

Pricing Quotation

September 10, 2026

Pricing Quotation

What Pricing Quotation is

Pricing Quotation is the own-company costing work you use to support a sales offer. It connects the sales job to the work of requesting supplier information, preparing a quotation, and handing the resulting work to procurement, project management, or the warehouse.

An RFQ (request for quotation) is the request for supplier information. A quotation is the supplier's costing response. The work starts from the sales context and moves through these records before procurement, project management, or warehouse work takes over. The same purchasing record can link back to its sales job, so you can keep the costing work with the offer it supports.

If you need to...	Go to
See all Pricing Quotation work	Pricing Quotation active lists
Prepare or send an RFQ	Pricing Quotation RFQs
Work with a supplier quotation	Pricing Quotation quotations
Find cancelled, unquoted, rejected, or deleted work	Pricing Quotation exception lists
Continue purchasing work	Purchase jobs procurement chain
Work from procurement lists	Purchase job work lists
Continue project work	Project management workspace
Continue warehouse work	Warehouse fulfillment flow

The sales job's Purchasing tab is a cross-link to this work area. Use [Sales job record](#) for the sales record itself.

```
flowchart LR
    S[Sales job] --> P[Pricing Quotation]
    P --> R[RFQ]
    R --> Q[Quotation]
    Q --> PR[Procurement]
    Q --> PM[Project management]
    Q --> W[Warehouse]
```

Before you start

Before you open a record, know which sales job and package you are costing and which supplier information belongs to the request. The record carries the job items into the RFQ and quotation work, so selecting the right items and supplier keeps the downstream request aligned with the sales offer.

Prerequisites

Before you start	What must be true
Access	You can access the Pricing Quotation menu item and the Buyout Job Module.
Record stage	RFQ panels appear after the initial stage and before Offer; quotation panels appear from Offer until before Order.
New RFQ	The saved record has package items, and you select one or more of them.
Quotation action	The quotation is saved when the action requires a saved record, has no unsaved changes when the action requires an unchanged record, and is not Ordered.
Editing	You have permission to edit the record when you need to save or change it.
Company configuration	Some RFQ and quotation fields are mandatory only where your company configures them.

The detailed RFQ and quotation field rules appear with the corresponding panels below.

With that context in place, confirm the conditions below before opening the work list.

Find Pricing Quotation work

Use the list tab that matches the work you are looking for rather than opening a record first and searching its panels.

Open a list or an existing record

Prerequisites

- You know whether you need active RFQ work, quotation work, all records, or an archived exception list.

Steps

1. In the Sales menu, select **Pricing Quotation**.
2. Select the list that matches your purpose.

If you need to...	Select
Review the complete list	All
Work with requests for quotation	RFQs
Work with supplier quotations	Quotations
Find exception records	Archived

3. In **Archived**, select the filter that matches the record state.

If you need to find...	Select
RFQs without a quotation	Unquoted RFQs
Cancelled RFQs	Cancelled RFQs
Rejected quotations	Rejected Quotations
Deleted records	Deleted

