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Objectives:


Next Intent makes every attempt to quote our customer's components or assemblies as accurately as possible. In a typical year, we quote over 1300 line items. It's not possible for us to win every quote we complete; nor is it possible to identify every single detail in every line item that we quote. We promise to provide our customers with our best estimate for quality, cost and delivery within a very responsive quote time frame.

1. Delivery and Lead Time


- a. Lead time and delivery is based upon current backlog of work and is valid for 2 weeks, unless otherwise noted. Please let us know if you need a very short delivery lead time, and we'll do our best to fit your project in as best we can. The RFQ process takes away from potential Mfg time.
- b. The lead-time estimate is based upon a snapshot of our entire production schedule, at the time of quoting. It is not a detailed what if analysis that can be done within our M1 Mfg software scheduling module. This is typically done after receipt of order and during our contract review process.
- c. The time for our customer to respond to RFI's (Request For Information), RFD's (Request For Deviations), time to resolve drawing /model discrepancies, quality assurance issues or inspection plans, or other topics related to contract review and Mfg Engr may add to the lead time.
- d. The lead times quoted can be expedited in some cases. Expedite effort is not a guarantee, but is an honest effort to reduce overall lead time by working overtime, weekends, holidays, splitting schedules, re-arranging of existing schedules, reducing shipping time, or asking outside suppliers to do the same.
- e. Next Intent will notify you immediately of changes that impact delivery date.
- f. We are at times confined by the laws of physics on how fast we can remove material from titanium, stainless steel, invar, inconel, or even aluminum.

2. Drawings, Models and Specifications

- a. We prefer not to quote from a faxed drawing; it makes small details difficult to read. If all that is available for quoting is a faxed drawing, we request that our customer email us a CAD file (preferably in pdf format) or mail us a Hard Copy of the drawing to proceed upon receipt of a Purchase Order.
 - i. There may be features or details that cannot be distinguished in a fax drawing during the quoting process. Next Intent reserves the right to re-quote parts after receipt of hard copy or CAD dwg
- b. Next Intent assumes that the Customer Drawing takes precedence over Customer Solid CAD Models, unless specified otherwise by the Customer Purchase Order or Drawing Notes.
- c. The Next Intent quoting process attempts to evaluate all drawing features, specifications and tolerances that are part of the cost of manufacturing a component. There may be features, etc. that are discovered during contract review, Mfg Engr, QA planning or CAM programming that could not be seen on the drawing, but are found later on a solid model, or at the shop floor during product realization. We will work with our customer to resolve these items prior to manufacturing thru our RFI (Request For Information) procedure. We will not make assumptions on what our customers want, we will work with you to resolve questions and ensure your design intent is carried out.
- d. Specifications that are not available at the time of quote may be ROM estimated, or left out of the quote until the specification can be evaluated for cost and delivery impact.
- e. Specifications that are listed as part of the Customer Purchase Order or Drawing, but not on hand at Next Intent, are to be provided by the customer. We have quite a large database of specifications on hand at Next Intent. In the event the customer cannot provide the specification, and Next Intent has to purchase the specification, the cost of Next Intent acquiring the specification shall be born by the customer.

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- f. CAD file formats: our preference for solid models, in order of preference:
 - i. Solidworks, Parasolids, STEP, ACIS, IGES
 - ii. Next Intent has a Certified Solidworks Professional engineer on staff
 - g. Solid Models, once exported to another file format, will likely lose some of the database elements during the export process. There are special translators / export tools that can mitigate, or minimize the lose of data during export. Next Intent does not own every translator for every CAD program.
 - h. We allocate a finite amount of time for query of models during Mfg Engineering and CAD/CAM programming. If there are discrepancies between the customer drawing & CAD model, Next Intent will notify the customer of the discrepancies thru our RFI (Request For Information) procedure.
 - i. An excessive amount of discrepancies can result in changes to cost and /or lead-time.
3. Limited Dimension Drawings: Next Intent will apply our version of the NASA/JPL specification FS517223 to all drawings noted as "Limited Dimension Drawing" or where query of the customer supplied CAD model is required to retrieve information, dimensions, etc. to manufacture the component. We have been working with Limited Dimension Drawings and JPL since 1997.
- a. NASA/JPL specification FS517223 may be available upon request from NASA/JPL. Refer to their website : www.jpl.nasa.gov
 - b. Next Intent has our own version of the NASA/JPL specification FS517223 spec. Refer to document no. QAF-076-01 _RevB_Limited Dimension Drawings.
 - c. Customer may supply Next Intent with their own version of NASA/JPL specification FS517223, to interpret Limited Dimension Drawings and define the permissible variations in features that reside on the model.
 - d. Next Intent may create in process drawings from customer models for manufacturing purposes. These drawings are for reference only, and are part of our manufacturing process. All drawings will be kept on file with the CAD/CAM programs. These drawings are not considered a deliverable to the customer, unless specified by the customer.

 N E X T I N T E N T	<div style="border: 1px solid black; width: 60px; height: 60px; display: flex; align-items: center; justify-content: center;"> Stamp </div>	Quote Terms and Conditions	Form No. QAF-073 Rev. D Page 3 of 3
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4. Order Quantity and Change Orders

- a. Order quantities that are different than the Quoted quantity may require re-quoting, at a different price and/or lead time.
- b. Change orders and /or Revision changes to drawings will be evaluated specifically as they occur, with cost and/or lead time impact. Revision changes and/or Change Orders should be sent directly to Susanne Swaggerty, Frank Vettel (QA Mgr) and John Wildharber (Operations Mgr). Change orders / Revision changes may affect numerous process control documents including, but not limited to: Next Intent Order, Mfg Process Drawings, Quality Assurance documents, CAM programs, Purchase Orders, etc.
 - i. Susanne Swaggerty, Office / Project Manager Susanne@nextintent.com
 - ii. Frank Vettel, Quality Assurance Mgr frankv@nextintent.com
 - iii. John Wildharber, Operations Mgr john@nextintent.com
- c. Engineering Change Orders (ECO): we appreciate when customers can provide us with an ECO that describes the changes made from one Revision to another. This will save us time finding every change that was made from one Revision to another.

5. Freight / Shipping Costs

- a. Shipping costs are responsibility of customer, unless otherwise specified and agreed upon in our purchase order / contract. Most of our customers have better shipping rates using their supply chain.
- b. FOB (Freight On Board) = San Luis Obispo, CA 93401
- c. We have accounts with UPS, FedEx, Golden State Overnight and Mountain Valley Express for shipping.

6. Payment Terms

- a. Standard payment terms, unless otherwise specified and agreed upon in our purchase order / contract, is Net 30 Days.
- b. Next Intent accepts credit card or P-card purchases
- c. Next Intent accepts EFT (Electronic Funds Transfer) to our bank: Heritage Oaks Bank, in San Luis Obispo, CA.
- d. Details of these transactions can be discussed with Susanne Swaggerty, Office & Project Manager