

Free RFQ Starter — 5 Fields That Make Harness Quotes Useless

One-pager for overseas hardware buyers

Version 1.0 · Free lead magnet · Buyer-side only (no supplier list)

Download / share: <https://merry-elf-615ae5.netlify.app>

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Disclaimer

Buyer-side checklist only. Not legal, customs, or engineering advice. Ampacity, hipot, pull force, UL/CE paths: **verify with your engineer**.

The pain (30 seconds)

You asked three harness shops for quotes.

You got three numbers.

None of them describe the same cable.

Usually the RFQ was missing a few fields. Suppliers filled the blanks with their assumptions — then priced the risk. This page fixes the five blanks that break comparison most often. Use it before you open the next RFQ.

5 fields that make RFQs useless

Fill these **before** you email anyone. If any row is blank, your quotes are not comparable.

#	Field	Why it breaks quotes	Your value (fill in)
1	Drawing + revision letter	“Rev A” vs “latest” = two different products. No rev → supplier draws their own.	Part / drawing: _____ Rev: ____
2	Manufacturer PN for every connector	“Molex-like” or “JST-type” is not a PN. Alternates must be listed or forbidden.	End A: _____ End B: _____
3	Pinout / cavity map	Same housing, different pinout = scrap. Attach a pin table; do not describe in prose only.	Attached? Yes / No
4	Qty tiers + sample qty	One unit price with no tiers or sample line cannot be scored. Ask 25 / 100 / 500 + 2 pcs sample.	Tiers: _____ Sample: ____ pcs
5	Tests you will pay for	Continuity-only vs hipot + pinout + pull = different cost. Write the list; say “verify values with engineer.”	Tests: _____

Rule of thumb: If you would not accept a substitute on that field, write no substitution without written approval.

Mini 3-quote comparison scorecard

Print this. Score each supplier 1-5 on the same rows. **Do not pick on unit price alone.**

Criterion (weight)	Supplier A	Supplier B	Supplier C	Notes
Same rev & PN quoted (×3)				Must match your pack
Tests included as asked (×2)				Missing test = incomplete
Sample + lead time clear (×2)				Sample priced separately?
NRE / tooling itemized (×1)				Who owns tooling?
Unit price @ target qty (×2)				Only after rows above
Weighted total				

Quick fail (any one → pause):

- Quote references a different revision than your attachment
- Connector described as “equivalent” with no manufacturer PN
- Deposit asked before a qualification sample with test records
- Unit price only — no sample, no NRE, no lead time

What to do in the next hour

1. Fill the five fields above against your drawing/BOM.
 2. Attach drawing + BOM + pinout (same pack to every shop).
 3. Send to **3-5** suppliers — never one.
 4. Score replies with the mini table. Pick a **qualification sample**, not a production PO.
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Want the full kits?

This free page is a starter. The paid packs add full checklists, English RFQ email templates, weighted scorecards, and sample/payment gates:

Kit	Price	Link
Wire Harness Sourcing Kit	\$49	https://allanyang.gumroad.com/l/harness-sourcing-kit
PCB Fab & Assembly RFQ Kit	\$49	https://allanyang.gumroad.com/l/pcb-rfq-kit
Connector PN Cheat Sheet	\$29	https://allanyang.gumroad.com/l/connector-pn-cheat-sheet
Sample & Payment Milestone Pack	\$29	https://allanyang.gumroad.com/l/china-payment-milestone-pack
PCB + Harness Bundle	\$79	https://allanyang.gumroad.com/l/pcb-harness-rfq-bundle

Landing + free download: <https://merry-elf-615ae5.netlify.app>

No supplier directories. No fake savings claims. Buyer method only.

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