

An RP Network Proposal

For

Gilbarco

Prepared for

Joe Greene

By

Russell Phillips

Status: Draft
Version: P-R1
Date: March 28, 2002



**Response to Request for Proposal
Printer Assemblies**

L00357A001

L00322A001

R10356 G7

**RP Network claims the following to be proprietary in nature
and no portion of the content contained herein is to be shared regardless
of the outcome of Gilbarco's Request for Proposal.**

Direct your comments, questions, and/or suggestions to:

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RP Network

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APPENDIX A
Pricing Detail

APPENDIX B
Sample Manufacturing Process

APPENDIX C
Sample First Article Evaluation Report

1. Scope

RP Network, Inc. (RPN), in response to Gilbarco's Request for Quote for the M00317A001, M00317A003, and T20490 G4 Printer Assemblies, is pleased to submit the following proposal.

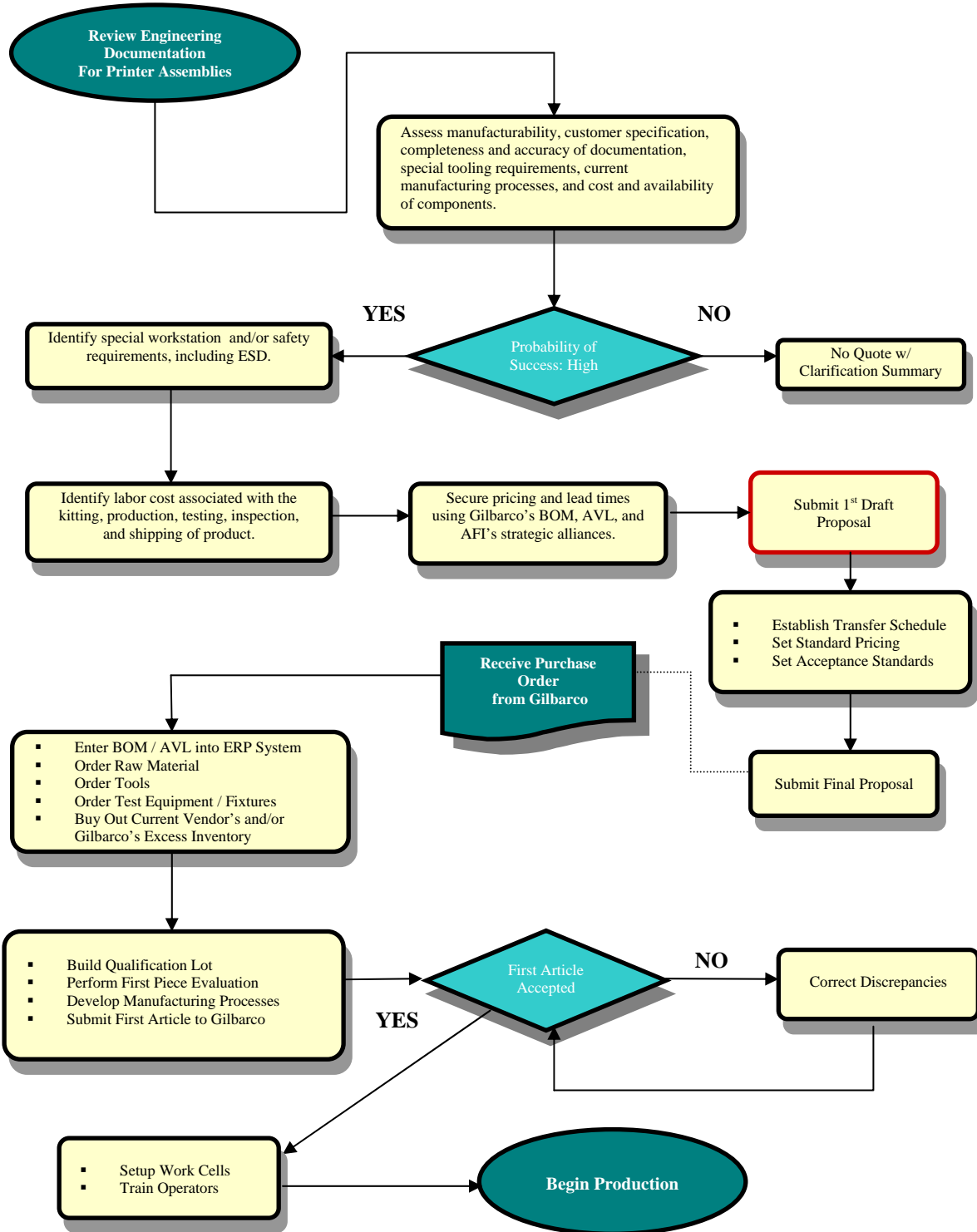
RPN will provide a turnkey solution providing material and labor for all three printer types. A statement of work comprises of RPN procuring, inspecting, and managing raw material; developing and implementing manufacturing processes and lean manufacturing systems; performing final inspection and test procedures using Gilbarco consigned test equipment/processes; packaging, stocking, and shipping finished printer assemblies to Gilbarco for final integration into the Encore, Eclipse, and Advantage gas pump lines.

