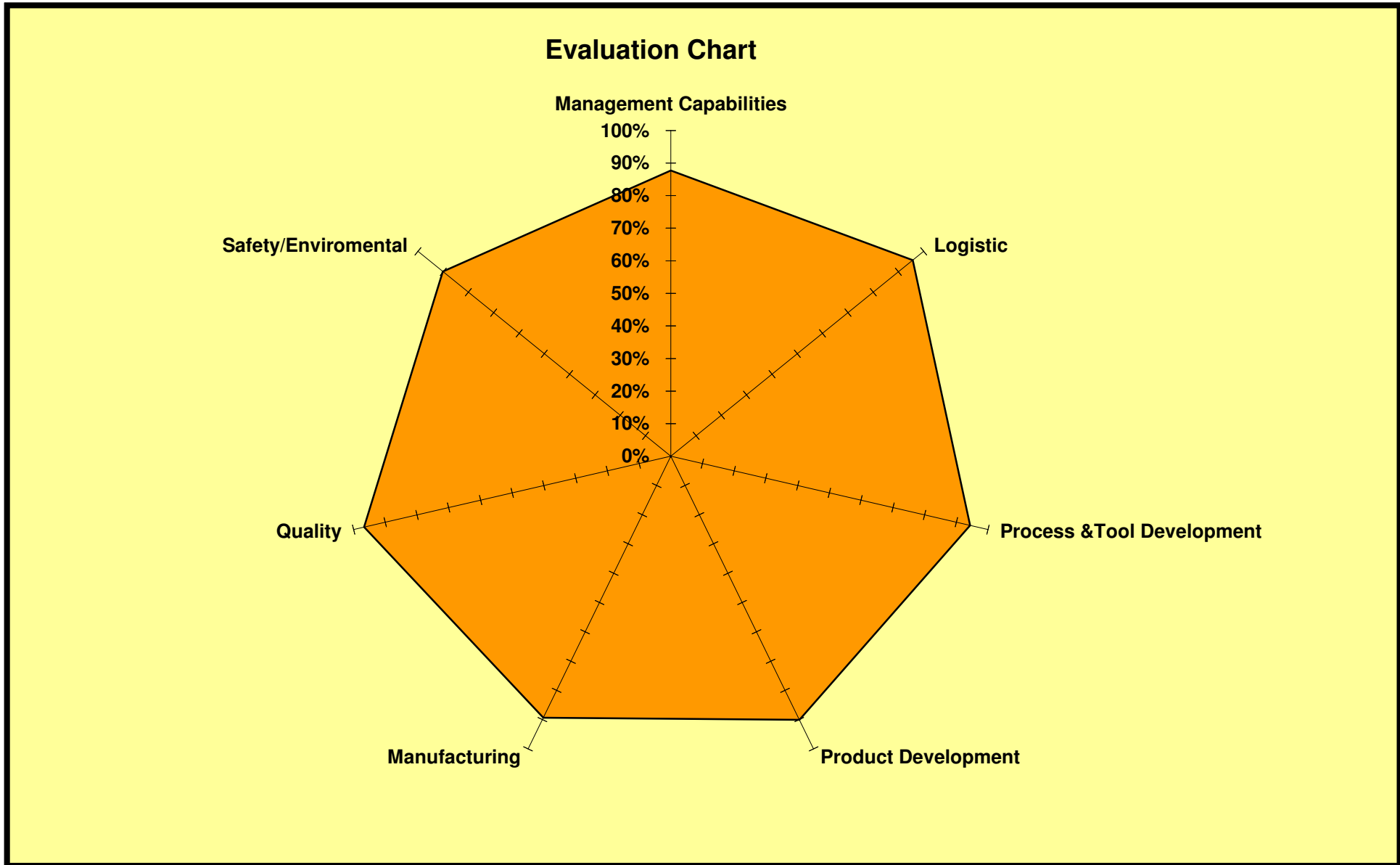


General Data		Comments			
Company Name					
Company History					
Part of a Parent Group					
Total Employees, Overhead structure with number of staff					
Hours/shift, No of Shifts/day, Workdays/week					
Average Direct Labour Costs (net, gross) (cost/hour alt. cost/month)					
Total Turnover (last fiscal year, expected for current year)					
Key Customer Base (name, share)					
Strategy in Customer Portfolio					
Supply to WABCO Competitors					
Original share capital Rating result / Rating comp. (solvency, credit)					
Capability of Extension (land, building)					
Growth Rate					
Investment % of Turnover					
<b>Summary:</b>					
Date of Audit:					
<b>WABCO:</b>	<b>Supplier:</b>				
Interviewed Person Business Relation		0% of 130		0% of 114 tp	
Interviewed Person Logistic		0% of 90		0% of 86 tp	
Interviewed Person Process&Tool Dev.		0% of 70		0% of 66 tp	
Interviewed Person Product Dev.		0% of 120		0% of 108 tp	
Interviewed Person Manufacturing		0% of 150		0% of 134 tp	
Interviewed Person Quality		0% of 120		0% of 116 tp	
Interviewed Person Safety/Environm.		0% of 40		0% of 36 tp	
<b>reached overall Segmentation Status</b>		preferred	recom- mended	accepted	Status
		X			



CRITERIAS Management Capabilities		Evaluation					Not applicable (x)	Points achievable	Points achieved
		see comment							
<b>Company Management</b>									
1	Management Style	0	4	6	8	10		10	
2	Geographical Presence		4	6	8	10		10	
3	Geographical Manufacturing		4	6	8	10		10	
4	Global Delivery Capability	0	4	6	8	10		10	
<b>Partnership</b>									
5	Development & Exclusivity Agreement	0	4	6	8	10		10	
6	Confidentiality & Quality Assurance & Reimbursement	0	4	6	8	10		10	
7	Purchase Conditions & Payment Terms & Self Billing	0	4	6	8	10		10	
8	Customer Satisfaction Measurement	0	4	6	8	10		10	
9	Open Book Costing	0	4	6	8	10		10	
10	Internal Cost Reduction Initiatives	0	4	6	8	10		10	
<b>English Language Communication</b>									
11	Sales / Key Account Management	0	4	6	8	10		10	
12	Development & Engineering (parts & tools)	0	4	6	8	10		10	
13	Manufacturing, Logistic, Quality Engineering	0	4	6	8	10		10	
