



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.

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.



Handbook
Gallus
Informa
Gala Zlatna
2018
S.C.
Prestige

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

<u>Quality</u>	35	<u>Logistics</u>	25
Incoming quality	60	On-time delivery	25
Complaint management and Communication	20	Correct quantities	15
Sampling quality	10	Responsiveness to changing demands	20
Quality management system	10	Packing and Shipping documents	20
		Minimum order quantities / Order lot sizes	10
<u>Purchasing & Sustainability</u>	30	Lead times	10
Price development	20		
Price and Cost level	15	<u>Technology</u>	10
Contractual obligations	15	Technological standard of products and production	40
Communication and Offer processing	10	Technical enquiries	40
Product/Material Compliance	10	Product information and Customer support	20
Environmental and Energy management	10		
Code of Conduct	10		
Supplier Code of Conduct	10		



TOTAL SCORE CALCULATING FORMULA

$$0.35 \times \text{pt. Quality} + 0.30 \times \text{pt. Purchasing \& Sustainability} + 0.25 \times \text{pt. Logistics} + 0.10 \times \text{pt. Technology}$$

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:

$$QKZ = (100 - (\text{rejection rate_actual} / \text{rejection rate_target}) * (100 - \text{target_QKZ}))$$

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

Deviation in days (-)

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

Score

Delayed deliveries

Deviation in days (+)



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

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

Overrun quantities

Deviation in % (+)

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		Quantitative criterion / SAP System Evaluation
Complaint management and Communication	20	100	Plausible 8D report to full effect / fast and active cooperation
		75	8D report is incomplete, not effective / supplier response without reminder
		50	Complete 8D report only after reminder
		25	No specific supplier actions despite reminder/support, effectiveness with remaining risk / arduous cooperation
		1	Insufficient or lack of cooperation by the supplier in case of complaints
Sampling quality	10	100	Hardly any re-samplings or correction loops necessary / complete documentation (initial sample test report)
		75	Occasional re-samplings or correction loops necessary / sometimes EMPB documents have to be requested
		50	Frequent re-samplings or correction loops necessary / incomplete documentation
		25	Generally several re-sampling or correction loops necessary / incomplete documentation despite request
		1	Insufficient result despite several re-samplings / correction loops / no acceptable documentation despite request
Quality management systems	10	100	Certified according to IATF 16949
		75	Certified according to ISO 9001 with MAQMSR
		50	Certified according to ISO 9001
		25	QM system according to DIN ISO 9001 in process, certification planned
		1	QM system is implemented, but not certified

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		Quantitative criterion / SAP System Evaluation
Correct quantities	15		Quantitative criterion / SAP System Evaluation
Responsiveness to changing demands	20	100	Changing demands are accepted, prompt reaction in case of delivery delays
		80	Changing demands are nearly accepted, responds and implements them almost completely
		60	Attempt to implement our changing demands, only partially successful
		40	Hardly implements our changing demands, hesitant or defensive response
		1	Generally no changes possible after order confirmation
Packing and Shipping documents evaluation	20	100	No complaints (average value 100)]
		75	Occasional deviations (average value at 85 - 99)
		50	Repeatedly deviations (average value at 51 - 84)
		25	Significant deviations (average value at 50)
		1	Unacceptable / Critical (average value < 50)
Minimum order quantities / Order lot sizes	10	100	No minimum order quantities specified by supplier / order placing according to demand
		80	Specified minimum order quantities / Minimum order quantities almost according to demand
		60	Specified minimum order quantities / Minimum order quantities lead to temporarily increased stock keeping
		40	Specified minimum order quantities / Minimum order quantities unsuitable - lead to increased stock keeping for several months
		1	Specified minimum order quantities / Minimum order quantities leads to high capital commitment
Lead times	10	100	Significantly shorter than the average of suppliers within this material group
		75	Shorter than the average of suppliers within this material group
		50	Corresponds to the actual average of suppliers within this material group
		25	Longer than the average of suppliers within this material group
		1	Significantly longer than the average of suppliers within this material group

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	Price reductions have been made possible since the last evaluation
		80	Price stability since the last evaluation
		60	(Moderate) price increase by indicating specific or verifiable causes accepted by us
		40	Price increase without specific and verifiable indication of causes (general price increase)
		20	Price increase higher 10 % without verifiable and accepted indication of causes (general price increase)
Price and Cost level	15	100	Far below the average level - target prices are met, supplier provides active support for value analysis projects
		75	Below average level - Supplier has competitive prices and provides support for the value analysis
		50	Corresponds to average level- Supplier is hesitant regarding detailed prices/ costs
		25	Above average level - Supplier's prices are higher than competitions' prices - hardly negotiable
		1	Far above average level - Supplier's prices are not competitive, not negotiable
Contractual obligations	15	100	The requested agreements / contractual obligations are accepted ("Q" requirements or "QSV" [quality assurance agreement], terms and conditions agreement, supplier code of conduct)
		75	The required agreements/contractual obligations are accepted with restrictions
		50	Individual required agreements/contractual obligations are accepted
		25	The contract has elementary gaps
		1	Written agreements or contractual obligations are categorically refused