4. Select a data row to open its Pricing Quotation record.

Package no.	Sales job No.	Purchaser	Offer type	Bid due date	Sub-supplier	Client	RFQ stage	Package title
526.1000	J24.1538	Ibrahim Muhammed	Firm	06 Jan 2026	Ahmed Aboud	Archroma	Sent To Supplier	Archroma-4 Agitators
526.1016	J26.1040	Mohamed-Shorosh	NA	05 Feb 2026	AAM	Concord	Sent To Supplier	Test Pricing
526.1044	J26.1104	Heba Said	Firm	14 Feb 2026	6th October PP		New	kkkkkk
526.1044	J26.1104	Heba Said	Firm	14 Feb 2026	6th October PP		New	kkkkkk
BO26.1074	J26.1142	Ragy Zaky	NA	22 Feb 2026	atec	AJWA	New	g'f'g
BO26.1078	J26.1146	Heba Said	Firm	22 Feb 2026	AAM		New	ff
BO26.1117	J26.1274	Hassan Alifi	Firm	05 Apr 2026	LEWA GmbH	APRC	New	Trail
BO26.1119	J26.1001	Mohamed-Shorosh	Firm	06 Apr 2026	AAM		Sent To Supplier	xx
BO26.1132		Heba Said	NA	09 Apr 2026	6th October PP		New	ghjhj
BO26.1142	J26.1330	Heba Said	NA	21 Apr 2026	6th October PP		Offerd	jkhjhjhjh
BO26.1142	J26.1330	Heba Said	Firm	21 Apr 2026	AAM		New	jkhjhjhjh
BO26.1142	J26.1330	Heba Said	NA	21 Apr 2026	kji		New	jkhjhjhjh
BO26.1143	J26.1332	Heba Said	NA	21 Apr 2026	AAM		Sent To Supplier	fvccff
BO26.1143	J26.1332	Heba Said	NA	21 Apr 2026	abc		Sent To Supplier	fvccff
BO26.1147	J26.1343	Fatma2 Mohamed	NA	23 Apr 2026	AAM	AAM	Sent To Supplier	
BO26.1169	J26.1454	Heba Said	NA	06 May 2026	6th October PP		Cancelled	kkjkkk
BO26.1169	J26.1454	Heba Said	Budget	06 May 2026	6th October PP		Offerd	kkjkkk
BO26.1186	J26.1372	Ragy Zaky	NA	25 May 2026	ANDRITZ	ACETO	New	ertetertertre
BO26.1186	J26.1372	Ragy Zaky	NA	25 May 2026	imag	ACETO	New	ertetertertre

Result: The selected list or record opens, ready for you to identify its columns or record panels.

Understand the list and record surfaces

The list answers which costing records need attention. A record then groups the RFQ or quotation panels belonging to the purchasing job. The information shown in the list comes from the list layout used by your company, so work from the headers visible in your list.

List columns and actions

The RFQ list can show these nine headers:

Header	What it identifies
Package no.	The package reference
Sales job No.	The linked sales-job reference
Purchaser	The person responsible for the purchase work
Offer type	The offer classification
Bid due date	The date requested for the bid

Header	What it identifies
Sub-supplier	The supplier receiving or providing the request
Client	The client connected to the work
RFQ stage	The current RFQ state
Package title	The package description

The quotation list can add **Offer price** and Offer price in € to the list information.

The list also provides the titled buttons **Refresh**, **Table Layout**, and Settings.

The list can also provide a header filter and a **Filter Row** for narrowing the displayed records. Paging displays 30 records at a time, and the selected layout controls the columns;

column reordering and resizing are enabled. **Export** is available only when the purchase/list

Export permission allows it. The export dialog offers Excel and PDF icon choices.

Package no.	Sales job No.	Purchaser	Offer type	Bid due date	Sub-supplier	Client	Package title	Offer price	Offer price in €
18.0106	18.0106	Mahmoud El Sha...	Firm	29 Mar 2018	Flowserve SIHI	Pharco	4 mech. seal for S...	1,133.60 EUR	1,133.60 €
18.0106	18.0106	Mahmoud El Sha...	Firm	29 Mar 2018	Flowserve SIHI	Pharco	4 mech. seal for S...	0.00 EUR	0.00 €
18.0156	18.0156	Kareem Moustafa	Firm	04 Mar 2018	MISC	BORSIG ZM	2 memory card SI...	28,037.53 EGP	1,401.88 €
18.0334	18.0334	Omar Magdy	Firm	06 May 2018	Flowserve Seals	SC johnson	overhaul kit for SI...	1,169.38 EUR	1,169.38 €
18.0409	18.0409	Mahmoud El Sha...	Firm	02 Jun 2018	Taprogge	WDEPC	Ciening ball	1,539.00 EUR	1,539.00 €
18.0252	18.0252	Mahmoud El Sha...	Budget	19 Apr 2018	Ideal Makina	Petrojet	Air dryer/ missan...	0.00 €	0.00 €
18.0455	18.0455	Mahmoud Sabry	Budget	07 Jun 2018	Taprogge	Suez PowerPlant	Cleaning Balls	11,230.00 EUR	11,230.00 €
18.0799	18.0799	Eslam Magdy	Budget	18 Oct 2018	PIONEER	MOPCO	Self priming pum...	21,447.00 GBP	24,449.58 €
18.1095	18.1095	Amr Salah	Budget	31 Dec 2018	Tsurumi	Sidpec	submersible pum...	4,030.00 \$	3,546.40 €
18.1140	18.1140	Amr Salah	Firm	02 Jan 2019	Wilden (Heliopoli...	SCA	AODD wilden rep...	150,284.00 EGP	7,514.20 €
19.0017	19.0017	Mohamed Talaat	Budget	24 Jan 2019	Homa pumps	MOPCO	2*Submersible P...	18,050.00 EUR	18,050.00 €
19.0021	19.0021	Mahmoud Sabry	Budget	31 Jan 2019	Taprogge	X Steel	Ball Cleaning	1,909.00 EUR	1,909.00 €
19.0141	19.0141	Mohamed Atef	Firm	03 Mar 2019	Tetco	Saint Gobain	One horizontal ce...	82,000.00 EGP	4,100.00 €
19.0162	19.0162	Amr Salah	Budget	24 Apr 2019	Fluimac	APC	AODD	4,155.00 EUR	4,155.00 €
19.0278	19.0278	Ahmed Aly	Firm	30 Oct 2019	Stock Netzsch	Petrotrade	spare parts for n...	58,733.42 EGP	3,524.01 €
19.0318	19.0318	Mohamed Talaat	Firm	09 Apr 2019	Cemp Motors	PPC	2 viking pumps	19,000.00 EGP	950.00 €
Count: 21								0.00 €	0.00 €

