Issue 08/2012

Global Strategic Sourcing NEWSLETTER

Execution & Best Practices

<u>Vendor Award for 100 % OTD in 5 consecutive years - Display LC AG</u>

This is how the Sourcing team manage / interact with Display LC AG to achieve this impressive result!

- I. High focus on proper demand forecasts provided via ASCC and shared with supplier
- II. Sourcing team reviews monthly the demand forecast accuracy and continuously informs supplier
- III. Supplier is requested to provide to ABB a monthly progress report showing the material situation with a short term and long term look ahead based on ASCC
- IV. Sourcing team provide the supplier monthly OTD measurements as feedback

During our Supplier Days at SA Products in June we had the pleasure of handing over to Display LC AG, an award for a fabulous delivery performance

They have managed to deliver 5 consecutive years without one single delayed order, 100% OTD.

Display LC has been a strategic supplier of HMI's to SA Product 's 670 IED series, the last 6 years.



