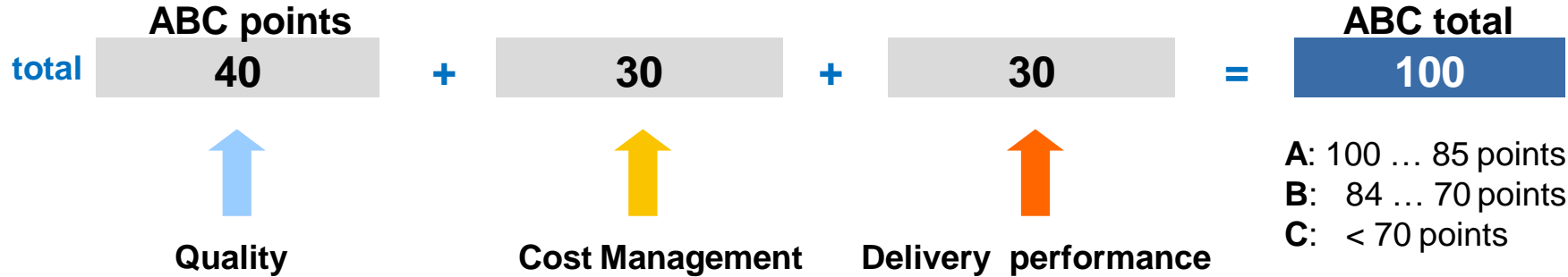




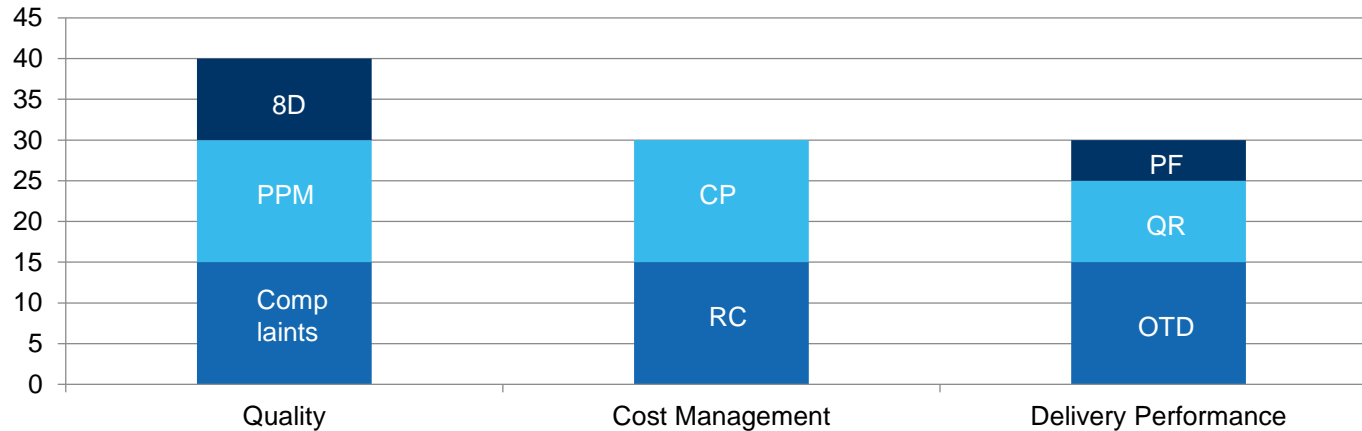
EXHAUST TECHNOLOGY

SUPPLIER PERFORMANCE RATING

SUPPLIER PERFORMANCE RATING



- A:** 100 ... 85 points
- B:** 84 ... 70 points
- C:** < 70 points



QUALITY: 40% -> 40 ABC POINTS

8-D-Closures -> 10 Points

8-D-Closures	Max. 10 Points
within time (60 working days)	10 Points
more than 60 working days	1 Points

QUALITY: 40% -> 40 ABC POINTS**PPM -> 15 Points**

PPM	15 Points
\leq target (50/400 ppm)	15 Points
$>$ target	See next page

QUALITY: 40% -> 40 ABC POINTS

PPM table

Raw Material supplier - target 400	
PPM	Percentage
0 – 400	100
440	90
480	80
520	70
600	50
720	20
800	5
>800	1

General supplier - target 50	
PPM	Percentage
0 – 50	100
55	90
60	80
65	70
75	50
90	20
100	5
>100	1

QUALITY: 40% -> 40 ABC POINTS

Supplier Complaints -> 15 Points

Supplier Complaints	15 Points
Number of supplier complaints per 6 months	Percentage
0	100
1	90
2	80
3	70
4	60
5	50
6	30
>6	1

DELIVERY PERFORMANCE: 30% -> 30 ABC POINTS

On time delivery -> 15 Points

Quantity Reliability -> 10 Points

Deliveries on time	Percentage
All / 1 day / too early	100
1 day too late	80
2 days too late / too early	60
3 days too late / too early	40
>3 days too late / too early	1

Quantity Reliability	Percentage
0% under- or overdelivery	100
10% under- or overdelivery	100
20% under- or overdelivery	90
30% under- or overdelivery	80
50% under- or overdelivery	50
> 50% under- or overdelivery	1

DELIVERY PERFORMANCE: 30% -> 30 ABC POINTS

Premium Freight -> 5 Points

Premium Freight	Percentage
Supplier has <u>no premium</u> freight to reach the delivery plan	100
Supplier has premium freight	1

COST MANAGEMENT 30 % -> 30 ABC POINTS

Commercial Performance -> 15 Points

Target Achievement	Percentage	Target Achievement	Percentage
5 – 0 %	6,7	55 – 46 %	53,3
15 – 6 %	13,3	60 – 56 %	60,0
20 – 16 %	20,0	65 – 61 %	66,7
25 – 21 %	26,7	75 – 66 %	73,3
35 - 26 %	33,3	80 – 76 %	80,0
40 – 36 %	40,0	85 – 81 %	86,7
45 – 41 %	46,7	95 – 86 %	93,3
		100 – 96%	100

COST MANAGEMENT 30 % -> 30 ABC POINTS

Responsiveness & Competitiveness -> 15 Points

- Long term ability to mitigate commodity volatility impacts
- Long term cost reduction implementation
- Competitive quotation activity
- Aggressive cost saving business approach
- Active early engagement resulting in high value design
- Customer service response to commercial/technical issues
- Best in class

Category	Percentage
High Performer	100
Productive & advanced partner	75
Appropriate supporter	50
Low efficiency	25
Poor competitiveness	1

ADDITIONAL RATINGS

- **Customer Complaints:** Customer complaints can seriously affect Eberspächer customer resulting in a line shut down at the Eberspächer customer or resulting in a stop shipment to Eberspächer customers.
- **Number of Unauthorized Changes:** Unauthorized changes are all changes related to components or products manufactured internally or manufactured by subcontractors without information/approval by Eberspächer.
- **-> Only information, no part of evaluation within scorecard, but of course issues with extremely high importance!**

DRIVING THE MOBILITY OF TOMORROW

WIEHN, ALEXANDER
EXHAUST TECHNOLOGY