RFQ and quotation panels

An RFQ panel can show **Sub-supplier**, its RFQ state, and **Bid Due Date** when a date is

present. The RFQ editor carries **Required Offer Type**, **RFQ Date**, **Required Bid Due Date**, and the selected **Items**.

A quotation panel can show **Sub-supplier**, an alternative or revision marker, its state, **Offer No.**, **Offer Price**, **Offer Expiry Date**, **Expired Since**, and **Bid Due Date**.

The quotation editor carries the quotation fields and item rows. **Sub-supplier** is a required single-choice field. **Offer No.**, **Offer Type**, **Offer Date**, **Validity Period**, **Delivery Time**, and **Delivery Term** are mandatory only when the corresponding company

configuration requires them. **Offer Date** cannot be later than today. **Validity Period** and

Delivery Time must be within the configured period range. If entered, **Payment Period**

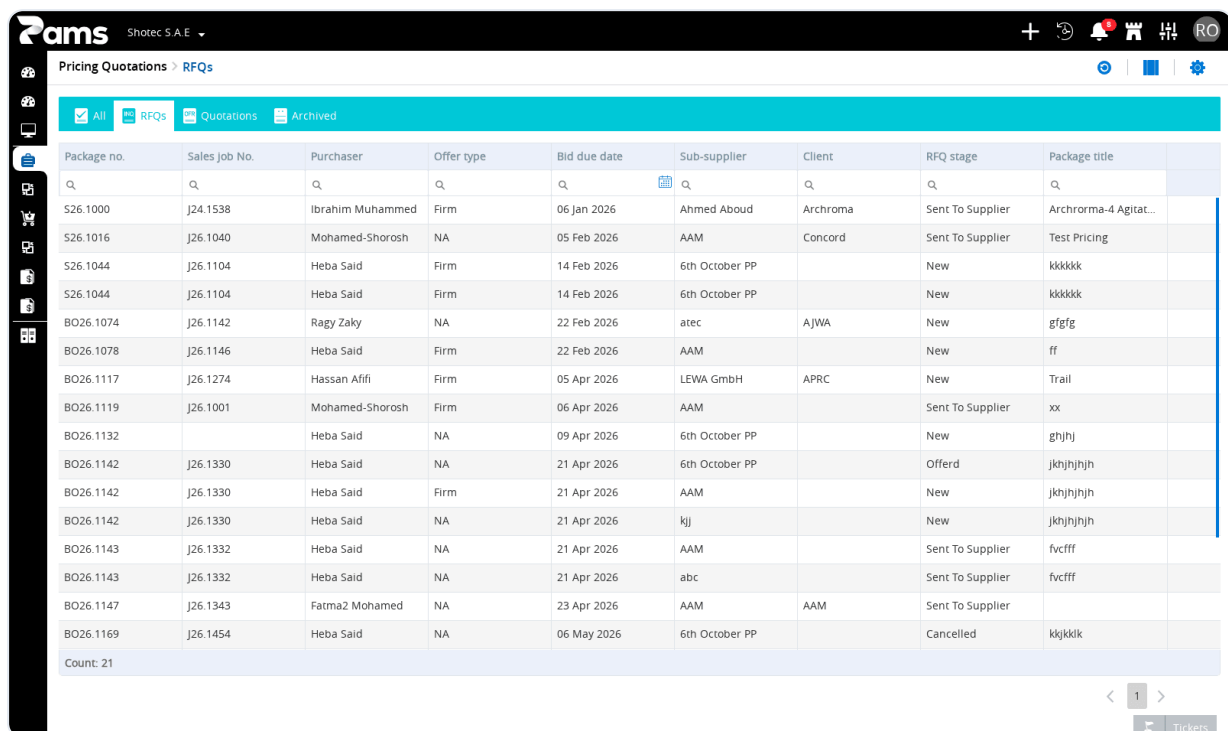
must be a whole number within that range.

Each retained quotation item needs a description, a quantity greater than zero and no more than

six digits, and a non-negative **Unit Price**. The quotation also requires at least one item with

a nonblank description.

For a saved standalone record, **Attachment** loads the attached documents and **Last Modifications** loads the record's audit history.



The screenshot displays the 'Pricing Quotations' section of the PAMS system, specifically the 'RFQs' tab. The interface includes a sidebar with navigation icons and a top header with the 'ams' logo and user information. The main area shows a table with columns for Package no., Sales Job No., Purchaser, Offer type, Bid due date, Sub-supplier, Client, RFQ stage, and Package title. The table contains 21 rows of data, with a 'Count: 21' indicator at the bottom. The table is filtered to show only RFQs.

Package no.	Sales Job No.	Purchaser	Offer type	Bid due date	Sub-supplier	Client	RFQ stage	Package title
S26.1000	J24.1538	Ibrahim Muhammed	Firm	06 Jan 2026	Ahmed Aboud	Archroma	Sent To Supplier	Archroma-4 Agitat...
S26.1016	J26.1040	Mohamed-Shorosh	NA	05 Feb 2026	AAM	Concord	Sent To Supplier	Test Pricing
S26.1044	J26.1104	Heba Said	Firm	14 Feb 2026	6th October PP		New	kkkkkk
S26.1044	J26.1104	Heba Said	Firm	14 Feb 2026	6th October PP		New	kkkkkk
BO26.1074	J26.1142	Ragy Zaky	NA	22 Feb 2026	atec	AJWA	New	gfgfg
BO26.1078	J26.1146	Heba Said	Firm	22 Feb 2026	AAM		New	ff
BO26.1117	J26.1274	Hassan Afifi	Firm	05 Apr 2026	LEWA GmbH	APRC	New	Trail
BO26.1119	J26.1001	Mohamed-Shorosh	Firm	06 Apr 2026	AAM		Sent To Supplier	xx
BO26.1132		Heba Said	NA	09 Apr 2026	6th October PP		New	ghjhj
BO26.1142	J26.1330	Heba Said	NA	21 Apr 2026	6th October PP		Offerd	jkhjhjhjh
BO26.1142	J26.1330	Heba Said	Firm	21 Apr 2026	AAM		New	jkhjhjhjh
BO26.1142	J26.1330	Heba Said	NA	21 Apr 2026	kj		New	jkhjhjhjh
BO26.1143	J26.1332	Heba Said	NA	21 Apr 2026	AAM		Sent To Supplier	fvcfff
BO26.1143	J26.1332	Heba Said	NA	21 Apr 2026	abc		Sent To Supplier	fvcfff
BO26.1147	J26.1343	Fatma2 Mohamed	NA	23 Apr 2026	AAM	AAM	Sent To Supplier	
BO26.1169	J26.1454	Heba Said	NA	06 May 2026	6th October PP		Cancelled	kkkkkk

Order area

The quotation panel's active controls do not include **Convert To Order**. Use [Purchase job orders](#) when the next work belongs to an existing purchasing-order process.

Quotation actions and recovery

On a saved, unchanged quotation that is not Ordered, the available action depends on its state.

Valid Offer moves a saved Draft quotation to the valid state. **Alternative Offer** and **Revision** are available for a persisted quotation when they are shown.

