Corp Purchasing Department.

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(7) Primers and Paints (PS-100)

Primers and paints must be procured with a Qualified Products List (QPL) source.

(8) Truthful Cost or Pricing Data (TCPD) Requirements

The Truthful Cost or Pricing Data (TCPD) statute [still commonly referred to by the former statute name, the “Truth in Negotiations Act” or “TINA”] requires prime contractors and subcontractors to submit certified cost or pricing data for negotiated contracts, modifications, or pricing actions in excess of \$2,000,000. If the submission of certified cost or pricing data is required, subcontractors will be notified during the request for quotation process. Since the Cost Accounting Standards (CAS) threshold requirement is bound by statute to the TCPD threshold, upon acceptance of certified cost or pricing data requirements, subcontractors will also be requested to provide an executed Cost Accounting Standards Notices and Certification form (Reference Section L, Attachment 1).

When certified cost or pricing data are required per FAR 15.403-4, the subcontractor must complete an executed Certificate of Current Cost or Pricing Data to certify that the subcontractor’s cost or pricing data submitted are accurate, complete, and

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current (Reference Section L, Attachment 2). Until an agreement on the prime contract price is reached, Oshkosh Corporation is responsible for updating

subcontractor data, thereby, subcontractors will be required to provide Oshkosh Corporation with updated data, when applicable.

(9) Industrial Offset Credit/Cooperation

This Contract has been entered into in direct support of OSHKOSH CORPORATION's international offset programs. To the exclusion of all others, all industrial benefits or offset benefit credits resulting from this Contract are the sole property of OSHKOSH CORPORATION to be applied to the offset program of its choice. SELLER shall provide documentation or information that OSHKOSH CORPORATION or its assignees may reasonably request to substantiate claims for industrial benefits or offset credits. SELLER agrees to assist OSHKOSH CORPORATION in securing appropriate offset credits from the respective country government authorities.

SELLER agrees to use reasonable efforts to identify the foreign content of goods that SELLER either produces itself and/or procures from subcontractors for work directly related to this Contract. Promptly after selection of a non-U.S. subcontractor for work under this Contract, SELLER shall notify OSHKOSH CORPORATION of the name, address, subcontract point of contact (including telephone number and e-mail address) and dollar value of the subcontract.

In the case of an International Transaction, Seller agrees that OSHKOSH CORPORATION, its subsidiaries, affiliates or its designees may exclusively use the value of the Purchase Order to satisfy any international offset obligations that OSHKOSH CORPORATION may have with Seller's country, subject to the offset qualifying laws, rules and regulations of that country.

(10) No Quote

If no quotation is made, a brief statement is desired explaining "no quote", and all drawings and specifications must be destroyed by **the subcontractor** unless instructed to be returned.

(11) **File Transfer Protocol (FTP) Site**

The FTP Site is used to securely transfer Controlled Unclassified Information (CUI) documents such as prints, photos, **Production Part Approval Process (PPAP)** and other Intellectual Property between Oshkosh Corporation and its **subcontractors**. This **method of exchange** is necessary to maintain security and compliance with U.S. Government **contract requirements**. **Oshkosh Corporation currently utilizes the software MOVEit to transfer sensitive data externally.**

Note: Subcontractors must retrieve information within 30 days or less from the date information is posted, otherwise information will be deleted.

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