

Purchase conditions

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1 General requirements

AUMA is interested in finding competent and successful partners both on a national and global basis, helping us in achieving maximum customer satisfaction.

AUMA expectations on their partners:

- Willingness to cooperate as partners
- Innovative power/technology competence
- Cost transparency/price stability
- Reliability/compliance
- Flexibility/availability for delivery/delivery reliability
- Optimum logistics
- Zero fault policy
- Process capability
- Traceability
- Occupational health and safety
- Responsible resources management
- Products conforming to REACH

2 Quality, environment and occupational health and safety

We in Purchasing and Logistics are responsible for the quality of our purchased products, capital goods and services.

2.1 Commitment to pursuing a zero-fault policy

AUMA pursues a consistent zero-fault policy. We also expect our suppliers to provide fault-free products and optimum service. In order to achieve this, the supplier's top management should be involved in the quality assurance process.

2.2 Certification

We expect our partners at least to be certified in compliance with EN ISO 9001 and the environmental standard EN ISO 14001, latest revision.

Furthermore, we assume that our suppliers worldwide heed at the least the requirements of the applicable German legislation with regard to environmental protection and occupational health and safety and that they maintain an energy management system in compliance with ISO 50001 and certified, if possible. We reserve the right to conclude an extended quality assurance agreement with our suppliers.

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2.3 Use of preventive methods

You are familiar with preventive quality assurance methods such as SPC, process and machine capability (Cmk, Cpk), FMEA, Poka Yoke and feasibility studies and purposefully use them.

2.4 Reactions in case of non-conformance

Immediate reaction to possible non-conformities as well as systematic analysis and elimination is of utmost importance to us. We demand application of the 8D method for problem solution, providing sustainable support for the zero-fault policy.

2.5 Respecting the REACH regulation

If the products and/or the packaging material contain SVHC substances of the candidate list exceeding 0.1 % weight by weight (w/w), we expect our suppliers to notify us accordingly without delay.

3 Cost

Our procurement cost are valued within the framework of overall cost assessment based on TCO approaches. To be able to continuously optimise our cost structure, we require adequate cost transparency from our partners.

We also expect our suppliers to perform regular value analyses and to pass on benefits from increased productivity as price reductions. On an international scale, passing on changed currency parities is a matter of course.

4 Engineering & innovation

We support our suppliers in improving engineering, technology as well as methods and their implementation. In turn, AUMA expect feedback on potential for improvement with regard to both processes and products.

Early involvement of our partners in the product development process (PDP) is the basis for implementing our design-to-cost notion. Our suppliers are requested to continuously train their staff and to actively participate in supplier development programmes.

5 Logistics

5.1 Ordering and materials planning

We strive to work with blanket orders/quantity or value based contracts with release orders. Blanket orders are used to define quantities, prices and conditions and guarantee our procurement.

5.2 Cost optimisation due to innovate logistic concepts

AUMA demand and support the application of innovate logistics solutions such as KANBAN, consignment stock etc. Optimum economic and procurement control of the entire value added chain.

5.3 Deadline compliance

We expect our suppliers to adjust the entire delivery chain according to comply with our deadline requirements. A time window of –5 to 0 days with regard to the agreed date is required. In exceptional cases, agreement with materials planners are possible when allowing for appropriate lead times.

5.4 100 % supply and traceability

Consequent zero-fault policy governs not only product quality but also logistic handling of the supply. We require single-batch delivery and timely information on possible disturbances of the supply chain.

5.5 International availability

The AUMA group with several production sites worldwide requires willingness and capability to ensure global supply, which is the basis for successful and viable cooperation. If required, we demand national and international supply via KANBAN or consignment stock.

6 Continual improvement process - CIP

In close cooperation with our suppliers, we strive for a continual improvement process.

The objective is comprehensive improvement of cooperation. Based on insights gained during supplier audits, regular supplier assessments but also recent incidents (such as complaints, delayed deliveries etc.), concerted action is prepared, defined, implemented and monitored for effectiveness.

Furthermore, we expect our partners to continuously assess their quality performance, delivery performance and productivity to create and achieve improvement.

The continual improvement process is based on the DMAIC model (**D**efine – **M**easure – **A**nalyse – **I**mprove – **C**ontrol), derived from the six sigma strategy.

7 Facts

- Unless agreed otherwise, our General Terms and Conditions of Purchase, latest revision, apply.
- Modifications of agreements, changes in the scope of delivery, cost increases and rescheduling imperatively require the written form.
- All prices are including packaging. For reasons of process cost control and environmental protection, the AUMA delivery conditions must be heeded (refer to downloads).
- Terms of delivery: DAP/DDP to all delivery locations indicated by AUMA in accordance with INCOTERMS 2010.
- Terms of payment: 14 days at 3% discount/60 days net.
- Transport insurance is generally covered by AUMA.