Rejected Offer, **Cancel RFQ**, and **Regretted To Offer** open their corresponding flows.

Back to RFQ returns a persisted, unchanged, non-Ordered quotation to the RFQ flow.

The recovery actions **Consider Offer as Not Rejected**, **Consider RFQ As Not Cancelled**, and

Consider As Not Regretted restore the matching exception state when they are shown.

When a quotation is cancelled, regretted, or rejected, its popup requires the applicable date

and reason or comment fields. Cancellation requires **Cancellation Reason**, **Cancellation**

Date, and **Comment**. Regret requires **Regret Reason**, **Regret Date**, and **Comment**.

Rejection requires **Reject Date** and **Comment**.

Follow RFQ and quotation hand-offs

Use the selected job items to prepare the RFQ, then continue with the supplier quotation and

the downstream hand-off. The focused RFQ and quotation pages own the complete editing

procedures.

Move from selected items to the next record surface

Prerequisites

- The Pricing Quotation record is saved.
- The record has package items.

- You have selected one or more items for a new RFQ.

Steps

1. Select the job items that belong in the request.
2. Select **+ RFQ**.
3. In the Add New RFQ dialog, complete the RFQ fields and select **Save**.
4. Choose the submission route that applies to your access.

If you can send mail	If you cannot send mail
Select Send RFQ To Sub-supplier .	Select Consider RFQ As Submitted To Sub-supplier .
The mail flow prepares the RFQ content and attachment before Send To Principal .	The RFQ is treated as submitted without the mail route.

5. When the submitted RFQ is ready to become a quotation, select **Receive Offer**.
6. On the quotation panel, select **Save** after entering the quotation information and item values.

Result: The selected job items are represented in the RFQ, and a submitted RFQ can move to the quotation surface. A saved quotation reports **Saved Successfully**.

Continue the work after the quotation

Prerequisites

- The quotation work is complete and you know which downstream area receives the next task.

Steps

1. Open the downstream area that matches the next task.

If the next task is...	Open
Procurement work	Purchase jobs procurement chain
Project work	Project management workspace
Warehouse fulfillment	Warehouse fulfillment flow

Result: You are at the downstream work area that matches the next part of the job.