In generating this proposal, RPN has used the specifications provided by Gilbarco to include component specifications, approved vendors, test requirements, and estimated annual usage. This information has been used to determine pricing, lead-times, manufacturing scope, and best economical release quantities. Pricing and lead-times may change once blanket or kanban programs have been established.

RPN is strategically positioned to expand its value added services to Gilbarco by offering a higher level of integration and material logistics in addition to the metal fabrication and assembly programs currently under contract. Capitalizing on the product knowledge already gained through years of servicing Gilbarco at the metal fabrication and mechanical assembly level, RPN will use its expertise in electromechanical box-build and full systems integration to offer a complete manufacturing solution to Gilbarco.

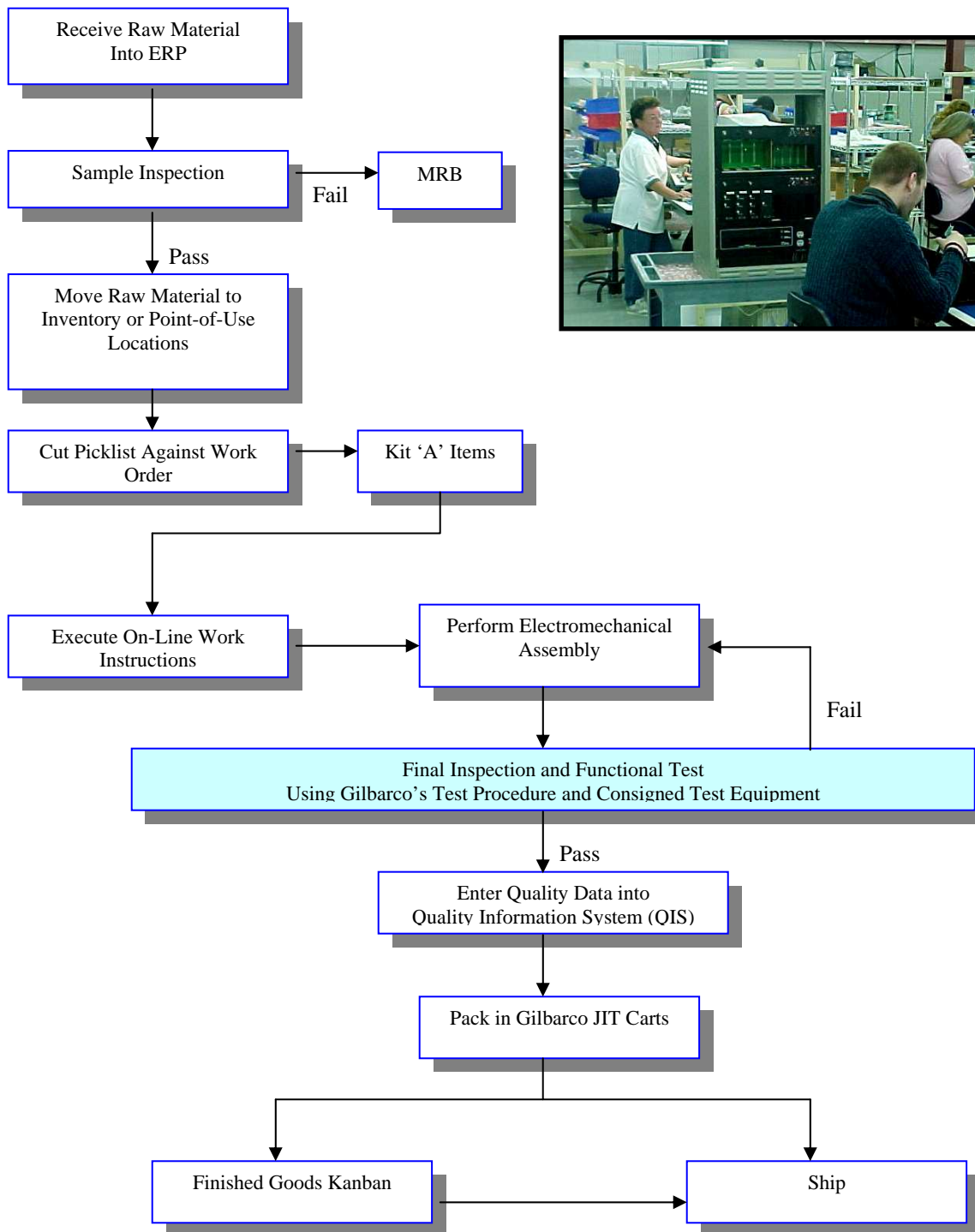


2. New Product Introduction

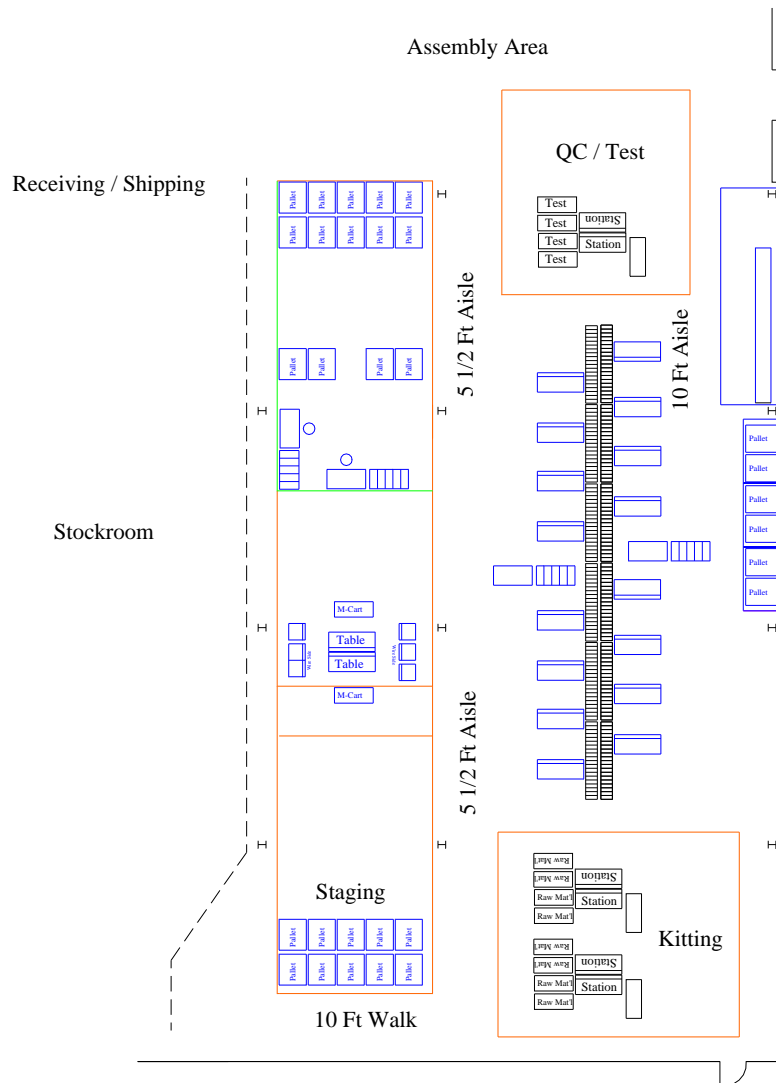


3. Manufacturing Plan

Flow Chart



Preliminary Floor Layout





4. Pricing

Quotation

Date: March 27, 2002 Quoted By: Russ Phillips
 To: Joe Greene Phone Ext. 354
 Company: Gilbarco Fax: 123.555.1234
 Phone: 123.555.5437 Email: russ@russphillips.com
 Fax:
 Quote Log No.: 369

