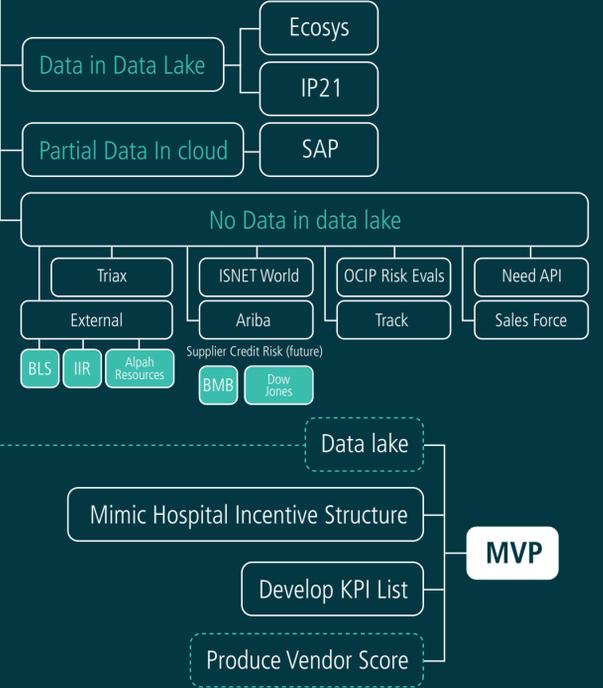


KEY METRICS & WEIGHTING

DATA SETS & DATA SOURCES



TERM & PERFORMANCE

SENTIMENT

COST

SAFETY

Reliability

- Lead time
- Availability
 - Ratio of product % to order rate
 - Response Time to Demand
- Inventory Turnover Ratio
- Inventory Carrying Cost
- Inventory Activity

External

Internal

- INVISTA Safety Questionnaire
- Additional Documentation
- Yammer
- Teams
- Email
- Sales Force
- Feedback Mec
- Experience Rating

Quality

- Re-work Ratio
 - % Rework Rate
 - Substandard Products
 - Negative Receipts
- Compliance Rate
 - Ratio of Disputed/exceptions Invoices to Total
 - Incorrect receipt
 - Disputed invoices
 - Difference between Price quoted and Price paid
- PO Accuracy
 - Delivery outside of target
 - Pricing compliance to Contracted Rate
 - % of on time Track Entries
- Exception Open Orders
 - Rate of Emergency Purchases
 - Credit Memos
 - Return Authorizations
- Frustrated Loads
 - Percent of shipments arriving in usable condition
 - Customer Satisfaction
 - downgrading of end product
 - conditioning unit
 - performance to operating envelope
 - Automation

News Feed

Delivery

- Time from Supplier receipt of PO to acceptance
 - Confirmed Delivery Date to Actual Delivery Date
 - Exception
 - Supplier Order Confirmation
 - Delivery Date change out of tolerance
 - On time delivery
 - quantity of goods
 - Purchase Order Confirmation
 - "Celonis" Tool
 - Advanced ship notification
 - Business interruptions caused by delivery
 - Actual receipt of goods/service entry
 - GRIR (goods receipt/invoice receipt)
 - Early Deliveries
 - Late Deliveries

On-hand availability

Price Prediction

Downtime

Performance

- Productivity/efficiency
- Competition

Improvement

Capabilities

- Material/Service Offerings
- Location (local, regional, national, global)
 - Late Deliveries
- Certifications
 - Late Deliveries

Contracts

- Legal Terms
 - Contract T&C's
 - Terms of Reference
 - Supplier Labor Rate Breakdown
- Payment Terms
 - SLA's
 - Onsite
 - Offsite

Against Other Vendors

- By Line Item
- Line Item Magnitude
- Key Performance Indicators
- Cost Per invoice and Purchase order
 - Processing Cost
 - Automated Processing to Manual Processing
 - Hours/Minutes to place order
 - PO Cycle time
 - Catalog options
 - Subtopic 3
 - Modification of purchase order
 - % Spend under management
 - Annual Savings to Annual Cost to manage
 - % of alternative contracted suppliers for scope
 - Labor efficiency
 - overhead cost
 - Man hour
 - Productivity

Against Other Markets

- By Line Item
- Line Item Magnitude
- price competitiveness to published markets

Cost of ownership

- Repairs
- Maintenance
 - Correlation to service provided
 - Contracted Maintenance
 - Asset Management Structure
- Critical Item Total Cost Trend
- Man hours
- Life Expectancy
 - % of remaining life
 - Spend trends
 - Value beyond usable life
 - Ratio of Maintenance vs. Replacement cost.
 - Mean Time Between Failures
 - Ratio of Actual life vs expected
 - Risk Matrix
 - Engineering Specs
 - Measure to market

Magnitude of cost

- % of overall Supplier Spend
- % of Commodity Spend
- % of product spend
- Criticality ranking by risk
 - Asset Designation
 - A
 - B
 - C

Evaluation Cost

- Time Value Money
- Opportunity cost
- Onboarding
- Transparency
- Supervision Ratio
- Experience Ratio

Cost of Good's Roll-ups

- Raw Material Roll up

Implemented Cost Savings

Incidents by Vendors

Incidents by Category

Near miss reporting

- leading indicators of incidence
- Jumps/ Falls

ISNet World

- Site Specific Training
 - Orange
 - Camden
 - Kingston
 - Maitland
 - Martinsville
 - Wilmington
 - Seaford
- Survey Results
 - 4 pages - Kely to send
- Safety Grade
- Safety information
 - OSHA Logs
 - 3years
 - EMR Ratings
 - TRIR Ratings
 - INVISTA Safety Questionnaire
 - Safety Manuals
 - acknowledgement form
 - Site Conditions
 - Additional Documentation
- Insurance Requirement