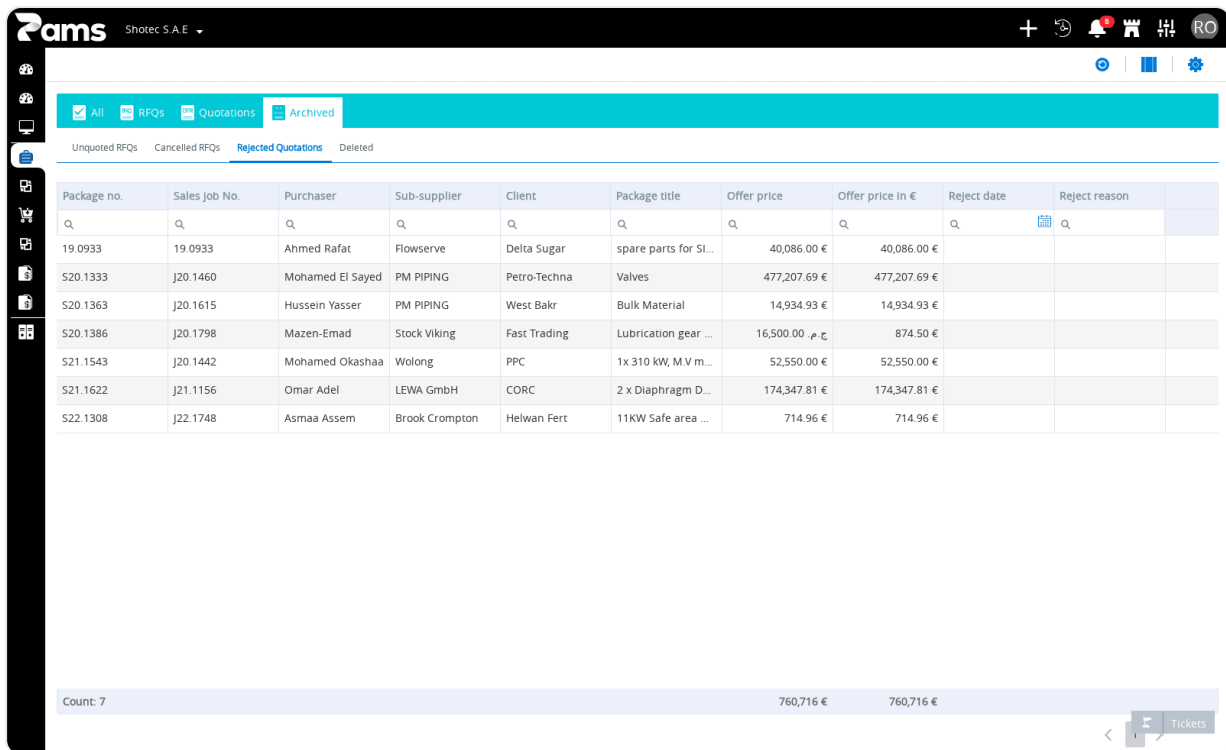
Handle stage and availability branches

The available action depends on the record's stage and whether it is saved without unsaved changes. Read the stage shown on the RFQ or quotation panel before selecting an action.

What you see	What it means for your next action
A Draft RFQ	Use Send RFQ To Sub-supplier or Consider RFQ As Submitted To Sub-supplier when the RFQ is saved and unchanged.
A submitted RFQ	Use Receive Offer to move into quotation work, or Enable Editing where the editing route is available.
A valid quotation	Alternative Offer , Revision , Rejected Offer , Cancel RFQ , and Regretted To Offer follow the saved, unchanged, non-Ordered conditions.
A cancelled, regretted, or rejected quotation	Use the corresponding recovery action when it is shown: Consider RFQ As Not Cancelled , Consider As Not Regretted , or Consider Offer as Not Rejected .
A record opened read-only	Review the fields and use the focused page for a role with edit access.
The Buyout Job Module is unavailable	The list or record area is replaced by Upgrade needed .

The active list has no Orders tab.

If the available action differs from the expected stage or access, use the branch table above before continuing.



When list or record work goes wrong

Use the exact message on screen to identify the correction. The shared messages below are

listed only where this Pricing Quotation work can raise them; shared attachment, mail, order, milestone, package, and contact messages belong to their owning pages.

Message	What to check or do
This field is required	Complete the field marked as required before saving.
Invalid input. The value must be greater than 0 and cannot exceed 999,999.00	Enter a positive value within the displayed limit.
Invalid input. Please enter a non-negative value	Enter zero or a positive value.
Please select one or more items to create a RFQ.	Select one or more job items before selecting + RFQ .
Inquiry must have at least one item	Keep at least one item in the RFQ.
Offer must have at least one item	Keep at least one item in the quotation.
Check mandatory field(s)	Complete the required fields shown on the RFQ or quotation panel.

Message	What to check or do
Saved Successfully	The RFQ or quotation save completed.
Saving Error	Review the fields and try Save again.
Inquiry cancelled	The RFQ cancellation completed.
Inquiry regretted	The RFQ regret action completed.
Are you sure you want to delete this request for quotation?	Confirm that the Draft RFQ is the one you want to remove before selecting OK .
Purchasing job must have at least one RFQ	Keep at least one RFQ on the purchasing job.
Purchasing offer cancelled	The quotation cancellation completed.
Purchasing offer regretted	The quotation regret action completed.
Offer rejected	The quotation rejection completed.
Upgrade needed	The required Buyout Job Module subscription is unavailable for this work.
Forbidden characters detected. Please remove them and try again.	Remove forbidden characters from the list filter and apply the filter again.
Required Offer Type	Treat the field as part of the RFQ information when it is shown.
Required Bid Due Date	Treat the field as part of the RFQ information when it is shown.

Out of scope

The shared message `An error occurred while processing your request` belongs to general request-error handling rather than a Pricing Quotation-specific correction.