RPN is pleased to submit the following proposal in response to your recent Request for Quotation. Pricing is based on weekly deliveries with RPN maintaining a finished goods safety stock of 2 weeks. Packaging and freight to be provided by Gilbarco. A detailed cost analysis is attached to this quote.

Pricing						
Part Number	Description	EAU	Release Qty	Price	MOH ^(Note 2)	Labor Rate
L00357A001	Printer Assembly	2,400	46	\$ 383.30	9% to 15%	\$21.00
L00322A001	Printer Assembly	24,000	461	\$ 451.67	9% to 15%	\$ 17.00
R10356 G7	Printer Assembly	13,000	250	\$ 479.80	9% to 15%	\$ 18.00
NRE Charges:		N/A				
Tooling Charges:		N/A				
Freight on Board:		Raleigh, NC				
Minimum Order Quantity:		N/A				

Notes:

- 1) RPN's standard lead-time is 2 weeks from the longest lead-time item.
- 2) Material Overhead Markup: 9% on Fujistu parts; 15% on Tyco parts; 10% on Cables and purchased parts
- 3) Labor rate is applied to an estimated Labor Standard. Standard includes inspection and test. Labor Standard was not provided and is subject to change.
- 4) Test equipment to be supplied by Gilbarco.
- 5) Pricing for the R341A001 Cable is less the L532A001 Board Assembly. Gerber data and assembly drawing needed to quote precisely.
- 6) Pricing is based on the EAUs provided.
- 7) The price quoted will remain effective for 30 days.