

# DÜRR SUPPLIER AWARD

## REQUIREMENTS AND EVALUATION CRITERIA FOR THE GLOBAL PARTNER CATEGORY

- » The supplier is familiar with and understands our international requirements and takes them into consideration in its product specifications and also in its documentation and certifications. The supplier's services and value propositions are **adapted to local requirements** and **can be used globally**.
- » The basis for the international cooperation with the supplier is the **worldwide availability of parts and services** and the guarantee of adequate (production) capacity to meet Dürr's requirements.
- » **Excellent performance** on the part of the supplier is a fundamental requirement for a long-term relationship. The supplier must provide high-quality products and services and have an impressive reputation, both on national and international markets.
- » By **focusing its processes and structures** on the challenges of the international market, the supplier must be a reliable partner for Dürr, including at a local level. The supplier promotes localization activities on the relevant markets.
- » The supplier's **efficient service infrastructure** is impressive. Problems and faults are resolved quickly and easily by trained staff at a global level and this helps to ensure that the cooperation between Dürr and the supplier functions effectively.
- » The supplier's **ongoing cost consciousness** increases its importance to Dürr. The supplier and Dürr work together to establish programs and strategies for supplier development.
- » The supplier's prices and conditions are **competitive and transparent**. The supplier's worldwide production facilities enable it to offer the best prices globally.
- » **Open communication** and a comprehensive exchange of information are fundamental aspects of the partnership. Agreements can be made and implemented at a local and a global level. The supplier has a standardized image and **central contacts who provide global coordination**. These factors have a decisive impact on the quality of the cooperation.
- » The supplier is **flexible, fast and forward-looking** and is a reliable partner with a proactive approach throughout all the order processing phases.
- » The positive experiences of the current cooperation are based on **ongoing learning and adaptation processes**. The supplier's knowledge and understanding of our complex systems and requirements form the basis for an equal relationship.