<b>Points achievable / Points achieved</b>							<b>130</b>	<b>0</b>	
<b>Classification</b>							<b>0%</b>	<b>nc</b>	
<b>A</b>	<b>Threshold level &lt;Preferred Supplier&gt;</b>						<b>114</b>	<b>0</b>	

CRITERIAS Logistic		Evaluation					Not applicable (x)	Points achievable	Points achieved
		see comment							
<b>Production Planning &amp; Flexibility</b>									
1	Frequency of MRP Calculation	0	4	6	8	10	10		
2	EDI/VDA/Odette/Edifact	0	4	6		10	10		
3	Agrees to WABCO Packaging Requirments	0		6		10	10		
4	Capacity Management	0	4	6	8	10	10		
<b>Material flow</b>									
5	Material Handling and FIFO Organisation	0	4	6	8	10	10		
5	Product Identification and Traceability	0	4	6	8	10	10		
7	Pull system	0	4	6	8	10	10		
8	Delivery Performance (percentage on time)	0	4	6	8	10	10		
9	Deliveries into Consignment Stock	0		6		10	10		
<b>Points achievable / Points achieved</b>							<b>90</b>	<b>0</b>	
<b>Classification</b>							<b>0%</b>	<b>nc</b>	
<b>A</b>	<b>Threshold level &lt;Preferred Supplier&gt;</b>						<b>86</b>	<b>0</b>	

**Assessment Audit Report  
Product Development / Results**

CRITERIAS Product Development		Evaluation					Not applicable (x)	Points achievable	Points achieved
		see comment							
<b>Product Development Partnership</b>									
1	Development references	0	4	6	8	10		10	
2	Project Management Practice	0	4	6	8	10		10	
3	Project Engineering Capacity and Co-location	0	4	6	8	10		10	
4	International Standards Control	0	4	6	8	10		10	
5	CAD system	0	4	6	8	10		10	
6	D-FMEA and Design for Six Sigma (DFSS) expertise	0	4	6	8	10		10	
7	Calculation & Analysis Expertise	0	4	6	8	10		10	
8	Practice Rapid Prototyping	0	4	6	8	10		10	
9	Workshop for sample machining and assembly	0		6		10		10	
10	Laboratory facilities (in- or external) and test expertise	0	4	6	8	10		10	
11	Access to research institutes	0		6		10		10	
12	Co-operation with other WABCO suppliers	0		6		10		10	
<b>Points achievable / Points achieved</b>							<b>120</b>	<b>0</b>	
<b>Classification</b>							<b>0%</b>	<b>nc</b>	
<b>A</b>	<b>Threshold level &lt;Preferred Supplier&gt;</b>						<b>108</b>	<b>0</b>	

