SUPPLIER EVALUATION

for production material suppliers

E-T-A
ENGINEERING TECHNOLOGY

WELCOME TO E-T-A

E-T-A is aware that the suppliers with their performance and their reliability play an important part in our success. That is why we place so much value on committed, competent and responsible suppliers. And we appreciate suppliers and business partners who help us contribute to the 17 UN sustainability goals by taking up internal and external actions.

The supplier evaluation is an important tool in this respect, which helps us define our requirements and reflects the result of our co-operation.

This brochure gives you a comprehensive overview. The evaluation, which takes place twice a year, focuses on series suppliers, potential suppliers and new suppliers. The evaluation of the individual sub-criteria is carried out by our staff from the quality inspection, purchasing, logistics and development departments. From the best suppliers of the respective purchasing category, we choose the »Supplier of the Year«. By now, the traditional E-T-A Supplier Oscar enjoys a high reputation in the supplier industry.

Do you have any questions about the supplier evaluation? Your contact person in the purchasing department will be happy to answer your questions.

C. Kube

Christian Kube
Managing Director Operations/COO

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THE »SUPPLIER OF THE YEAR«
at E-T-A

The E-T-A Supplier Oscar has become a coveted award in the supplier industry. For more than 10 years, E-T-A has been awarding this prize now and is very proud of the companies that have received it since then.

The prize is both a reward and motivation and reflects the good cooperation between E-T-A and their suppliers.

E-T-A

TOTAL SCORE AND RATING

Our Catalogue of Criteria

The supplier evaluation takes place twice a year, based on a catalogue of specified criteria for the quality, purchasing & sustainability, logistics and technology departments.

The respective degree of fulfilment is determined by using a scoring system. The A, B or C supplier rating is based on the total score. On the following pages, you will find a detailed overview to comprehend the rating method.

EVALUATION AREAS, SUB-CRITERIA AND WEIGHTING

Quality	**35**
Incoming quality	60
Complaint management and Communication	20
Sampling quality	10
Quality management system	10
Purchasing & Sustainability	**30**
Price development	20
Price and Cost level	15
Contractual obligations	15
Communication and Offer processing	10
Product/Material Compliance	10
Environmental and Energy management	10
Code of Conduct	10
Supplier Code of Conduct	10

Logistics	**25**
On-time delivery	25
Correct quantities	15
Responsiveness to changing demands	20
Packing and Shipping documents	20
Minimum order quantities / Order lot sizes	10
Lead times	10
Technology	**10**
Technological standard of products and production	40
Technical enquiries	40
Product information and Customer support	20

TOTAL SCORE CALCULATING FORMULA

0.35 x pt. **Quality** + 0.30 x pt. **Purchasing & Sustainability** +
0.25 x pt. **Logistics** + 0.10 x pt. **Technology**

INCOMING QUALITY – ON-TIME DELIVERY AND CORRECT QUANTITIES

Determination of the Score

The supplier evaluation score comprises various evaluation areas. You will find calculating examples for the individual evaluation areas in this brochure to help you comprehend the result.

INCOMING QUALITY EVALUATION

The incoming quality (QKZ) rates the share of rejected deliveries in relation to all deliveries in the indicated period of time. The quality index results from the share of rejected deliveries in relation to a target value. The target value is presently defined as 2 % -> target_QKZ = 90. The quality index (QKZ) is calculated as follows:
QKZ = (100 - (rejection rate_actual/rejection rate_target)*(100-target_QKZ)

Share of rejected batches in %

0	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
100	95	90	85	80	75	70	65	60	55	50	45	40	35	30	25	20	15	10	5	1

Evaluation table “Quality” on page 8

Example: the share of **5.6 %** rejected batches results in a **QKZ** of **72**.

ON-TIME DELIVERY AND CORRECT QUANTITIES EVALUATION

On-time deliveries (= 100 points) are all deliveries within a maximum of three days before or one day after the delivery date first confirmed by the supplier. The deviation is evaluated in days between the confirmed delivery date and the actual incoming of the goods at E-T-A (excluding weekends and public holidays). According to the time table shown below, all deliveries (incoming goods) in the indicated period of time are evaluated and scored.
On-time delivery calculating formula:
Sum of scores achieved for all individual deliveries / Sum of maximum possible scores for all individual deliveries in the intended time period [x 100 %].

Early deliveries | **Delayed deliveries**

Deviation in days (-) | Deviation in days (+)

99	20	10	5	3			1	3	5	10	99
1	50	75	90	100				85	75	50	1

Score

Evaluation table “On-time deliveries and correct quantities” on page 9

Correct quantities refers to all deliveries corresponding to the exact order quantity, including the agreed tolerances for overrun or undercut quantities. The deviation of the delivered quantities is evaluated based on the incoming goods booked into the system compared to the actual order quantity. According to the quantity deviations table shown below, all deliveries in the indicated period of time are evaluated and scored.
Correct quantities calculating formula:
Sum of scores achieved for all individual deliveries / Sum of maximum possible scores for all individual deliveries in the intended time period [x 100 %].

