

What Happens After Your RFQ

A transparent buyer timeline from part-number matching to post-delivery support.

ILLUSTRATIVE / REDACTED SAMPLE - NOT A CUSTOMER CERTIFICATE

Process timeline

Stage	Target response / output	Buyer checkpoint
1. RFQ review	Same or next business day: missing-data list	Confirm P/N, platform, quantity and delivery country
2. Part match	Compatibility mapping and exceptions	Approve proposed equivalent and coding target
3. Quote	Price, MOQ, lead time, warranty, Incoterm	Compare landed scope, not unit price alone
4. Sample plan	Sample quantity, test plan and dispatch estimate	Approve acceptance criteria
5. Validation	Report and/or buyer hardware feedback	Sign off or report issues with outputs
6. Order confirmation	PI/order acknowledgement and ex-factory estimate	Confirm labels, packing and payment
7. Production & QA	Testing, traceability and release record	Request agreed evidence before shipment
8. Shipment	Packing list, tracking/AWB/B/L as applicable	Confirm consignee/import details
9. After delivery	Issue triage, RMA/warranty path	Retain labels, serials and test output

Fastest route

Send the OEM part number, switch/router model, operating-system version, quantity, delivery country, target date and whether you need custom coding, labels or packaging in the first RFQ.