



Entertainment Technology and Lightolier Controls are Philips group brands



REQUEST FOR QUOTATION & PRICING STRATEGY FORM

Voice: 972-245-5996 Fax: 972-389-6175

2828 Trade Center Dr. Carrollton, TX 75007

RFQ - GENERAL INFORMATION

Job Name _____

Target Price: \$ _____

Job Location _____

Sales Office _____

Name _____

Phone _____ Ext: _____

Cell _____

E-Mail _____

Quotation Type

- Budget Proposal
- Requote Competitive

Date Quote Required: _____

Bid Date: _____

Estimated Project Delivery Date: _____

- Enclosures / Attachments:
- Specifications
 - Plans / Drawings
 - Load Schedules
 - Fixture Schedules

Other _____

PRICING STRATEGY INFORMATION

Ultimately Bidding To:

- Electrical Contractor
- General Contractor
- Theatrical Contractor
- Distributor
- Owner
- Other _____
- Dealer
- Multiple - Back to Rep.

Project Consultant: _____

Project Engineer: _____

Specifier: _____

Our Competition:

- ETC
- Strand Lighting
- Colortran / Leviton
- EDI
- Lutron
- Lithonia
- Lehigh
- Other _____

Is there a lighting package?

- Yes No

Is the dimming price exposed?

- Yes No

Bid Project As:

- ET
- LOLC
- Based on Plans & Specs
- Based on Schedule
- Per Attached List
- Approved Alternate
- Unapproved Alternate
- Cost Savings Alternate
- Approved Equal
- Unapproved Equal
- _____

What advantages or disadvantages should we consider? _____