Communication and Offer processing	10	100	Fast written offer submission - complete in terms of content incl. CostBreak-Down
		75	Requested delivery dates are usually met - complete in terms of content
		50	Written offers are submitted within an extended deadline - partially incomplete content
		25	Written offers are only submitted after frequent requests - partially incomplete content
		1	Requested delivery dates are not met and content is incomplete
Product/ Material Compliance	10	100	Provides optimal evidence with regard to material compliance issues
		75	Provides Compliance evidence, but only after additional effort on our part
		50	Requested Compliance evidence is incomplete or partially not supported
		1	Generally no material compliance support for requirements irrelevant to the supplier
Environmental and Energy management	10	100	Certified according to ISO 14001 and 50001
		75	Certified according to ISO 14001
		50	Certified according to ISO 50001
		25	There is evidence of an environmental management, but no certification/no certified energy management
		1	No verifiable consideration of environmental aspects and/or energy aspects
Code of Conduct	10	100	The supplier has a publicly accessible, appropriate Code of Conduct
		75	The supplier has an association Code of Conduct and almost meets our requirements or exceeds them
		50	Code of Conduct (following the UN SDG) is in progress
		25	The supplier has a written ethics guideline or applicable work instructions
		1	The supplier currently has no written Code of Conduct or guideline
Supplier Code of Conduct	10	100	Supplier Code of Conduct is available and agreed with at least 50 % of the suppliers (according to statement)
		75	Supplier Code of Conduct is available and was communicated to the suppliers
		50	Supplier Code of Conduct is in progress
		25	Human rights, work safety and ethics standards are requested and documented during the supplier approval process
		1	There are no such Code of Conduct requirements for suppliers

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	Weighting	Scores	Evaluation table
Technological standard of products and production	40	100	High-tech products, high-tech production - innovatively promotes development
		80	Continuous product development - modern production
		60	Products are up-to-date, production is adapted to the general development
		40	Products lag behind development / partially outdated production
		1	Outdated products - outdated production
Technical enquiries/ Technical support	40	100	Suggested solutions generally exceed the requirement and are answered quickly and competently. Joint visits are generally possible.
		80	Technical enquiries are answered quickly and competently. Joint Visits can be arranged.
		60	Technical enquiries are answered with delay. Further questions are necessary. Joint Visits can hardly be arranged.
		40	Technical enquiries are answered poorly, no joint visits possible
		1	Hardly any technical support
Customer support and information on products	20	100	Webpage and catalogues are comprehensive and clearly structured in terms of content - Supplier regularly informs about new promising products or production possibilities.
		75	Webpage and catalogues are appropriate in terms of content - Supplier sporadically informs about new promising products or production possibilities.
		50	Webpage and catalogues are helpful, but often leave a need for more information. Rarely information about innovations
		25	The catalogue and homepage provide insufficient information about the supplier.
		1	Referring to product information often leads to unsatisfactory solutions.

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	Purchasing categories Raw materials/Metal components and plastic materials	Purchasing categories Electronics	Purchasing categories RCS, PCBs, others
Cables	Tapes	Connectors for PCBs	Printed circuit boards
Copper strands	Non-ferrous		Raw circuit boards
Precut cables	Steel	Integrated circuits	Hybrids
Electric cables	Soft magnets Materials	Switches	PCB assemblies
Metal sheet parts	Resistive materials	Relays	Packaging
Processed	Contact material	Discreet components	Labels
Connection technology	Contact bimetal	Transistors	Cardboard boxes
Terminals	Thermo-bimetal	Diodes	Crates
Busbars	Wires, rods, profiles	Universal diodes	Foam materials
Springs	Contact profile	Z-diodes	Shipping materials
Tension, pressure, torsion and bending springs	Round rods	Flyback diodes	Print materials
Lathed parts	Round wire	Rectifiers	Foils
Steel	Flat wire	Opto-electronic parts	Insulating and shrink tubes
Non-ferrous	Resistive materials	Passive components	Plastic parts (without E-T-A tools)
Connecting elements	Contacts	Resistors	Drawing parts
Screws	Rivet contacts	Capacitors	Catalogue parts
Nuts	Welding contacts	Inductances	Semi-finished products
Washers	Stamped parts	Oscillators	Auxiliary materials
Rivets	Fine blanking parts	Development services	Sealing compound
Other material groups	Stamped-bent parts	Software	Adhesives
Connectors	Wire-bent parts	Hardware	Lubricants, oils
Castings	Plastic parts		Solvents
Magnets	Duroplast		Detergents
Deep-drawn parts	Thermoplast		Hardener
Mica	Composite parts		Coatings/paints
Insulation foil	Moulding tools		Solder, soldering tin
Ceramics	Elastomere		Soldering paste
	Elastomere (with tool)		
	Elastomere (without tool)		
	Catalogue parts		
	Drawing parts		

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