new supplier evaluation schematic

operational evaluation – monthly

KPI	Transfer Rule	Weight	Rating Transfer Rule	Supplier Rating
0-km ppm	% exceedance of target (0 – 100%) → Score 100 - 1	35%		
No. of incidents (0-km and field)	According table in ACS → Score 100 – 1	15%	100 – 86 A 73 – 85 B 1 – 72 C	A, B or C
Adherence to quantity stipulations	According table in ACS → Score 100 – 1	25%		
Adherence to delivery dates	According table in ACS → Score 100 – 1	25%		

plant 1

KPI	Transfer Rule	Weight	Rating Transfer Rule	Supplier Rating
0-km ppm	% exceedance of target (0 – 100%) → Score 100 - 1	35%		
No. of incidents (0-km and field)	According table in ACS → Score 100 – 1	15%	100 – 86 A 73 – 85 B 1 – 72 C	A, B or C
Adherence to quantity stipulations	According table in ACS → Score 100 – 1	25%		
Adherence to delivery dates	According table in ACS → Score 100 – 1	25%		

plant 2

KPI	Transfer Rule	Weight	Rating Transfer Rule	Supplier Rating
0-km ppm	% exceedance of target (0 – 100%) → Score 100 - 1	35%		
No. of incidents (0-km and field)	According table in ACS → Score 100 – 1	15%	100 – 86 A 73 – 85 B 1 – 72 C	A, B or C
Adherence to quantity stipulations	According table in ACS → Score 100 – 1	25%		
Adherence to delivery dates	According table in ACS → Score 100 – 1	25%		

plant n

supplier review meeting once / year

department	KPIs	
Quality	fevercurve for KPIs consolidated over all BUs	
Logistics	fevercurve for KPIs consolidated over all BUs	
R & D	fevercurve for KPIs consolidated over all BUs	
Purchasing	fevercurve for KPIs consolidated over all BUs	

Eberspächer

operational evaluation – monthly

- specific rating location

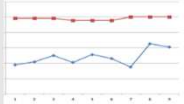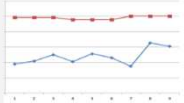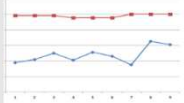| KPI	Transfer Rule	Weight	Rating Transfer Rule	Supplier Rating
0-km ppm *	% exceedance of target (0 – 100%) ➥ Score 100 - 1	35%	100 – 86 **A** 60 – 85 **B** 1 – 59 **C**	**A, B or C**
No. of incidents (0-km) **	According table in ACS ➥ Score 100 – 1	15%		
Adherence to quantity stipulations	According table in ACS ➥ Score 100 – 1	25%		
Adherence to delivery dates	According table in ACS ➥ Score 100 – 1	25%		
special Status customer notification OEM and Eberspächer for quick response to supplier → general standardized supplier **escalation process** (all rating departments - including Purchasing and R&D – specific argumentation)				quick response to supplier!!! downgrading in case of escalation (**downgrading to C**)

* deliverybase will be average of last 6 month

** target will be referenced on last 6 month rolling to get reasonable target due to low numbers

supplier review meeting – once a year

department	KPIs	
Quality	fevercurve for KPIs (softfacts /Hardfacts) For each BUs	
Logistics	fevercurve for KPIs (softfacts /Hardfacts) For each BUs	
R & D	fevercurve for KPIs (softfacts) For each BUs	
Purchasing	fevercurve for KPIs (softfacts) For each BUs	