

SUPPLIER CONTACT

Vorwerk & Co. KG | Mühlenweg 17-37 | 42270 Wuppertal
www.vorwerk.de

Instruction for completing this form:

- Please activate the macros to send the document
- Use the Tab key to reach the next field
- Please use only the grey input fields
- Comments can be made at the end of this form



1. General company information

1.1. Issuer data

| |
|----------------|
| Name of issuer |
| Function |
| Telephone |
| eMail |

1.2. Address

| |
|--------------------------|
| Company name |
| Country/postal code/city |
| Street |
| Telephone |
| Fax |
| eMail |
| URL |

1.3. Organization

| | |
|--|--|
| Date founded | |
| Legal form | |
| Group affiliation | |
| Manufacturer or distributor? | |
| Production facilities / locations | |
| Business language | |
| DUNS Number | |
| Which commodity group applies to you? | <input type="checkbox"/> Information- and telecommunication technology |
| | <input type="checkbox"/> Consulting |
| | <input type="checkbox"/> Marketing (Print, Promotion, etc) |
| | <input type="checkbox"/> Event- & Incentive Services / Travel Management |
| | <input type="checkbox"/> |

2. Supplier strategy / facts

2.1. Strategy

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|--|
| Short description of the strategic direction of your company |
| What are your special strengths and how are you clearly differentiated from your competitors?? |

2.2. Facts / figures (data for the last 3 years)

| | Year | | |
|--|------|--|--|
| Number of employees: | | | |
| Company | | | |
| Group (if affiliated) | | | |
| Sales [€] | | | |
| Company | | | |
| Group (if affiliated) | | | |
| Percentage return on sales (pre-tax profit) in %: | | | |
| Company | | | |
| Export share in %: | | | |
| Company | | | |
| Group (if affiliated) | | | |
| Investments in local currency: | | | |
| Company | | | |

| |
|--|
| Products / manufactured goods / services: |
| |
| |
| |

| | |
|---------------------------------------|-------|
| Main customers / key accounts: | Trade |
| | |
| | |
| | |

3. Technology

Technology / manufacturing technology / services

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| Which technologies / manufacturing processes / services are your core competencies? |
| Do you have technology leadership in specific areas? |
| What kind of additional technologies do you use? |

4. Efficiency

Cost structure improvement / increase of efficiency

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|---|
| Are you capable of offering us competitive pricing? |
| Are you prepared to offer, and disclose, a cost structure aimed at a continuous increase in efficiency? |
| Are you prepared to reach agreement with Vorwerk on productivity targets? |

5. Quality

Quality management / quality assurance

| | |
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| What are the standards used to certify your quality management system? | <input type="checkbox"/> ISO 9001 <input type="checkbox"/> VDA 6.1 <input type="checkbox"/> QS 9000 <input type="checkbox"/> TS 16949 |
| Is the total process, from sourcing / purchasing to customer delivery, secured with corresponding quality tools? | |
| Do you have other certifications? | |

6. Risk of business interruption

Risk management (finance, elementary, environmental, forced business interruption)

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| Have you implemented a strategy to cover any possible business interruptions (finance, elementary, environmental)? |
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| Have you installed a company plan to maintain operations in case of the risks named? |
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7. Logistic / warehousing

Delivery service, logistic competence, processes /systems

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| Are your installed structures and processes able to ensure on time and complete deliveries? |
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| Do you have experience exporting products worldwide? |
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8. Contracts

delivery contracts / agreements of performance and quality

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| Are you prepared to conclude delivery contracts / logistics agreements with Vorwerk? |
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| Are you prepared to conclude agreements with Vorwerk, on quality and the environment, which foresee you taking full responsibility in these areas? |
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9. eProcurement

Experience / willingness

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| Do you already have experience with the connection to an eProcurement system? If so, what? |
|---|

| |
|---|
| Would you participate at the eProcurement from Vorwerk? |
|---|

10. Comments

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|--|

Send

or
purchasing@vorwerk.de