

21.10.2020 Global Procurement

ProMinent Supplier requirements

Introduction

At ProMinent we do offer growing business opportunities for our suppliers. ProMinent provides its products to customers around the globe and the opportunity to our (preferred) suppliers to collaborate with a number of manufacturing locations within all regions.

At the heart of the strategic cooperation with our suppliers, we work together with them on continuous improvements for the benefit of our customers.

Innovative strength is an important aspect in the selection of our external partners. This includes the ability to develop new products as well as the ongoing optimization of production and procurement processes to shorten lead times and continuously reduce costs.

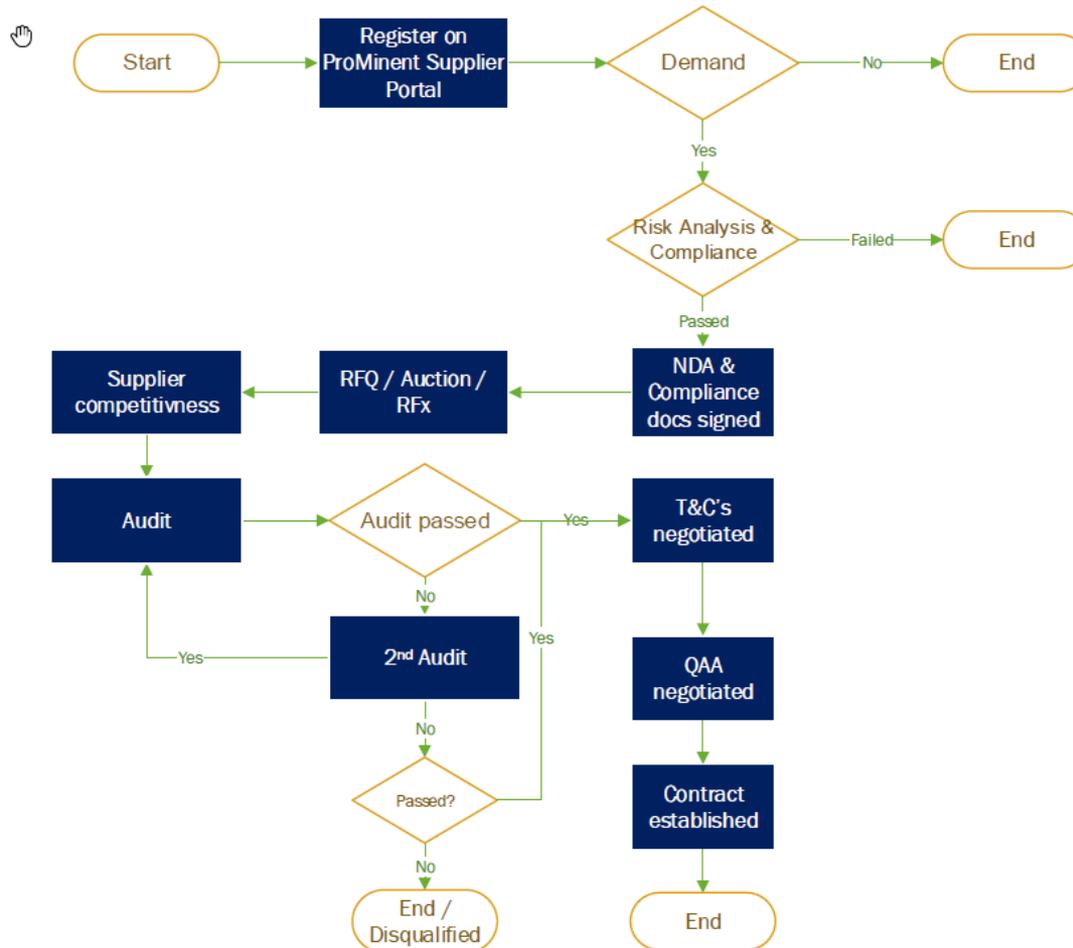
In order to do business with the ProMinent group we do require our suppliers to comply with the criterias outlined on the following pages.

Business criterias

		Requirement
Requirements	Capabilities to meet ProMinent requirments	Mandatory
	All business transactions processed thru SAP Ariba -network (http://www.prominent.com → Company → Procurement → Digital Sourcing)	Mandatory
	Supplier Quality Assessment and Capability Validation (Audit)	>80 Score
	Supplier Quality Performance Achievement	<500 DPPM
	Warranty Parts and Service Financial Responsibility	1+ Year
	Supply Chain Continuous Cost Improvement Savings	≥3% Annual
	Material On-Time Delivery	≥98%
	Material Planning Pull System Compliance	Kanban, Consignment or 3PL
	Payment Terms	30d 2%, 75d net
	Supplier contracts established, QAA signed	Mandatory
	Participation in cost savings initiatives	Mandatory
	Part Qualification Support (Design / Resources / Testing)	Mandatory
Supplier offers Single Point of Contact (SPoC)	Mandatory	
Benefits	Long-Term business relationship	Multi Years
	Business Growth Focus Across PoMinent	Opportunity
	Potential Achievement of ProMinent Group "Preferred" Status (requires healthy business relationship for at least 1 year)	Opportunity
	Business Growth Strategy Planning	Opportunity
	Potential for incremental Business From other ProMinent businesses	Opportunity

Supplier qualification process

ProMinent Group Supplier Qualification Process



2020 to Q2 2021: You will need to contact Procurement directly and to complete a supplier self evaluation form provided by ProMinent Procurement.
 From Q2 2021 onwards: In order to attract ProMinent's interest in your company you must register and apply only thru our supplier portal. This will require to complete standard online forms as well as potential individualized forms based on the products you offer. Suppliers must agree to collaborate thru Ariba in strategic as well as operational procedures. Suppliers not complying with this will be excluded from any business engagement.

ProMinent will perform various Risk analysis steps in order to understand the health of your company prior to engaging with your business.

In order to do business with ProMinent your company will have to enter into contract negotiations. All negotiations will be led by the ProMinent Procurement organisation.