Undercut quantities | **Overrun quantities**

Deviation in % (-) | Deviation in % (+)

100	20	15	10	2	0	0	2	10	15	20	100
0	10	40	60	80	100		80	60	40	10	0

Score

SUB-CRITERIA AND EVALUATION

Quality & Logistics

QUALITY TOTAL SCORE

0.60 x pt. **Incoming quality** + 0.20 x pt. **Complaint management** + 0.10 x pt. **Sampling quality** + 0.10 x pt. **Quality management system**

QUALITY	Weighting	Scores	Evaluation table
Incoming quality	60		[illegible]
Complaint management and Communication	20	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
First piece samples	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
Quality management systems	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]

LOGISTICS TOTAL SCORE

0.25 x pt. **On-time deliveries** + 0.15 x pt. **Correct quantities** + 0.10 x pt. **Minimum order quantities / Order lot sizes** + 0.20 x pt. **Responsiveness** + 0.10 x pt. **Lead times** + 0.20 x pt. **Packing and Shipping documents**

LOGISTICS	Weighting	Scores	Evaluation table
On-time deliveries	25		
Correct quantities	15		
Responsiveness to changing demands	20	100	
		80	
		60	
		40	
		1	
Packing and Shipping documents evaluation	20	100	
		75	
		50	
		25	
		1	
Minimum order quantities / Order lot sizes	10	100	
		80	
		60	
		40	
		1	
Lead times	10	100	
		75	
		50	
		25	
		1	

PACKING AND SHIPPING DOCUMENTS EVALUATION

We evaluate all deliveries regarding their packing and shipping documents. A delivery without any deficiencies scores 100 points, incomplete shipping documents 50 points and insufficient packing only 25 points. If both packing and shipping documents are deficient, this earns only 1 point. Finally, we calculate the average value for all deliveries.

SUB-CRITERIA AND EVALUATION

Purchasing & Sustainability

PURCHASING & SUSTAINABILITY TOTAL SCORE

0.20 x pt. **Price development** + 0.15 x pt. **Price and Cost level** + 0.15 x pt. **Contractual obligations** + 0.10 x pt. **Offer processing** + 0.10 x **pt. Product/Material Compliance** + 0.10 x **pt. Environmental and Energy management** + 0.10 x pt. **Code of Conduct** + 0.10 x pt. **Supplier Code of Conduct**

PURCHASING	Weighting	Scores	Evaluation table
Price development	20	100	[illegible]
		80	[illegible]
		60	[illegible]
		40	[illegible]
		20	[illegible]
Price and Cost level	15	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
Contractual obligations	15	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]

Communication and Offer processing	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
Product/ Material Compliance	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		1	[illegible]
Environmental and Energy management	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
Code of Conduct	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]
Supplier Code of Conduct	10	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]

SUB-CRITERIA AND EVALUATION
Technology

TECHNOLOGY TOTAL SCORE

0.40 x pt. **State-of-the-Art** + 0.40 x pt. **Enquiries/Support** + 0.20 x pt. **Provided Information**

TECHNOLOGY	Weight-ing	Scores	Evaluation table
Technological standard of products and production	40	100	[illegible]
		80	[illegible]
		60	[illegible]
		40	[illegible]
		1	[illegible]
Technical enquiries/ Technical support	40	100	[illegible]
		80	[illegible]
		60	[illegible]
		40	[illegible]
		1	[illegible]
Customer support and information on products	20	100	[illegible]
		75	[illegible]
		50	[illegible]
		25	[illegible]
		1	[illegible]

MATERIAL GROUPS

Due to our wide vertical production range, we need a large assortment of parts and components for our production. You want to become an E-T-A supplier or expand your delivery programme to E-T-A? Here you will find the complete overview of our procurement parts, arranged in purchasing categories and material groups.

Purchasing categories
Metal/Metal components I

- **Cables**
  - Copper strands
  - Precut cables
  - Electric cables
- **Metal sheet parts**
  - Processed
- **Connection technology**
  - Terminals
  - Busbars
- **Springs**
  - Tension, pressure, torsion and bending springs
- **Lathed parts**
  - Steel
  - Non-ferrous
- **Connecting elements**
  - Screws
  - Nuts
  - Washers
  - Rivets
- **Other material groups**
  - Connectors
  - Castings
  - Magnets
  - Deep-drawn parts
  - Mica
  - Insulation foil
  - Ceramics

Purchasing categories
Raw materials/Metal components and plastic materials

- **Tapes**
  - Non-ferrous
  - Steel
  - Soft magnets Materials
  - Resistive materials
  - Contact material
  - Contact bimetal
  - Thermo-bimetal
- **Wires, rods, profiles**
  - Contact profile
  - Round rods
  - Round wire
  - Flat wire
  - Resistive materials
- **Contacts**
  - Rivet contacts
  - Welding contacts
- **Stamped parts**
  - Fine blanking parts
  - Stamped-bent parts
  - Wire-bent parts
- **Plastic parts**
  - Duroplast
  - Thermoplast
  - Composite parts
- **Moulding tools**
- **Elastomere**
  - Elastomere (with tool)
  - Elastomere (without tool)
  - Catalogue parts
  - Drawing parts

Purchasing categories
Electronics

- **Connectors for PCBs**
- **Integrated circuits**
- **Switches**
- **Relays**
- **Discreet components**
- **Transistors**
- **Diodes**
  - Universal diodes
  - Z-diodes
  - Flyback diodes
  - Rectifiers
- **Opto-electronic parts**
- **Passive components**
  - Resistors
  - Capacitors
  - Inductances
  - Oscillators
- **Development services**
  - Software
  - Hardware

Purchasing categories
RCS, PCBs, others

- **Printed circuit boards**
  - Raw circuit boards
  - Hybrids
- **PCB assemblies**
- **Packaging**
  - Labels
  - Cardboard boxes
  - Crates
  - Foam materials
  - Shipping materials
  - Print materials
  - Foils
- **Insulating and shrink tubes**
- **Plastic parts (without E-T-A tools)**
  - Drawing parts
  - Catalogue parts
  - Semi-finished products
- **Auxiliary materials**
  - Sealing compound
  - Adhesives
  - Lubricants, oils
  - Solvents
  - Detergents
  - Hardener
  - Coatings/paints
  - Solder, soldering tin
  - Soldering paste

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