

OMA NEXUS â RFQ + Buyer Outreach Workflow Plan (Illustrative)

Version: July 2026

Workflow gates

RFQ readiness snapshot before supplier or buyer distribution

Outreach message tied to documented proof requirements

Response quality logged with clarification register

No automatic introduction without scope review

Invoice / checkout follows intake review when applicable

Who it is for

Industrial buyers, sourcing teams, and export-ready manufacturers preparing a reviewed OMA NEXUS workflow.

Required inputs

Company and category context; target market; technical or product scope; available evidence; commercial assumptions; requested decision date.

Sample table

Item | Evidence | Score | Risk | Owner | Next action

Example requirement | Document pending | 2 / 5 | Medium | Project owner | Confirm evidence

Scoring criteria / checklist

5 = complete and supported; 3 = usable with gaps; 1 = missing or unsupported. Review category fit, documentation, commercial clarity, timing, and market readiness.

Risk flags

Unsupported claims; unclear certification scope; missing technical inputs; unrealistic MOQ or lead time; undefined import, payment, or compliance responsibility.

Next action

Assign owners to gaps, confirm evidence, and request the appropriate OMA NEXUS review before supplier outreach or commercial commitment.

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