**Assessment Audit Report  
Process & Tool Development / Results**

CRITERIAS Process & Tool Development		Evaluation					Not applicable (x)	Points achievable	Points achieved
		see comment							
<b>Process &amp; Tool Development Partnership</b>									
1	Project Management Practice	0	4	6	8	10		10	
2	Process Development Engineering Expertise	0	4	6	8	10		10	
3	Tool / Mould design expertise / Tool shop capability	0	4	6	8	10		10	
4	Pro-E CAD / CAM File transfer	0		6		10		10	
5	Practice Mould Flow / FEM Simulation	0		6		10		10	
6	Practice Rapid Prototyping	0	4	6	8	10		10	
7	Practice P-Flow, P-FMEA; Control Plan	0	4	6	8	10		10	
<b>Points achievable / Points achieved</b>								<b>70</b>	<b>0</b>
<b>Classification</b>								<b>0%</b>	<b>nc</b>
<b>A</b>	<b>Threshold level &lt;Preferred Supplier&gt;</b>							<b>66</b>	<b>0</b>

CRITERIAS Manufacturing		Evaluation					Not applicable (x)	Points achievable	Points achieved
		see comment							
<b>Manufacturing Management</b>									
1	Process Engineering Expertise	0	4	6	8	10		10	
2	Material Group related Manufacturing Equipment	0	20	30	40	50		50	
3	State of the Art Technology	0	4	6	8	10		10	
4	Process Approval Process	0	4	6	8	10		10	
5	Work instruction, Inspection Plan, SPC	0	4	6	8	10		10	
6	Scrap notes and Analysing	0	4	6	8	10		10	
7	Contingency Planning	0	4	6	8	10		10	
8	Multiskilled Employees	0	4	6	8	10		10	
9	Total Productive Maintenance	0	4	6	8	10		10	
10	Lean Manufacturing	0	4	6	8	10		10	
11	5S / Visual Management	0	4	6	8	10		10	
<b>Points achievable / Points achieved</b>							<b>150</b>	<b>0</b>	
<b>Classification</b>							<b>0%</b>	<b>nc</b>	
<b>A</b>	<b>Threshold level &lt;Preferred Supplier&gt;</b>						<b>134</b>	<b>0</b>	

**Assessment Audit Report  
Quality & Environmental / Results**

		Evaluation							
CRITERIAS Quality Safety / Environmental		see comment					Not applicable (x)	Points achievable	Points achieved
<b>Quality System &amp; Methods</b>									
1	Fulfills Automotive Standard requirements	0	4	6	8	10		10	
2	Quality Performance Monitoring	0	4	6	8	10		10	
3	Continoual Improvement Management	0	4	6	8	10		10	
4	Corrective Actions Management	0	4	6	8	10		10	
5	Practice MSA, Pp-Studies, PPAP, Supplier Development	0	4	6	8	10		10	
<b>Measuring Equipment</b>									
6	Calibration System of Measuring Equipment	0				10		10	
7	Material Group Related Measurement Equipment	0	20	30	40	50		50	
8	State of the Art Technology	0	4	6	8	10		10	
<b>Health &amp; Safety / Environmental</b>									
9	Health & Work Safety management	0	4	6	8	10		10	
10	Fulfills International Standard requirements	0	4	6	8	10		10	
10	Acknowledgment of JED-762	0				10		10	
11	Scrap / Waste Separation	0	4	6	8	10		10	

<b>Quality</b>								
	Points achievable / Points achieved						120	0
	Classification						0%	nc
<b>A</b>	Threshold level <Preferred Supplier>						116	0
<b>Health &amp; Safety / Environmental</b>								
	Points achievable / Points achieved						40	0
	Classification						0%	nc
<b>A</b>	Threshold level <Preferred Supplier>						36	0