Recent Work Summary

Reported by: Kevin

Date: October 30, 2026

I. Quotation Work (October 2026)

1. Quotation Volume

- Quotations issued: 22
- Part numbers quoted: 39
- Orders closed: 8
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- Order value: ¥40,014 (approx. $6,017)

2. Orders Closed

8 orders closed this month (8 part numbers).

II. Email Outreach (Development Emails) (October 2026)

1. Sending Status (by market)

- South Korea: 773
- Total: 773

2. Results

3 customers came to us for inquiries through development emails this month (2 in Japan, 1 in South Korea); effective quotations could not be provided to some of them due to product shortages.

III. Supplier Inquiry & Comparison

Engaged supplier Oneyac for electronic component price inquiries. After receiving their quotations, verified item by item the original brand, part number consistency, unit price, MOQ, stock availability, lead time, quotation validity, and payment and documentation terms; identified differences and potential risks in part numbers, delivery times, and qualifications. Prepared standardized summary quotation tables to consolidate all parameters for horizontal comparison and evaluation, and shared the tables with Linda.

In addition, compiled written feedback to brief Linda on the overall status of this inquiry, highlighting competitive models, price competitiveness, critical/out-of-stock materials, delivery risks, minimum order quantity constraints, and feasible alternative solutions, to support Linda's multi-supplier quotation evaluation and comparison.

IV. Next Month's Work Plan

- Expand high-quality supplier resources and seek more competitive procurement prices to reduce costs
- Improve quotation quality and response efficiency to increase the deal-closing rate
- Continue overseas customer development and expand sales volume