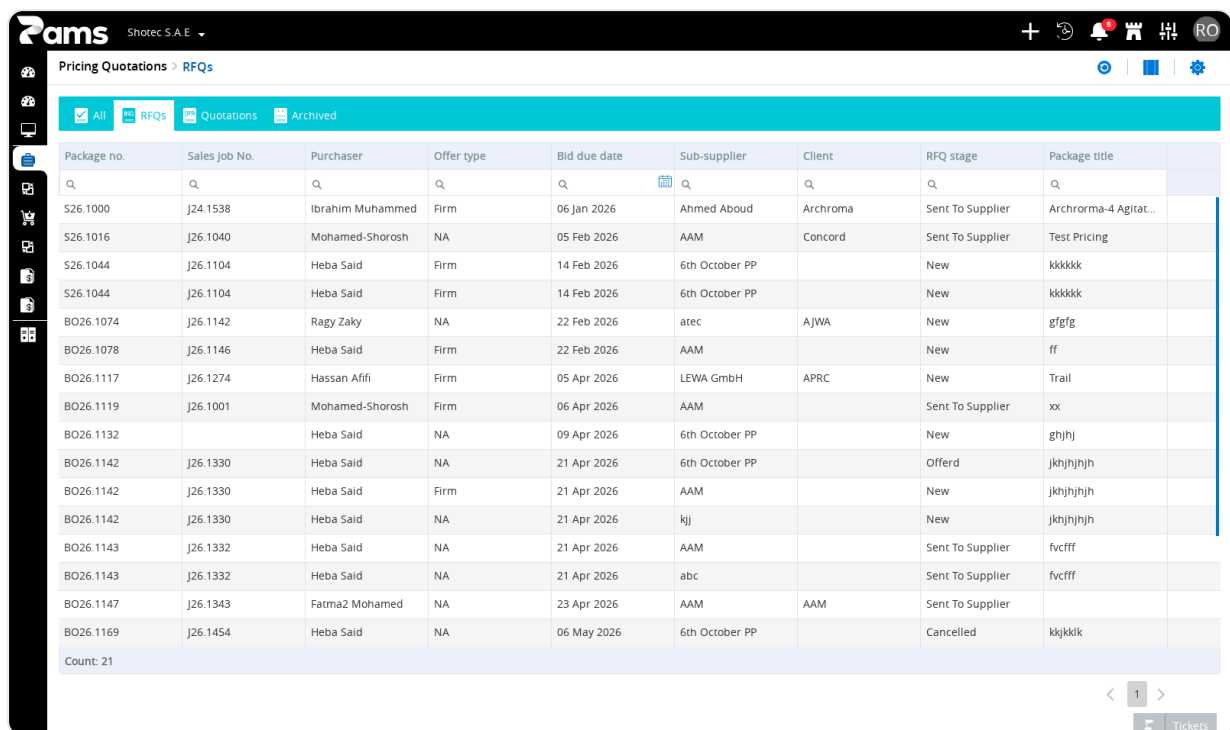
Know what happens next

After you select a destination, continue in the page that owns the next job.

After you reach...	Continue with...
The active Pricing Quotation tabs	Pricing Quotation active lists
An Archived filter	Pricing Quotation exception lists
A new or editable RFQ	Pricing Quotation RFQs
A quotation panel	Pricing Quotation quotations

After you reach...	Continue with...
Procurement work	Purchase jobs procurement chain
A procurement work list	Purchase job work lists
Project-management work	Project management workspace
Warehouse fulfillment	Warehouse fulfillment flow

The list and record surfaces use company setup for some fields and list columns. The quotation and RFQ procedures explain those fields where you enter or change them. The record-level order area remains a separate gated path.



Pricing Quotations > RFQs

Count: 21

Package no.	Sales Job No.	Purchaser	Offer type	Bid due date	Sub-supplier	Client	RFQ stage	Package title
Q	Q	Q	Q	Q	Q	Q	Q	Q
S26.1000	J24.1538	Ibrahim Muhammed	Firm	06 Jan 2026	Ahmed Aboud	Archroma	Sent To Supplier	Archroma-4 Agitat...
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BO26.1142	J26.1330	Heba Said	NA	21 Apr 2026	kj		New	jkhjhjhjh
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BO26.1143	J26.1332	Heba Said	NA	21 Apr 2026	abc		Sent To Supplier	fvcfff
BO26.1147	J26.1343	Fatma2 Mohamed	NA	23 Apr 2026	AAM	AAM	Sent To Supplier	
BO26.1169	J26.1454	Heba Said	NA	06 May 2026	6th October PP		Cancelled	kkkkkk