



DEUTZ

Supplier Evaluation

Supplier Cockpit



Total Supplier Development
DEUTZ AG

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Basics

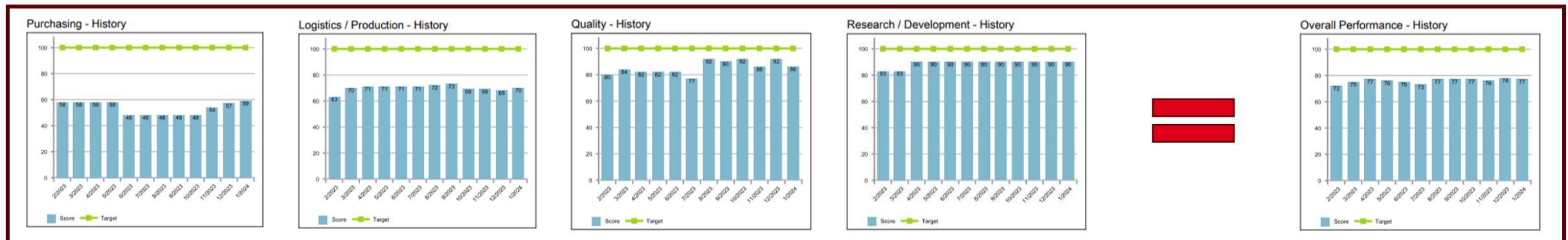
The supplier cockpit is the central tool in supplier management at DEUTZ AG.

It is used primarily to evaluate, classify and develop DEUTZ's series and service suppliers.

The supplier cockpit is divided into four areas Purchasing, Logistics/Production, Quality and Research/Development.

In each area there are different qualitative and quantitative key figures defined. The sum of the four weighted area key figures results in the overall performance of the supplier.

All individual and area key figures are available to the supplier via the SupplyOn Performance Monitor.



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Quantitative key figures

The quantitative key figures like delivery reliability, demand capacity, PPM, sample quality, sample on-time delivery or assembly disturbances are calculated directly from the SAP system.

Example PPM:

DEUTZ defines target PPM for each product group. If a supplier delivers to different product groups, the target PPMs are calculated as a percentage of the delivery quantity.

| Product group | Target-PPM Product group | Delivery quantity [%] | Target PPM Supplier per product group | Total |
|---------------|--------------------------|-----------------------|---------------------------------------|-------|
| 1 | 400 | 75 | 300 | 300 |
| 2 | 600 | 25 | 150 | 450 |

The PPM of the supplier is rated against the target PPM. If the supplier achieves a PPM of 300, it exceeds its target PPM by more than 120% and receives 70% of the points. 100% of the points are achieved if the supplier achieves 0 PPM.

Information on the delivery reliability key figure can be found on the DEUTZ website.

Qualitative key figures

The qualitative key figures are evaluated by the responsible employees in the specific departments using a scale, for example from A to E.

The selection within the scale results in the score rating or the degree of fulfillment of the key figure according to the table.

| Evaluation | A | B | C | D | E |
|------------|-----|----|----|----|---|
| 1 | 100 | 75 | 50 | 25 | 0 |

There is a definition for each key figure (e.g. communication), which the employee uses as a basis for the assessment.

Calculation

The key figures are weighted and result in the area key figure.

The weighting of the key figures is not visible to the supplier, but they are documented internally in the DEUTZ SAP system.

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Details

The key figures for the last 12 months can be viewed in more detail under strategic evaluation. In addition, the respective performance indicator for the area is displayed for the current month.



If you have any further questions, please contact the Total Supplier Development (supplier management steering committee) of DEUTZ AG: tsd.de@deutz.com



| Category | Score | Sort | Rating | Target | Period |
|---|-------|------|--------|--------|---------|
| <input type="checkbox"/> Overall Performance | | | 86 ● | 100 | 03/2025 |
| <input type="checkbox"/> Purchasing | | | 82 ● | 100 | 03/2025 |
| Price Level | | | 75 ▲ | 100 | 03/2025 |
| Contracts and Agreements | | | 100 ● | 100 | 03/2025 |
| Communication / Cooperation | | | 75 ▲ | 100 | 03/2025 |
| Quality of Offers | | | 75 ▲ | 100 | 03/2025 |
| Initial Sample Delivery Reliability | | | 71 ▲ | 100 | 03/2025 |
| <input type="checkbox"/> Logistics / Production | | | 93 ● | 100 | 03/2025 |
| Delivery Reliability | | | 100 ● | 100 | 03/2025 |
| Demand capacity | | | 97 ● | 100 | 03/2025 |
| Logistics Audit | | | 100 ● | 100 | 03/2025 |
| Logistic Connection | | | 100 ● | 100 | 03/2025 |
| Flexibility | | | 100 ● | 100 | 03/2025 |
| Communication/Cooperation | | | 100 ● | 100 | 03/2025 |
| Supply Quality logistics [PPM] (6 months) | | | 40 ■ | 100 | 03/2025 |
| <input type="checkbox"/> Quality | | | 91 ● | 100 | 03/2025 |
| Operational QM | | | 100 ● | 100 | 03/2025 |
| PPM (6 Months) | | | 90 ● | 100 | 12/2024 |
| Advanced Quality Planning | | | 100 ● | 100 | 03/2025 |
| Initial Sample 6 Mon. (nok) | | | 100 ● | 100 | 03/2025 |
| Assembly Disruption | | | 20 ■ | 100 | 03/2025 |
| Supply Quality technical [PPM] (6 months) | | | 90 ● | 100 | 03/2025 |
| 0h Failure | | | 100 ● | 100 | 03/2025 |
| <input type="checkbox"/> Research / Development | | | 78 ▲ | 100 | 03/2025 |
| Techn. Skills | | | 75 ▲ | 100 | 03/2025 |
| Quality A/B Samples | | | 75 ▲ | 100 | 03/2025 |
| Development competence | | | 75 ▲ | 100 | 03/2025 |
| Exec. of change requests | | | 100 ● | 100 | 03/2025 |
| Innovation Skills | | | 75 ▲ | 100 | 03/2025 |
| Communication / Cooperation | | | 75 ▲ | 100 | 03/2025 |

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Differences in the visual appearance

In addition to the external view for suppliers in SupplyOn, there is a DEUTZ internal view in SAP Analytics Cloud (SAC) with a different appearance, but identical key figures.

External view Supplier in SupplyOn:

Internal view DEUTZ in SAC:

